

Financial Coaching

Project Success

Presented By Jessica Hodas



TRELLIS[®]
C O M P A N Y

College is an investment!

Higher income

Having a bachelor's degree can mean as much as \$20,000 more in a yearly salary over a high school diploma.

Work stability

People with college educations are better prepared for job changes and are more likely to find re-employment faster.

Civic engagement

College graduates are more likely to participate in activities that contribute to improving their community.

Better health

People with college educations tend to lead healthier lives and have better access to medical care.

- Retention
- Persistence
- Graduation

Students who receive coaching are more likely to ...

- Use support services
- Engage in academic advising
- Recommend their institutions
- Take ownership for success
- Be more interactive with instructors

Financial hardship is a leading cause of stress



The majority of college students drop out due to financial issues



Coaching...

- Is student centered
- Helps address financial matters
- Builds financial capability
- Connects student with resources
- Helps students take ownership for success
- Yields more productive interactions with instructors
- Is free
- Supplements existing campus initiatives

Studies suggest
Student
Coaching
increases
persistence
and retention
10-15%



“Very helpful advisor. She pointed out how I could save money and gave me some tips on how to avoid spending money on things I don't need. We set 3 different goals and set another session in a month.”

“There was not a question she could not answer.”

“My Coach was fantastic in offering suggestions of topics to talk about and was happy to talk about them in whatever depth I was comfortable with. She has a very positive attitude towards any position and truly wants to help.”

“My coach offered resources like the bureau of labor statistics to help analyze the job market for my perspective career path. She also helped me overview a plan of how I would pay for my degree.”

“My financial coach was awesome. She clearly went into the details of the questions I had and more.”

“Only positive things to say, having a spending plan gives certainty that I'm headed in the right direction and on my way to financial freedom.”

“My financial coach was very helpful in explaining the financial process of my financial aid eligibility and explaining the repayment loan process. She was very helpful in the insights about providing a plan of action to create the next steps to reach my goal.”

Meet the Coaches



Melanie
Financial Coach

I am an Accredited Financial Counselor (AFC®) and a graduate of Texas State University with a major in business management. For the past 13 years, I have worked in many areas of student financial aid. My experience working in the financial aid office, and in servicer and guarantor roles in federal student loans, as well as my years as a student, have given me the opportunity to experience student financial aid from many different perspectives.

I am a financial coach because I want to help people feel good about their finances and to prepare for their futures. I am an upbeat person with a positive outlook on life and this is reflected in my coaching style. I hope to give you the support and tools to help you achieve your educational and financial goals.



Adriana
Financial Coach

I am a bilingual (Spanish/English) Accredited Financial Counselor (AFC®) with over 20 years' experience in the student financial aid industry. I have worked in various roles that involve counseling students and assisting students and families with understanding and navigating the financial aid process.

I am a financial coach because I want to help people get a clear idea of where their money is going and to get a better handle on their finances. I believe that having an understanding of our finances helps us build the foundation for our future. I hope to give you the tools and support you need to achieve your educational and financial goals.



Beth
Financial Coach

For over 25 years, I have worked to help students go to college. The last 15 of those years have been focused on providing one-on-one counseling to students, parents and family members throughout the financial aid and college-going process.

I am a financial coach because I enjoy talking with people, and helping them with building their future by exploring their educational, personal and financial goals, and celebrating their successes. I hope to provide the tools and support you need to help you achieve your goals.



Jessica
Financial Coach

A wise person once said, "Sometimes we're tested-not to show our weaknesses, but to discover our strengths." Anyone who has been to college can attest to the constant struggles that students face. Although these struggles may seem to break us down at times, having the means to overcome them can make a world of difference. As a financial coach, I would love to provide you with resources to help you discover your strengths and achieve your personal and financial goals.

As a first-generation college student, there were many obstacles that I had to conquer on my own since there was nobody in my family that understood what I was going through. It did make me a stronger person, but having someone to talk to who could relate to what I was going through would have been nice. Being both a recipient of financial aid and an advisor on the subject, I understand how confusing the process can be. After earning a Bachelor's Degree in Sociology, I have spent the past 5 years advising students about financial aid process and the options available to keep them from getting behind on their student loans. I would like to share my knowledge with you. I want to help you and students like you have a better understanding of your finances, provide guidance on ways to effectively manage your money, and offer you the support and encouragement needed to be successful.



Liz
Financial Coach

I am a bilingual (Spanish/English) coach with an educational background in personal finance. I recently obtained my Master's in financial planning from Texas Tech University, where I also gained practical experience in coaching students. While at Texas Tech, I coached my peers about their educational and financial concerns through individual coaching sessions and presentations. As a first-generation and minority graduate, I understand that succeeding through college can be difficult at times. I believe I can relate to what you are going through emotionally, mentally, and academically. Having recently graduated myself, I hope that with my education, experience, and empathy, I can provide you with the right tools to help you achieve your educational and financial goals.

My number one reason for being a financial coach is the rewarding experience of helping others, especially when it involves their financial well-being. I believe having a clear understanding of our finances helps us better manage everything else in our lives. In my spare time, I enjoy going to the movies and spending time with my loved ones. I like to stay active by being outdoorsy and when the time allows, I love road tripping and visiting new places.

FINANCIAL COACHING



< BACK

Free. Confidential. One-on-one coaching.

We're here to help you reach your education, career, and financial goals. Click the scheduling button below to get customized virtual support from a trained financial coach who can help you develop a financial plan and prepare for your future.

Schedule Your Appointment

STUDENT TESTIMONIALS

"I am 100% glad that I completed the financial coaching session."

"She answered all my questions, was friendly, non-judgmental, very knowledgeable, and helped me create a plan to move forward with."

TIP OF THE MONTH



JOIN A STUDENT ORGANIZATION OR COMMITTEE

By joining a student organization, you'll learn more about yourself, learn how to work as part of a team,



Login

Email

Password

Remember me

Login

Don't have an account? [Register](#)

[Forgot password?](#)



Register

First Name

Last Name

Email

Please provide your school email address if known. If not, provide your preferred email address.

Additional Information

Preferred phone:

Is this a cell phone number?

 Yes No

Select your institution:

Are you completing a financial coaching session to meet a school requirement?

 Yes No I don't know

Field of study/major:

Career goal:

 Yes, I have read and accept TG's [Terms of Use](#). Do Not share information about my financial coaching session with my school.

Password

Confirm password

Need help with your Financial Coaching? You can call (888) 649-1238, or email us at financial.coaching@tgic.org

Additional Information

Please complete the following optional survey. This will help us learn more about you and prepare for your session. You can still schedule an appointment if you choose not to complete the survey. If you would prefer to skip the just click "skip survey."

Skip Survey

When you make a purchase, which of the following actions do you take?

- I think about the purchase in the context of other expenses I may have
- I write down my purchase or place it into a budgeting app
- I compare my expenses to my income monthly
- I currently do not track my spending

Do you have a bank account?

- Yes
- No

Do you have any credit card debt?

- Yes
- No

Do you have any student loan debt?

- Yes
- No

How do you feel about your finances?

- Comfortable
- Not worried
- Sometimes feel worried
- Overwhelmed
- I don't know

Do you take care of any family members or other persons financially?

- Yes
- No

Do you already have a plan to pay for your next semester of college?

- Yes
- No

Do you often find yourself struggling to pay for necessary expenses?

- Yes
- No

Register



Money Management

- To Develop a Budget
- To address an immediate financial need
- To get my spending under control

SELECT



Financial Aid

- To determine an appropriate amount to borrow to finance my education
- To get help selecting the student loan repayment plan that's right for my situation
- To better understand the difference types of financial aid available

SELECT



Academic and Career Support

- To stay enrolled in or return to college
- To help me with transferring to a new school to continue my education
- To explore various career paths
- To gain a better understanding of salary expectations related to my education

SELECT



Don't see a match? Need help figuring out your needs?

Select this box if you're unsure of the specific area you need assistance with, or if your need is not listed in the other selections

SELECT

Duration

1 hour

December 2017

| Tue 5 | Wed 6 | Thu 7 | Fri 8 | Sat 9 | Sun 10 | Mon 11 |
|--------------------------|-----------------------------|-----------------------------|-----------------------------|--------------------------|--------------------------|-----------------------------|
| MORNING 0 available | + MORNING 6 available | + MORNING 6 available | + MORNING 6 available | MORNING 0 available | MORNING 0 available | + MORNING 3 available |
| AFTERNOON 0 available | + AFTERNOON 10 available | + AFTERNOON 10 available | + AFTERNOON 10 available | AFTERNOON 0 available | AFTERNOON 0 available | + AFTERNOON 10 available |
| EVENING 0 available | EVENING 0 available | EVENING 0 available | EVENING 0 available | EVENING 0 available | EVENING 0 available | EVENING 0 available |

Back

Continue

December 2017

| Tue 5 | Wed 6 | Thu 7 | Fri 8 | Sat 9 | Sun 10 | Mon 11 |
|--------------------------|-----------------------------|-----------------------------|--------------------------|--------------------------|--------------------------|-----------------------------|
| MORNING 0 available | + MORNING 6 available | + MORNING 6 available | + MORNING 6 available | MORNING 0 available | MORNING 0 available | + MORNING 3 available |
| AFTERNOON 0 available | + AFTERNOON 10 available | + AFTERNOON 10 available | - AFTERNOON | AFTERNOON 0 available | AFTERNOON 0 available | + AFTERNOON 10 available |
| EVENING 0 available | EVENING 0 available | EVENING 0 available | 12:00 PM | EVENING 0 available | EVENING 0 available | EVENING 0 available |
| | | | 12:30 PM | | | |
| | | | 1:00 PM | | | |
| | | | 1:30 PM | | | |
| | | | 2:00 PM | | | |
| | | | 2:30 PM | | | |
| | | | 3:00 PM | | | |
| | | | 3:30 PM | | | |
| | | | 4:00 PM | | | |
| | | | 4:30 PM | | | |

Summary

Please review the following information

Academic and Career Support

Date/Time Fri, Dec 8, 2017 12:00 PM

Duration 1 hour

Name


Email


Back

Confirm

Confirmation

Thanks sixty. Your booking is now confirmed. We have emailed you the details below.

 Print

 [Export to calendar](#)

Booking Reference

472

Your Coach

Your session is scheduled for: Academic and Career Support with Beth

Date/Time

Fri Dec 08 12:00 PM

Duration

1 hour



Outlook



Google

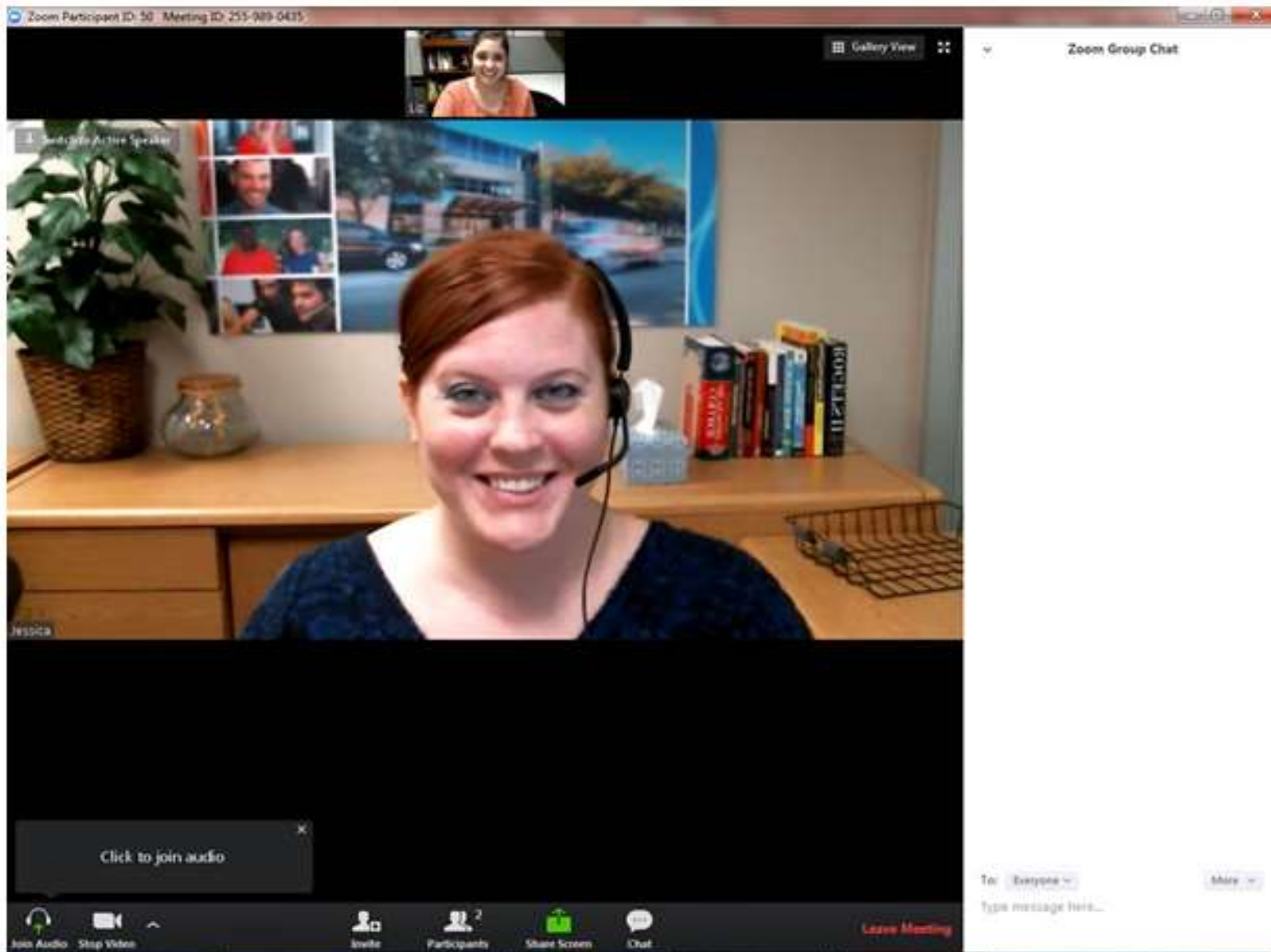


iCal

To prepare for your first session, please click [here](#) to fill out the Spending Plan. Please have access to this document for your session.

The information is important to the effectiveness of your coaching session; however, don't worry if you are unsure how, or are unable, to complete an item. This is a working document intended to help you gather, review, and evaluate your own personal finances and your Financial Coach will help you get started.

Zoom Room





- Participants (2)
- J Jessica (Me, participant ID: 33)
 - L Liz (Host)

Spending Plan.pdf - Adobe Acrobat Reader DC

File Edit View Window Help

Home Tools Spending Plan.pdf x Sign In

108%

TG™ Spending Plan Worksheet

Please complete this worksheet before attending your financial coaching session.

Month Year

| MY MONTHLY INCOME (Take-Home Pay): | AMOUNT |
|------------------------------------|--------|
| Paycheck(s) | |
| Other Income | |
| TOTAL INCOME | 0 |

CLEAR

| MONTHLY EXPENSES | AMOUNT DUE |
|----------------------------------|------------|
| HOUSING | |
| Rent / Mortgage | |
| Utilities (gas, water, electric) | |
| Home / Renters Insurance | |
| HOA Fees | |
| Phone (cell / home phone) | |
| Cable / Internet | |
| Other: | |
| FOOD | |
| Groceries / Household supplies | |
| Eating Out / Fast Food | |
| Other: | |

| MONTHLY EXPENSES | AMOUNT DUE |
|---|------------|
| TRANSPORTATION | |
| Car Payment(s) | |
| Car Insurance | |
| Gas | |
| Car Maintenance (tires, oil change, etc.) | |
| Public Transportation / Parking / Toll Fees | |
| Other: | |
| PERSONAL AND HEALTH | |
| Clothing | |
| Toiletries / Beauty Care Products | |
| Haircuts | |
| Prescriptions / Medicine | |
| Health / Dental / Life Insurance | |
| Other: | |
| FAMILY | |

Comment
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Send for Signature
More Tools

Store and share files in the Document Cloud
Learn More

Click to join audio

Please complete this worksheet before attending your financial coaching session.

Month Year

| MY MONTHLY INCOME (Take-Home Pay): | AMOUNT |
|------------------------------------|----------|
| Paycheck(s) | |
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| TOTAL INCOME | 0 |

CLEAR

| MONTHLY EXPENSES | AMOUNT DUE |
|----------------------------------|------------|
| HOUSING | |
| Rent / Mortgage | |
| Utilities (gas, water, electric) | |
| Home / Renters Insurance | |
| HOA Fees | |
| Phone (cell / home phone) | |
| Cable / Internet | |
| Other: | |
| FOOD | |
| Groceries / Household supplies | |
| Eating Out / Fast Food | |
| Other: | |
| DEBT PAYMENT | |
| Credit Card Payment(s) | |
| Student Loan(s) | |
| Bank Loan(s) | |
| Other: | |
| ENTERTAINMENT | |
| Movies / Concerts | |
| Sporting Events | |
| Other: | |
| SUBTOTAL | 0 |

| MONTHLY EXPENSES | AMOUNT DUE |
|---|------------|
| TRANSPORTATION | |
| Car Payment(s) | |
| Car Insurance | |
| Gas | |
| Car Maintenance (tires, oil change, etc.) | |
| Public Transportation / Parking / Toll Fees | |
| Other: | |
| PERSONAL AND HEALTH | |
| Clothing | |
| Toiletries / Beauty Care Products | |
| Haircuts | |
| Prescriptions / Medicine | |
| Health / Dental / Life Insurance | |
| Other: | |
| FAMILY | |
| Childcare / Babysitter | |
| Other: | |
| MISCELLANEOUS / OTHER | |
| Savings | |
| Charity / Gifts | |
| Other: | |
| SUBTOTAL | 0 |

TOTAL EXPENSES

INCOME (-) Minus **EXPENSES** = **FUNDS AVAILABLE***

* If the "Funds Available" total is red, this indicates a negative balance.

OCCUPATIONAL OUTLOOK HANDBOOK

Search Handbook

Go

Occupational Outlook Handbook >

Home

EN ESPAÑOL

The OOH can help you find career information on duties, education and training, pay, and outlook for hundreds of occupations.

OCCUPATION GROUPS

- Architecture and Engineering
- Arts and Design
- Building and Grounds Cleaning
- Business and Financial
- Community and Social Service
- Computer and Information Technology
- Construction and Extraction
- Education, Training, and Library
- Entertainment and Sports
- Farming, Fishing, and Forestry
- Food Preparation and Serving
- Healthcare
- Installation, Maintenance, and Repair
- Legal
- Life, Physical, and Social Science
- Management
- Math
- Media and Communication
- Military
- Office and Administrative Support

SELECT OCCUPATIONS BY

▾
 ▾
 ▾

 ▾
 ▾

FEATURED OCCUPATION



Medical and Clinical Laboratory Technologists and Technicians

Medical laboratory technologists (commonly known as medical laboratory scientists) and medical laboratory technicians collect samples and perform tests to analyze body fluids, tissue, and other substances.

[view profile »](#)

A-Z INDEX

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BROWSE OCCUPATIONS



Manage Costs with Online Tools

Your In-School Spending Plan

What's the Difference Between Repayment Plans?

Compare Payments Under Different Repayment Plans

Estimate Your Student Loan Payment

Find Out If You Qualify for Income-Based Repayment

Graduated Repayment Plan Calculator

Extended Repayment Plan Calculator

Income Contingent Repayment Plan Calculator

Pay As You Earn Repayment Plan Calculator

ESTIMATE YOUR MONTHLY STUDENT LOAN PAYMENT

Calculate what you'll likely pay in principal and interest

| Loan Calculator | |
|--|---|
| Loan amount | \$ <input type="text"/> |
| Term of the loan | <input type="text"/> Months <input type="button" value="v"/> |
| Annual interest rate | <input type="text"/> % |
| Display amortization table? | <input type="button" value="Yes"/> <input type="button" value="v"/> |
| <input type="button" value="Calculate"/> | |

Explanation of Terms

Loan Amount: The initial amount you borrowed. Also known as the "principal."

Term of the Loan: The timeframe given to you by the lender to repay the loan.

Annual Interest Rate: The annual rate the lender will charge on your principal balance until you repay your loan in full.

Amortization Table: This table shows what portion of each loan payment goes toward interest and what portion goes toward the principal balance of your loan.

Note: This calculator is provided for estimation purposes only. The standard repayment period for a student loan is 120 months. ²³ Repayment with standard repayment plans may hold to a \$50 per month minimum payment. You should discuss any offer about loans

Loan Repayment Plans

College is fun. Paying bills isn't. But, it's an important part of the process. Fortunately, you can choose the repayment plan that fits your situation. There are several options.

- **Standard**

You pay the same amount each month for 10 years.

- **Graduated**

Payments gradually increase over time. Translation: lower payments now; larger payments later. But, watch out for added interest.

- **Extended**

Only an option if you owe \$30,000 or more. Extends your repayment term to 25 years. Again, watch out for added interest.

- **Income-driven**

There are several options that help you stay in repayment even when you're not making much money. Eligibility requirements and repayment terms vary.

- **Income-based**

Must be able to document financial hardship; includes some loan forgiveness options. Based on 10% of discretionary income with terms up to 20 years.

- **Income-contingent**

Only available for FDLP (Direct) loans. Based on discretionary income and terms go up to 25 years; includes loan forgiveness options.

- **Pay As You Earn (PAYE)**

Only available for FDLP (Direct) loans. Proof of financial hardship is a requirement. Based on 10% of discretionary income; payments increase as you earn more money. Terms up to 20 years with loan forgiveness options available.

- **Revised Pay As You Earn (REPAYE)**

Only available for FDLP (Direct) loans. Based on 10% of discretionary income; payments increase as you earn more money. Terms up to 25 years with loan forgiveness options available.

- **Income-sensitive**

Only available for students with FFELP loans. Payment is based on your annual income with terms up to 15 years.

What's in a Credit Report?

Your credit report is basically your financial report card. It provides a record of your borrowing and money management history and is used to calculate your credit score. Lenders refer to your credit report to determine if you are a good credit risk before approving a loan. If you have a good credit report, you are more likely to get more credit and a better interest rate than someone with a poor credit report.

Use the Interactive Sample Credit Report below to learn about the information included in a credit report. Tap any of the **Blue** text shown (or hover over the text with your cursor on a desktop PC) to toggle a popup with more information about that portion of the credit report.

Credit Report for
Jonathan D. Moneymaker

File Number: 555555x
Date Issued: 10/21/2017

Personal Information

Name: Jonathan D. Moneymaker

You have been on our files since 12/2009

SSN: XXX-XX-1234

Date of Birth: 09/1991

Telephone: 555-555-5555

Your SSN is partially masked for your protection

CURRENT ADDRESS

91011 Landmark Blvd

Big City, TX

98765

Date Reported: 02/2016

PREVIOUS ADDRESS

5678 Mane St., #808

Big City, TX 98765

Date Reported: 08/2014

Employment Data Reported

Employer Name: Really Big Company

Position: Manager

Coaching Corner



MANAGING YOUR MONEY: NEEDS VS WANTS

Welcome to “Coaching Corner,” a blog we hope will help you make smart decisions with your money and get through school without breaking the bank. We recently talked about how [...]



MAKE SMART USE OF YOUR FINANCIAL AID REFUND

Welcome to “Coaching Corner,” a blog we hope will help you make smart decisions with your money and get through school without breaking the bank. Each semester millions of [...]

Resource Guide

School services are priority

Food

Housing

Utilities

Child Care

Health

Employment

Debt Management

Transportation

Tutoring

Legal

Veterans

Emergency Numbers



Financial Coaching Referral Form

Student Name

Student Phone

Student Email

College/University

Office/Individual Referred to

Address

Phone

Reason for Referral

Check which box applies:

- On Campus
- Off Campus/Community Resource

Referring Coach

TG Contact Information:
(888) 649-1238
financial.coaching@tgslc.org

TG is a non-profit organization that promotes educational access and success so that students can realize their college and career dreams. Our vision is that people receive trusted guidance to make informed decisions and improve their lives.



Contexts for Coaching

First Year or Transfer Students

- Better understanding of financial obligations
- Develop spending plan
- Become familiar with coaching



Contexts for Coaching

First Year Experience Course

- Develop financial plan for degree completion
- Discuss financial concerns
- Become familiar with coaching



Contexts for Coaching

Payment Plans

- Develop plan to meet financial obligations
- Develop funding plan for education costs



Contexts for Coaching

Emergency Aid

- Develop financial plan to better prepare for emergencies
- Realize the importance of building financial resiliency



Contexts for Coaching

Change in Major

- Understand financial implications of changing academic major
- Understand expected earnings vs. expected debt



Contexts for Coaching

Stop out

- Educate on options for managing loan debt
- Develop a plan to pursue goals
- Support during re-enrollment process



Contexts for Coaching

Entrance or Exit Process

- Help better understand financial responsibilities
- Provide resources for funding options
- Tailored specifically to individual



Contexts for Coaching

Recent Graduates

- Understand financial commitments
- Develop spending plan for new income
- Loan repayment options and benefits

FINANCIAL COACHING IS AVAILABLE - AT NO COST TO YOU!

Talking about your finances doesn't have to be confusing or uncomfortable.

Students can get personalized, *confidential* financial coaching. This free service is provided through a partnership between TG and your school. Our team is easy to talk to and can help you:

- Understand financial aid and paying for college
- Explore your major or career goal
- Set goals and create a budget
- Understand student loans and repayment
- Explore building or fixing your credit
- Learn how to save for emergencies



Schedule an online appointment at
www.TG.org/FinancialCoaching

TG

www.TG.org

Contact information

financial.coaching@tgslc.org

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Michael.Johnson@trelliscompany.org

Cynthia.Marrs@trelliscompany.org

1-888-649-1238



QUESTIONS?



TRELLIS®
C O M P A N Y

Proven Services.
Extraordinary Support.