# Slide 1: Lobby Slide

The webinar will begin shortly

Today’s webinar will begin at 2:00 PM EDT

All lines are muted and you will not hear any sound coming through your computer until the webinar begins

If you are having difficulty logging in, please contact Brittany Taylor at btaylor@ndi-inc.org

# Slide 2: Title Slide

Financial Health Assessment for Counseling and Guidance

December 7, 2017

2:00 PM EDT

# Slide 3: Welcome

Brittany Taylor

* LEAD Center
* National Disability Institute

# Slide 4: Listening to the Webinar

The audio for today’s webinar is being broadcast through your computer. Please make sure your speakers are turned on or your headphones are plugged in.

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# Slide 5: Listening to the Webinar, continued

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If you want to make the Media Viewer panel larger, you can minimize other panels like Chat, Q&A, and/or Participants.

# Slide 7: Submitting Questions

For Q&A: Please use the Q&A box to send any questions you have during the webinar to NDI Admin and we will direct the questions accordingly during the Q&A portion.

If you are listening by phone and not logged in to the webinar, you may also ask questions by emailing questions to btaylor@ndi-inc.org.

Please note: This webinar is being recorded and the materials will be shared with participants within one week of today.

# Slide 8: Technical Assistance

If you experience any technical difficulties during the webinar, please use the chat box to send a message to the host, or you may also email btaylor@ndi-inc.org

# Slide 9: Speakers

David Leon

* Ticket to Work Coordinator, Grants & Special Projects
* Virginia Department for Aging and Rehabilitative Services

Elizabeth Jennings

* LEAD Center
* National Disability Institute

# Slide 10: Career Pathways for Individuals with Disabilities (CPID)

Virginia’s Career Pathways for Individuals with Disabilities is funded through a federal grant from the U.S. Department of Education

Led by DARS and DBVI to help Virginians with disabilities enhance their marketability in high-demand jobs

CPID developed a pre-training program to prepare students for at WWRC employment including financial empowerment training

# Slide 11: National Disability Institute

The mission of National Disability Institute is to drive social impact to build a better economic future for people with disabilities and their families.

[www.realeconomicimpact.org](http://www.realeconomicimpact.org)

# Slide 12: LEAD Center Mission

To advance sustainable individual and systems level change that results in improved, competitive integrated employment and economic self-sufficiency outcomes for individuals across the spectrum of disability.

[www.leadcenter.org](http://www.leadcenter.org)

# Slide 13: Agenda

* Review today’s webinar objectives
* Overview of the Financial Capability Webinar Series
* Financial Health Assessment (FHA)
* Using a FHA
* Review of the Virginia DARS FHA
* Case Scenarios
* Counselor’s Perspective

# Slide 14: Today’s Webinar Objectives

* Understand the components and use of a Financial Health Assessment (FHA)
* View the larger picture of how counselors and case workers using an FHA can help individuals improve their financial well-being and employment goals; and
* Learn how Virginia is implementing the use of an FHA as a service; and
* Learn about other resources available to increase your understanding about financial empowerment.

# Slide 15: Rehabilitation Act of 1973

The purpose of the act is to: “empower individuals with disabilities to maximize employment, economic self sufficiency, independence, and inclusion and integration into society.”

# Slide 16: How did we get here?

* Clients need additional services and community supports to maintain their employment once their VR case is closed
* Access to other community supports upon VR case closure reduces recidivism and duplication of services within the VR system
* Increases the client’s likelihood of keeping their jobs, allowing them to build savings for the future

# Slide 17: Financial Capability Webinar Series

PURPOSE: Address a major barrier to work- lack of financial resources

GOAL: Equip current WISA’s, DARs/DVBI staff, and vendors with the education and resources necessary to build the financial capability of customers and maximize their potential for long-term employment success.

# Slide 18: Throughout the webinar series, participants will learn how to:

* Better understand the financial lives of the customers they serve and the impact on their employment goals and job search,
* Shift a focus from employment as the goal to employment as a stepping-stone to economic self-sufficiency, and
* Connect customers to financial opportunities so they can capitalize on the economic self-sufficiency that can come from employment.

# Slide 19: Did you miss a webinar?

[Financial Empowerment: The missing piece to the employment puzzle](https://www.youtube.com/watch?v=sAv0H9d2DgI&feature=youtu.be)

[Resource Mapping: A Strategy to Enhance Collaboration and Referrals](https://www.youtube.com/watch?v=Hfl7mS5kTR0&feature=youtu.be)

# Slide 20: Using a Financial Health Assessment for Counseling and Guidance

# Slide 21: What is a Financial Health Assessment?

A tool that includes a variety of financial capability questions that allows an individual to assess their current financial health.

A tool that assists VR counselors, employment specialists, Work Incentive Specialists, and other service professionals understand the individuals current situation and opportunities to guide them in addressing their financial needs and reaching their goals to improve their financial well-being.

# Slide 22: Benefits of Using a Financial Health Assessment

* To assist in identifying barriers to employment and other goals.
* Provides an opportunity to identify community resources that an individual may be able to use.
* Creates a way to start the conversation with the individual on their financial struggles and goals.
* Provides the individual with the awareness of their current situation and an opportunity to work on items that they may not have thought of before to assist them in achieving financial capability.

# Slide 23: Opportunities to Incorporate the Financial Health Assessment

* Initial intake process
* Pre-employment questionnaire
* During or at the end of an employment training program
* Prior to a financial education class or as part of a financial class
* As part of the work incentive counseling process

# Slide 24: Taking a Closer look at the VA DARS Financial Health Assessment Tool

# Slide 25: VA DARS Financial Health Assessment Tool

* Procedure code: A3023 to AWARE.
* Description: Financial Health Assessment (FHA)
* Fee: $150
* Service Category: Job Readiness Training
* Procedure Category: Work Incentives Services

# Slide 26: Question 1

Check your top THREE concerns or issues happening right now in your life. Finish this sentence – I often struggle with:

* Finding a job (or a better job) that will support me/my family
* Paying bills on time
* Paying off debts (loans, credit cards, medical bills, etc.)
* Negative or no credit
* Getting and/or keeping insurance (health, life, disability, home or auto)
* Paying my mortgage or rent on time
* Finding the money to make major repairs or replace broken appliances
* Other

# Slide 27: Questions 2 and 3

What are your sources of income?

* Job
* Child Support
* SSI
* SSDI
* Unemployment Benefits
* Alimony
* Family members
* Other

Are you worried about how having a job or saving money will affect your eligibility for SSI, SSDI, or any of the other programs?

* Yes
* No

# Slide 28: Question 4

How often do you struggle with paying any of the following living expenses? (Check the appropriate box)

Chart:

# Slide 29: Question 5

Do you pay someone to prepare your taxes?

* Yes
* No
* N/A

# Slide 30: Question 6

How Often do you struggle to pay any of the following debts? (check the appropriate box, if applicable: n/a; never;always pay on time; hardly ever late on a payment; sometimes late making the payment; every month I struggle to pay on time)

* Student Loans
* Credit cards
* Payday loans
* Child support
* Alimony
* Restitution
* Medical bills
* Utility debt
* Car Loan/note
* Other

# Slide 31: Questions 7

Have you been refused any of the following because of bad credit? (check all that apply)

* Job
* Cell phone plan
* Insurance
* Apartment
* Mortgage
* Car loan
* Utilities
* None
* Other

# Slide 32: Questions 8

8. Do you know your rights and what to do if a financial services provider has tried to take advantage of you?

* Yes
* No

# Slide 33: Questions 9-11

9. Do you have a checking account?

* Yes
* No

10. Do you have a savings account?

* Yes
* No

11. If you have a bank account, is it currently “frozen” or being garnished because of a debt?

* Yes
* No

# Slide 34: Questions 12

12.Do you have money set aside to cover emergencies or unexpected expenses?

* Yes
* No

# Slide 35: Question 13

How often do you use any of the following services to buy things, make payments, or to get cash?

# Slide 36: Questions 14-18

14. Have you ever looked at your credit report?

* Yes
* No

15. Have you seen any information on the credit report that was wrong?

* Yes
* No
* N/A

16. Have you looked at your credit report in the last 12 months?

* Yes
* No

17. Do you know your credit score?

* Yes
* No

18. How would you describe your credit?

* Good. I pay all my credit cards and loan payments on time and don't keep big unpaid balances.
* Fair. I have some late payments or unpaid balances.
* Poor. I have late payments, accounts I have stopped paying, big unpaid balances and/or I've had a bankruptcy.
* I don't think I have any credit, because I haven't had loans, credit cards or debts.

# Slide 37: Question 19

19. Have you ever made a personal or family budget?

* Yes, and I use it regularly
* Yes, but I don't use it much
* No, but I would like to learn how
* No

# Slide 38: Question 20

20. If you had an emergency and needed $1,000, where would you get the money?

* My savings
* Sell or cash out my assets, such as car or retirement account
* Borrow from family

# Slide 39: Question 21

Have you set any financial goals for you and/or your family and know how much money is needed to reach them?

* Yes
* No

# Slide 40: Question 22

What goals have you set or would be interested in setting?

(Note that goals are not necessarily financial issues you are facing. Goals are something you want to improve).

* Check your top THREE goals you would like to work on right now:
* Getting a job (or a better job) in order to support myself/my family
* Managing my finances better
* Paying my bills on time
* Paying off debts
* Improving my credit
* Saving for the future
* Getting insurance (health, life, disability, home or auto)
* Buying a home
* Starting my own business
* Going to college, vocational training or other education
* Sending my child (children) to college
* Improving my housing situation
* Having more money for leisure activities
* Other
* Check your top THREE goals you would like to work on later:
* Getting a job (or a better job) in order to support myself/my family
* Managing my finances better
* Paying my bills on time
* Paying off debts
* Improving my credit
* Saving for the future
* Getting insurance (health, life, disability, home or auto)
* Buying a home
* Starting my own business
* Going to college, vocational training or other education
* Sending my child (children) to college
* Improving my housing situation
* Having more money for leisure activities
* Other

# Slide 41: Case Scenario of using an FHA

# Slide: 42: Meet James

James’ responses to the assessment

* Top THREE Concerns?
  + Finding a job (or a better job) that will support me/my family
  + Paying off debts
  + Negative or no credit
* Do you have a checking account? No
* Have you ever looked at your credit report? No
* Do you know your credit score? No
* Have you ever been refused something because of bad credit? Yes – job, apartment, car loan

# Slide 43: Meet James, cont.

Have you ever made a personal or family budget? No, but I would like to learn how

Top THREE goals to work on right now?

1. Getting a job (or a better job) in order to support me/my family
2. Managing my finances better
3. Buying a home

Top THREE goals to work on right now?

1. Improving my credit
2. Saving for future
3. Starting my own business
4. Sending my child (children) to college

# Slide 44: A Counselor’s Perspective

Erica Schwartz

* Vocational Rehabilitation Counselor
* Virginia Department for Aging and Rehabilitative Services

# Slide: 45: Educate, Connect, Encourage

* Educating yourself on the benefit of FHAs and supporting individuals to build their financial capability is strong good first step.
* Next, you can connect your customer to financial capability strategies by using the tools provided through DARS and community providers.
* Never underestimate the power of your encouragement.

# Slide 46: Questions

# Slide 47: Connect for More Information

Contact Virginia DARS:

* David Leon, David.Leon@dars.virginia.gov
* Mike Klinger, Michael.Klinger@dars.virginia.gov

Contact the LEAD Center:

* Elizabeth Jennings, ejennings@ndi-inc.org
* Brittany Taylor, btaylor@ndi-inc.org

Join NDI’s REI Network…

* Free webinars and tools: http://bit.ly/REI-Network

# Slide 48: Wrap Up and Thank you

The Financial Empowerment series, including all materials and resources, will be placed on the LEAD Center website at www.leadcenter.org.