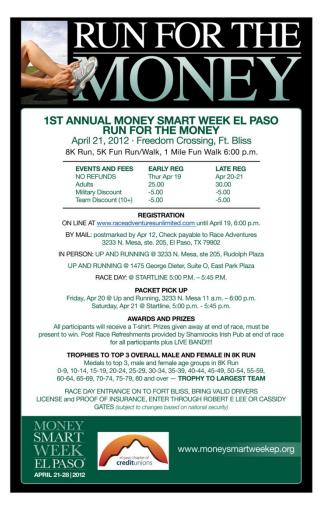
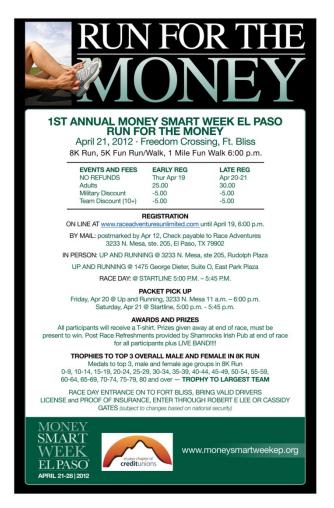


Money Smart Week





- Kick-off Event
- Hired a company to organize
- 8K Run, 5K Fun Run/Walk, 1 Mile Fun Walk
- Provided food and refreshments
- Live Band & Local DJ



- Participants received a MSW T-shirt
- Prizes included:
 - Traveling Trophy
 - \$5, \$2, and \$1 uncutcurrency sheets
 - Medals for Top 3 in each category (F/M, ages)









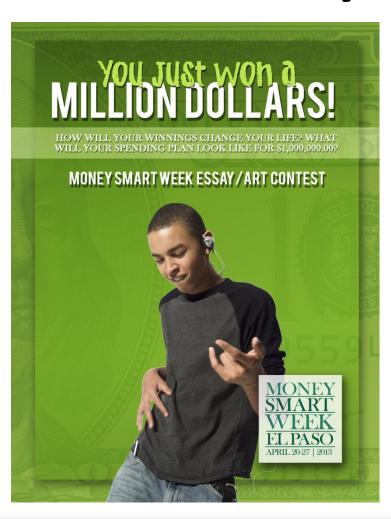




ESSAY/ART CONVENTION OF THE PROPERTY OF THE PR



- Geared towards middle school students
 - Highest participation rate
 - Financial awareness at a young age
- Topic: "You Just Won \$1,000,000 Dollars! What Does Your Spending Plan Look Like?"
- 87 entries, narrowed to 15 finalists who created art pieces



- Art pieces were displayed
 & judged at a local public
 library
- Winners announced at a pizza dinner with parents
- Prizes
 - 1st place: iPad2
 - 2nd place: Kindle Fire
 - 3rd place: iPod Nano







MSW Essay/Art Contest







MSW Essay/Art Contest

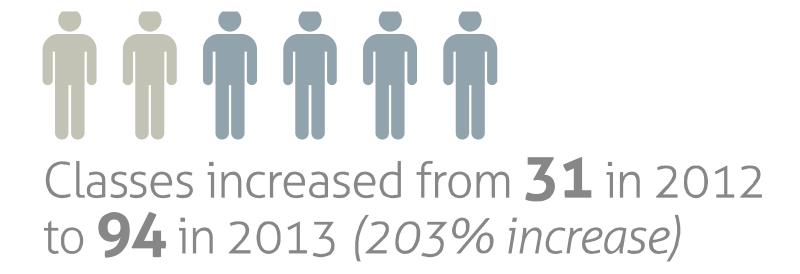


MSW Essay/Art Contest



- What are they?
 - A group of individuals that have predetermined meetings scheduled throughout the year
- Targeted audiences have the same objectives
 - General Education Development classes (GED)
 - Community Learning Centers in underserved or low-income communities
 - English as a second language classes (ESL)

Results: Number of classes offered



Results: Attendance Increased

Attendance increased from **670** in 2012 to **949** in 2013 (41% increase)





Thank you!



How to put the Pieces Together, Be SMART and Create a Successful Campaign

Presented by Kristen Comer, 2013 Co-Chair Northern Illinois Region

Who am I?

- Director of Marketing of Morning Star Village, Senior Living in Rockford, Illinois
- Certified Marketing Professional, specific to Senior Living
- Married and the mother of a 3 year old daughter named Anna.
- Involved in Money Smart Week for the first time in 2012 and asked to Co-Chair for 2013

How to be SMART?

- Stay in tune with your community
- Make Ben Franklin your best friend
- <u>A</u>ddress your local, county and state government
- **R**elationship with the media is key
- <u>Trust those outside the typical</u> financial advisors



Stay in Tune with your Community

- Offer classes pertinent to what your community needs are (Examples, Car Care for Women, Foreclosure assistance, Senior Living Guidance, Fashion on a Budget)
- Be Strategic, looking at median income, average age, etc., and act accordingly.
- Reach out to the kids in your community by having a successful Kids Campaign



Stay in Tune- Reach out to the Kids

- Reaching out to local schools, parents of children who are home schooled
- How to manage all the essay submissions? Be creative, reach out to Kiwanis, Lions and other social groups
- Creative Prizes are a plus! 1st, 2nd and 3rd place are great for college savings plans or scholarships, but Northern Illinois had Rockford Bank and Trust provide an assembly for the school who submitted the most essays- what a way to get kids excited!



Make Ben Franklin Your Best Friend



Make Ben Franklin Your Best Friend

- Find someone to pose as Ben Franklin and utilize him everywhere
- Create Buzz, by having Ben out in your community weeks prior to Money Smart Week
- How to use Ben to your advantage? Throwing out the first pitch in a local softball game, dropping the puck at a hockey game, show up to your Proclamation Presentations, and Press Conferences





Address Your Local Government

- Obtain Proclamations from your Mayor, County Board Members and even your Governor
- This will get you in front of the people who are out in the community the most and allow you to create a good buzz for the excitement behind Money Smart Week
- Northern Illinois was able to obtain a Proclamation for Money Smart Week 2013 from Pat Quinn, Governor of Illinois



Relationship with the Media is Key



Relationship with the Media

- Reach out to local radio hosts, newspapers, etc. Create Buzz about MSW as your planning goes along, not just at the end
- Send out regular Press Releases and schedule interviews, find good media sponsors
- Northern Illinois held their first Press Conference for 2013, inviting local media to attend a 20 minute press conference. We received outstanding coverage on television, radio and newspaper

Relationship with the Media

- PSA's recorded and aired 3 weeks prior to MSW. Also commercial for the Kids Essay Contest
- Local Radio Stations, Midwest Family Broadcasting stations, 100.5 NTA fm (Local Talk), and B 103.1 fm (Lite Rock)
- WNIU/WNIJ, in DeKalb did interviews and ran commercials
- Rockford Register Star, special sections including a Finance Section and ran Calendar of Events, etc.





NORTHERN PUBLIC RADIO

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Arts & Culture

Schedules

Organizers are gearing up for the 5th year of Money Smart Week

Office of Mayor Lawrence J. Morrissey LEADING BOLDLY, WORKING TOGETHER

"Money Smart Week" © 04/19/2012 10.51 AM @ 04/19/2012 10.52 AM

How smart are you when it comes to money?! Wheth just getting started or about to retire there's a free "I Smart Week" class to help you figure it all out.

WNIJ encourages you to take advantage of the many practical workshops and lectures scheduled through northern Illinois, April 21st through 28th. It's an ann

PRESS RELEASE

CONTACT INFORMATION:

Andrea Hinrichs

Money Smart Week: Learn How to





ENTERTAINMENT

Money Smart Week Live A

① 04/19/2010 17:26 PM



ROCKFORD (WREX) - The sixth annual Northern Illinois Money quickly approaching and area organizations gathered to celebrate

Money Smart Week will be held April 20 through April 27. It's a we classes and events aimed at helping consumers make informed (managing their personal finances. Over 100 local organizations from not-for-profits will volunteer their time.

"We have over 164 topics ranging from auto care for women, sho we have programs for kids at the Discovery Center, YMCA, Boys and schools," Money Smart Week Co-Chair Kristen Comer said

You can find out more at moneysmartweek.org.

rrstar.com

Rockford Register Star | The Rock River Valley's Leading Information Source

HOME OUTDOORS

Games | HS football safety



earch.com

Thanks for Voting



Money Smart Week kicks off



By Melissa Westphal BUSINESSROCKFORD.COM

Posted Apr 21, 2012 @ 07:00 AM



Get involved in Rockford's Money Smart Week

ROCKFORD - Money Smart Week kicks off today with events that include helping baby boomers prepare for retirement and teaching children how to save money.

Trust those outside the typical Financial Advisor



Trust those outside the "Norm"

- I'm just a Director of Marketing from a Healthcare organization? What could I have to offer
- Creative thinking comes from the most unlikely places
- Brainstorming and letting things happen organically has proven very successful for Northern Illinois region

Things to Remember

- It takes quite some time to build a good solid team
- Success doesn't happen overnight
- Creating Buzz throughout your campaign helps in the end
- Establish a good team who has the desire to dedicate their time to MSW
- Remain positive, even when you don't want to
- Have fun and remember you are volunteering your time to better your community and that is the best part

Thank You!



Collaborating with partners on special events during MSW

- Financial Literacy Workshops
- Military Money Boot Camp
- Tele Town Hall Meetings

West Virginia Money Smart Week

Special events organized jointly with partner organizations during WV MSW:



- 2) Military Money Boot Camp
- 3) Tele Town Hall Meetings





Financial Literacy Workshops

- 2010 Financial Literacy & Education Summit
 - One giant event
 - 3 consumer tracks, 3 professional tracks
- 2011 Financial Literacy & Education Summit
 - Turned professional tracks into stand-alone events
 - Added free credit reports for every attendee
- 2012 Operation Scam Jam
 - Consumer protection theme (protecting personal finances; avoiding scams)
 - Added national partner (CFPB)
- 2013 Consumer University
 - Joint focus of financial literacy and consumer protection
 - Enlisted new partners (US Attorney's office; Federal Reserve Bank of Richmond)

Operation Scam Jam & Consumer University



Military Money Boot Camp

- Targeted outreach to active military service members, reservists, veterans and their families
- Event held at National Guard Armory
- Multiple partner organizations participated
- ½ day educational event
- Display tables for info / one-on-one help
- Videotaped -- footage to be turned into a series of online webinars

Military Money Boot Camp



ATTENTION VETERANS AND ACTIVE MILITARY SERVICE MEMBERS, NATIONAL GUARD, RESERVISTS AND FAMILIES

Want to brush up those basic family budgeting skills? Want to find out how to invest wisely? Want to learn how to spot the latest financial scams to protect your family finances?

Then join us for Military Money Boot Camp!

THURSDAY, APRIL 25

9:00 a.m. – 12:00 p.m. National Guard Armory Coonskin Drive, Charleston

www.facebook.com/wvmsw

CALL 800.799.4638 for more information

This free workshop will feature informative and fun presentations on how you can make the most of your hard-earned dollars. No pre-registration is required. The event is *free* and *open* to all current and veteran military service members and their families. Financial professionals will be on hand to provide helpful information and to answer your questions.

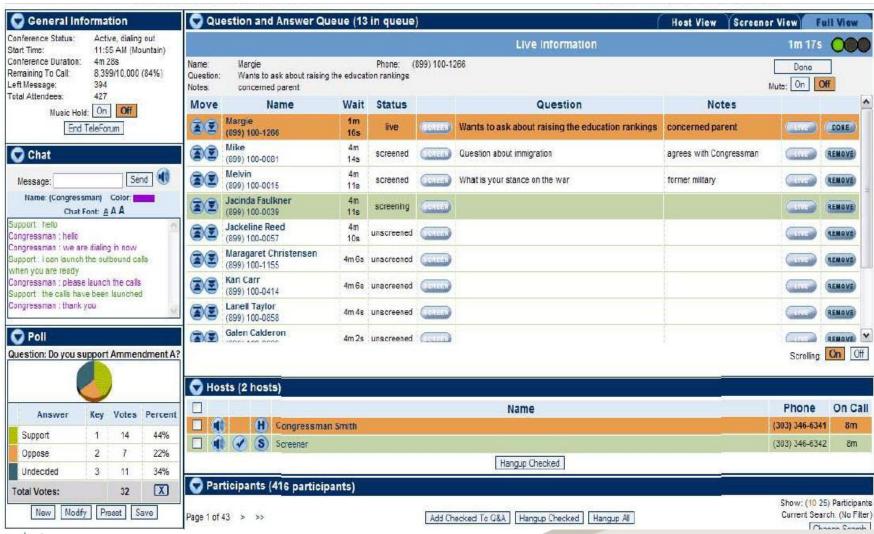
Military Money Boot Camp



Tele Town Halls

- Connect with thousands of people at once
- To the listener, a TTH sounds almost identical to a live call-in radio show, except that it occurs over the telephone
- The only technology needed to host is a computer and a phone
- The host, panelists and experts can be anywhere across the room or across the globe
- Experts share information, discuss issues, then open the phone lines for live, real-time questions from the listeners
- Listeners who wish to go live "on the air" are screened, so panelists have an idea about the topic of the question
- Lasts 60 to 90 minutes lots of time to share information

Sample TTH Control Panel Screen







Tele Town Halls

- Many partners can be involved
- Technology is user-friendly very easy to learn
- Features include ability to: take polls, receive voicemail messages at the end of the call; obtain recording of call; access listener data; more
- Cost is reasonable, especially compared to the cost of postal mailings
- TTH = great way to share info with lots of people quickly and efficiently!

West Virginia Money Smart Week

Special events hosted with partners:

- Financial Literacy Workshops
- Military Money Boot Camp
- Tele Town Halls

Collaborating with partners on special events keeps costs low, addresses manpower issues, expands the size of the audience, brings more awareness to MSW, and attracts even more new partners.

Thank you!

What makes Money Smart Week St. Louis an Effective Campaign?

Money Smart Week St. Louis is a project of the Greater St. Louis Financial Education Collaborative, whose mission is to increase information and access to financial education and asset building opportunities in the St. Louis Metro Area.

Embed - A strong community of volunteers already in place

Strategize - Year Round Discussion, planning and programming

Focus - Simplifying your core goals.

Be open to Change - It <u>IS</u> a collaborative

ASK!

MIX IT UP!

Learning about Money doesn't have to be a snoozer



FDIC Money Smart Curriculum



Resume Writing Workshops - Earn more, Save more!

Lunch and Learn - Economic Outlooks

Business Owners & Non-Profit EDs need refreshers on Economics & Money, too

Sandwich Economics – Caught in the middle of kids and aging parents? Sandwiches and Solutions!

Take advantage of your internal partners and programs that are already in place.

Expand them to occur during Money Smart Week.

You are rarely going to be turned down for free, additional programming.



Cookie Monster "talks" about Spending, Saving and Sharing.



Think outside the box, bankers!

Banking 101

Can your wealth management staff find an audience they want to teach?

Don't look at a conference room for every class. Mix it up. This one was at the zoo in the Zambezi Lodge.

Who says learning can't be fun?

Follow me!



Peoria, Springfield and Beyond!



Goodwill Fashion Show –

Stretching Your Fashion Dollar

Lunch, budgeting discussions, fashion for less and great conversation for the workforce development clients



Ask ASK ASK

Media does not have to be expensive. Perserverence and \$67 for printing.

Interior Bus Signs in Champaign-Urbana





See you in 2014!

Financial Literacy in Fond du Lac, Wisconsin





Lori Burgess

Support Services Coordinator Fond du Lac (Wis.) Public Library burgess@fdlpl.org ~ (920) 322-3922

MSW in Fond du Lac

- Money Smart Week since 2007
 - 20-120 events & contests annually
 - Events mostly at the library
 - Also tried employers, mall, colleges/tech school, senior center
 - 300-500+ annual attendance
 - 2009 = 120 events and 1,000+ participants
 - 2013 = 22 events and 491 participants
- Smart Investing®@your library grant
 - \$52,000 grant from FINRA & Amer. Libr. Assoc.
 - 2009-2010 weekly financial literacy workshops

Fond du Lac by the numbers

City population 45,000+

County pop. 100,000

Median Household Income

\$50,000 (2010)

Households in Poverty

~12% (2010)

Education completed

High school: 88%

Bachelor's: 18%

Graduate: 6%

Most Successful Adult Programs

- Women's Conference
 - Sat 8:00-12:30, attend 3-4 sessions of 9-12 offered, charge \$5
- How I Saved \$40,000 in Less Than a Year
- Couponing & Meal Planning
- Ebay & Craigslist
- Upcycling
- When I'm 65
- Estate Planning



Tip: Plan more programs early in the week and in succession (e.g. Tues: 9am, 10am, 11am)

MSW for Kids

Contests

Dollar Design, Essay, YouTube, Guessing

Prizes

- 529 account/scholarship from Edvest (through State Treasurer's Office)
- Local Monopoly games, piggy banks, savings bonds, McD's cones

Programs

 Big Read, Penny the Pig, Family Moolah Day (Treasure hunt, wheel of trivia, M.O.N.E.Y. bingo, contest awards)



If you are a student in grades K through 2, or grades 3 through 5 in Fond du Lac County, you are eligible to enter the Money Smart Kids 2012 Dollar Design Contest! Design a new dollar that shows what money means to you. Prizes will be awarded and have been donated by Fay's Fun 'n Learning, Fond du Lac Theatre, Karl Ray Lanes, Ledgeview Lanes, Guaranty Bank, Spectrum Skating, Taco Bell, Hardee's, Domino's and Culver's.

The new bill must:

- · Illustrate what money means to you
- Include the words "United States of Ame
- · Be original student created artwork
- Fit in the design space below





The Big Read

Local VIP or librarian reads book, adult asks questions; sing a song or two; craft optional

Each family receives a free copy of the book

2010: Just Saving My Money / Mercer Mayer

17 libraries + 2 bookstores in NEWis.

Each community found donors to purchase books

2012: Berenstain Bears The Trouble with Commercials / Stan Berenstain

45+ libraries gave out 1,800+ copies

Wis Dept of Financial Institutions purchased all copies (\$5,000 with bulk discount from HarperCollins)

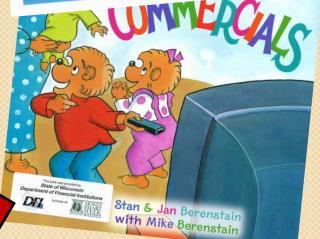
2013: A Dollar for Penny / Julie Glass and It's a Habit Sammy Rabbit / Sam X. Renick

54+ libraries distributed 2,850 books (either title)

Wis Dept of Financial Institutions purchased copies (1,000+ copies = 60% bulk discount from Random House)

2014 Nominees: Benny's Pennies / Pat Brisson or Tia Isa Wants a Car / Meg Medina





Event Reminders

- Ensure technology is working & speaker has enough handouts
- Cookies & water are nice
- Consumer surveys help you plan for next year
 - We offer a prize drawing from people who fill out the survey
 - Prizes have been \$25 Assoc. of Commerce gift certificate, "new account" bling from partners, etc.
- Don't forget to send thank you cards to presenters



MONEY SMART WEEK FOND DU LAC EVENT SUBMISSION FORM

April 21-28, 2012

- Fill in your program information and your 1st, 2nd and 3rd choices for dates and times.
- A copy of this form will be returned to you with your time and room assignment

| Submit to: Lori Burgess Fond du Lac Public Library 32 Sheboygan St. Fond du Lac, WI 54935 | Email: burgess@fdlpl.org Phone: 920-929-7080 ext. 126 Fax: 920-929-7082 | | March 1, 2012 | |
|--|---|---------------------------------|--|--|
| Name: | | | Submit this form to be assigned a | |
| Organization Name: | | | date, location and time. | |
| Email Address: | | | A copy of this form with the final date and time will be returned to | |
| Title/Position: | | | and time win be returned to | |
| Phone: (xxx-xxx-xxxx) | MONEY MONEY SMAN | | TIMEEN | |
| Address: | SMART | MONEY SMART WEEK FOND DU LAC | | |
| City/State/Zip | WEEK' | April 21-28, 2012 | | |

Title of Event:

Date & Time Preference Please indicate your 1st, 2nd, and

Primary Contact Person: (Who could attendees contact if they Name:

Phone: (xxx-xxx-xxx

Sponsor Name: Sponsor Name: Sponsor Name: Sponsor Name: Event Summary: (May include speak

Equipment Requests: (Check all the Projector only
Laptop + Projector

I have registered as a partner at mo Chicago and Money Sma

WISCONSIN

- Fill in your program information and your 1st, 2nd and 3rd choices for dates and times A copy of this form will be returned to you with your time and room assignment
- Register as a partner at www.moneysmartweek.org
- All events will take place at the Fond du Lac Public Library, 32 Sheboygan Street, Fond du Lac. If you would like to schedule an

Children's Library Big Read & Dollar Design Awards Penny the Pig/T. Materiori McLane Room (36) Money Smart Week Women's Conference at UW-FDL Board Room (24) MidStates Room (12) SUNDAY, APRIL 22 McLane Room (36) Board Room (24) MidStates Room (12) MONDAY, APRIL 23 McLane Room (36) MidStates Room (12) McLane Room (36) WEDNESDAY APRIL 25 McLane Room (36) Board Room (24) MidStates Room (12) THURSDAY, APRIL 26 Reality Day @ FDL High School Board Room (24) MidStates Room (12)

FDL MSW Planning Team

Utilize everyone's strengths, share the work

Instructors

- Banks, Credit Unions, UW-Extension, & Consumer Credit Counseling, Lawyers, etc. have financial expertise
- For Big Read story times, librarians work with kids daily

Place for Event

- Library supports all types of literacy and is seen as an unbiased, educational institution (No selling allowed)
- Attendees sometimes uncomfortable when not affiliated with hosting organization (local financial, school or college); uncomfortable in mall where people walked by

Getting Attendees / PR:

- Financials often have marketing professionals with design experience & media contacts to design PR campaign
- Everyone puts up posters, distribute bookmarks, spread the word



SYNERGY!

It's all about making connections

New & strengthened relationships

- Recurring contact for partners, not just about financial literacy (referrals, community questions, professional networking)
- Public knows the library as a place for unbiased info
- Partnering looks good for everyone



Spread the Word About MSW

- We started because neighboring town mentored us
- Presenters are asked because someone knows them
 —they in turn recruit their co-workers & friends
- Attendees spread the word to family & friends
- Promote MSW to your peers
 - I mentioned our success at a regional library meeting and a neighboring city started in 2009 with 40+ programs and over 500 attendees!
 - I was on a panel at a Wis. Library conference which led to the Amer. Library Assoc. partnership

Thank you!

Lori Burgess

Support Services Coordinator
Fond du Lac Public Library
Fond du Lac, WI 54935
(920) 322-3922
burgess@fdlpl.org