## Default

Management/Student
Loan Repayment Review

## Loans

## Federal Stafford Loans



## Agenda

- Loans
- Repayment
- Deferments/Forbearances
- Default
- Rights and Responsibilities


## Student Loans?!?!



## Loans

## Federal Stafford Loans

## ■ Subsidized

- Dependent/Independent students with financial need
- Interest paid for while in school or deferment (loans 7/1/2012 - 6/30/2014 WILL accrue interest while in GRACE)
$\square$ Un-Subsidized (non-need based)
- Independent /Some dependent students
- Interest is responsibility of student
- Parent PLUS (GradPLUS)
- Parents of dependent undergraduate
- Graduate students
- Credit check is completed
- Interest paid for by borrower


## Interest Rates

| Subsidized | $\begin{aligned} & \text { 7/1/11 - } \\ & 6 / 30 / 12 \end{aligned}$ | $\begin{aligned} & \text { 7/1/12 - } \\ & 6 / 30 / 13 \end{aligned}$ | $\begin{aligned} & \text { 7/1/13- } \\ & 6 / 30 / 14 \end{aligned}$ |  | $\begin{aligned} & 7 / 1 / 14- \\ & 6 / 30 / 15 \end{aligned}$ |  | $\begin{aligned} & 7 / 1 / 15- \\ & 6 / 30 / 16 \end{aligned}$ |  | $\begin{aligned} & 7 / 1 / 1 \\ & 6 / 30 / \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest Rate | 3.4\% | 3.4\% | 3.86\% |  | 4.66\% |  | 4.29\% |  | 3.76 |
| UnSubsidized | $\begin{aligned} & \text { 7/1/06 - } \\ & 6 / 30 / 13 \end{aligned}$ | $\begin{aligned} & 7 / 1 / 13- \\ & 6 / 30 / 14 \end{aligned}$ |  | $\begin{aligned} & 7 / 1 / 14- \\ & 6 / 30 / 15 \end{aligned}$ |  |  |  |  | -6/3 |
| Interest Rate | 6.8\% | 3.86\% |  | 4.66\% |  | 4.29\% |  | 3.76\% |  |

Graduate Students:

| UnSubsidized | $7 / 1 / 06-$ <br> $6 / 30 / 13$ | $7 / 1 / 13-$ <br> $6 / 30 / 14$ | $7 / 1 / 14-$ <br> $6 / 30 / 15$ | $7 / 1 / 15-$ <br> $6 / 30 / 16$ | $7 / 1 / 16-$ <br> $6 / 30 / 17$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Interest Rate | $6.8 \%$ | $5.41 \%$ | $6.21 \%$ | $5.84 \%$ | $5.31 \%$ |

## Interest Rates

## Graduate Students:

| Grad Plus | $7 / 1 / 06-$ <br> $6 / 30 / 13$ | $7 / 1 / 13-$ <br> $6 / 30 / 14$ | $7 / 1 / 14-$ <br> $6 / 30 / 15$ | $7 / 1 / 15-6 / 30 / 16$ | $7 / 1 / 16-6 / 30 / 17$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Interest |  |  |  |  |  |
| Rate | $7.9 \%$ | $6.41 \%$ | $7.21 \%$ | $6.84 \%$ | $6.31 \%$ |

# Loans Federal Direct Loans 

Your lender is:

## the U.S. Department of Education



# Loans Loan Servicers 

■ Direct Loan - 1-800-433-3243 studentaid.ed.gov/sa
■ Navient - 1-800-722-1300 navient.com (formerly Sallie Mae)

- Nelnet-1-888-486-4722 nelnet.com

■ Great Lakes-1-800-236-4300 mygreatlakes.org


■ AES/PHEAA - 1-800-699-2908 myfedloan.org *
MOHELA - 1-888-866-4352 mohela.com
■ ESA/Edfinancial - 855/337-6884 edfinancial.com/DL

## Loans <br> Public Service Loan Forgiveness



## QUALIFYING pualc sances

Remember, however, that qualifying emplyment is based on who your employer is, not the job you do.

- Emergency management
- Military service
- Public safety
- Law enforcement
- Public interest law services
- Early childhood education (including licensed or regulated child care, Head Start, and state funded pre-kindergarten)
- Public service for individuals with disabilities
- Public service for the elderly
- Public health
- Public education
- Public library services
- Other school-based services


## Public Service Loan Forgiveness

- Allows for forgiveness of any remaining Direct Loan balance after:
- Completion of 120 qualifying "on-time" monthly payments AND
- Completion of 120 months (10yrs) of qualifying service ( $30+$ hours per week)

■ Must use a qualifying repayment program

- Borrower is required to apply for forgiveness
- http://www.myfedloan.org/manage-account/loan-forgiveness-discharge-programs/public-service-loanforgiveness


## Loans

## Consumer (Private) Loans

- Also called Alternative loans or Private loans
- College Ave
- Discover Student Loans
- Charter One/Citizens
- SunTrust
- Ascent
- Sallie Mae Smart Option
- Wells Fargo
- CUStudent Loans
- Others


## BANK



## Loans

## Consumer Loans (continued)

- Repayment and Benefits differ from Federal Loans
- Cannot be consolidated with Federal loans (in DL program)
- Loans may not be eligible for a deferment or forbearance
- Generally higher interest rates than Federal Loans
- Not listed on NSLDS
- Billed separately from Federal loans



## Loans <br> While In-School

- Principal automatically deferred (Sub/Unsub)

■ Choose to pay interest only on Unsubsidized loans

- Returning students may apply for an in-school deferment

- Loans obtained at this institution may be deferred by the Financial Aid office at a new school should you decide to go to another school



# Loans <br> <br> Grace Period 

 <br> <br> Grace Period}

## Student Loan Lifecycle

- Starts the day after you:
- Drop below $1 / 2$ time status
- Graduate
- Withdraw from school


■ Usually lasts for six (6) months

- Repayment begins the day after the grace period ends
- Interest will continue to accrue on unsubsidized loans


## Repayment Options

- Lender must offer choice of repayment plans
- Standard
- Graduated
- Extended
- Income Contingent
- Income-based repayment (IBR)
- Pay As You Earn (PAYE)
- Revised Pay As You Earn (REPAYE)


## LOAN $\quad \longrightarrow$ <br> REPAYMENT



## Repayment Standard Plan

- All loans are put in standard plan unless borrower chooses another plan
- 10 years to repay
- Fixed monthly payments, minimum $\$ 50$


Note: laterest and payment time fased on mivimam payment. Rules for the now ptogran are not yet finat.

- Monthly payments may be higher than other plans
- Least amount of interest



## Repayment Graduated Plan

- Monthly payments start low; increase every 2 years, 10 year term
- Monthly payment never less than interest that accrues between payments
- No payment will be more than $3 x$ greater than any other payment
- Total interest costs higher than standard plan



# Repayment Extended Plan 

- For Debt over \$30,000
- Reduces monthly payments by spreading over 25 years (Fixed or Graduated)
- Total Interest costs will be significantly higher due to longer term


REPAYMENT TIME

# Repayment Income Driven Repayment Considerations 

## Pros

## Cons

More manageable, lower monthly payment

Avoid delinquency and default

Forgiveness of remaining principle/interest after 20 or 25 years of payments

Possible eligibility of Public Service Loan Forgiveness (PSLF) after 10 years of qualifying payments

Repayment could extend beyond 10yrs

Could pay more interest over time

Requires annual submission of income information and family size to maintain eligibility for reduced payments

Possible tax implications if forgiveness is NOT Public Service Loan Forgiveness

Source: Studentaid.ed.gov; Myfedloans.org

## Repayment Income Contingent Plan

- Monthly payments calculated annually, based on adjusted gross income (AGI), family size, and total amount of Direct Loans
- Maximum repayment period is 25 years

- Capped at $\mathbf{2 0 \%}$ of discretionary income (AGI-100\% of Poverty level at family size.) or fixed $12 y r$ payment (lesser of)
- Unpaid interest is capitalized annually
- Unpaid balance at 25 years is discharged (Tax implications are possible)


## Repayment Income Based Repayment Plan

- Low income compared with your debt, or are in public service
- Caps monthly payments at 15\% of monthly discretionary income


■ New borrowers after 7/1/2014 payments capped at 10\% of monthly discretionary income

- Payments will be less than the 10 year standard repayment

■ Adjusted annually based on AGI and family size
■ If monthly payment does not cover interest accrual, DOE will pay the Subsidized interest for up to 3 years from the start of their IBR plan

## Repayment Income Based Repayment Plan

- Maximum repayment period may be 25 years (*20 years for NEW borrowers as of 7/1/2014)
- The outstanding balance forgiven after 20-25 years (tax event)
- Federal student loans eligible for IBR:
- Direct or FFEL Stafford, GradPLUS (FFEL/DL), Consolidation Loans
- Not eligible - Loans currently in default, Parent PLUS Loans and Consolidation Loans that repaid a parent PLUS loan


## Repayment

## Income Based Repayment Plan (15\%)

IBR Monthly Payment Amount

| Annual <br> Income | Family Size |  |  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | :--- |
|  | 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| $\$ 10,000$ | $\$ 0$ | $\$ 0$ | $\$ 0$ | $\$ 0$ | $\$ 0$ | $\$ 0$ | $\$ 0$ |
| $\$ 15,000$ | $\$ 0$ | $\$ 0$ | $\$ 0$ | $\$ 0$ | $\$ 0$ | $\$ 0$ | $\$ 0$ |
| $\$ 20,000$ | $\$ 46$ | $\$ 0$ | $\$ 0$ | $\$ 0$ | $\$ 0$ | $\$ 0$ | $\$ 0$ |
| $\$ 25,000$ | $\$ 108$ | $\$ 37$ | $\$ 0$ | $\$ 0$ | $\$ 0$ | $\$ 0$ | $\$ 0$ |
| $\$ 30,000$ | $\$ 171$ | $\$ 99$ | $\$ 28$ | $\$ 0$ | $\$ 0$ | $\$ 0$ | $\$ 0$ |
| $\$ 35,000$ | $\$ 233$ | $\$ 162$ | $\$ 90$ | $\$ 18$ | $\$ 0$ | $\$ 0$ | $\$ 0$ |
| $\$ 40,000$ | $\$ 296$ | $\$ 224$ | $\$ 153$ | $\$ 81$ | $\$ 9$ | $\$ 0$ | $\$ 0$ |
| $\$ 45,000$ | $\$ 358$ | $\$ 287$ | $\$ 215$ | $\$ 143$ | $\$ 72$ | $\$ 0$ | $\$ 0$ |
| $\$ 50,000$ | $\$ 421$ | $\$ 349$ | $\$ 278$ | $\$ 206$ | $\$ 134$ | $\$ 63$ | $\$ 0$ |
| $\$ 55,000$ | $\$ 483$ | $\$ 412$ | $\$ 340$ | $\$ 268$ | $\$ 197$ | $\$ 125$ | $\$ 54$ |
| $\$ 60,000$ | $\$ 546$ | $\$ 474$ | $\$ 403$ | $\$ 331$ | $\$ 259$ | $\$ 188$ | $\$ 116$ |
| $\$ 65,000$ | $\$ 608$ | $\$ 537$ | $\$ 465$ | $\$ 393$ | $\$ 322$ | $\$ 250$ | $\$ 179$ |
| $\$ 70,000$ | $\$ 671$ | $\$ 599$ | $\$ 528$ | $\$ 456$ | $\$ 384$ | $\$ 313$ | $\$ 241$ |

## Repayment Pay As You Earn

- Must have a partial Financial Hardship:
- (If the monthly amount you would be required to pay on your eligible federal student loans under a 10-year Standard Repayment Plan is higher than the monthly amount you would be required to repay under Pay As You Earn)
- You also must be a new borrower as of Oct. 1, 2007, and must have received a disbursement of a Direct Loan on or after Oct. 1, 2011.
- Caps monthly payments at 10\% of monthly discretionary income (AGI minus $150 \%$ of Poverty Line for family size)
- Maximum repayment period 20 years
- May be eligible for Public Service Loan forgiveness at 10 years (Employment full time in a public service job)
- Must reapply annually



## Repayment REVISED Pay As You Earn (REPAYE)

- For Direct Loan holders
- Maximum repayment: 20 years (25 years with 1 or more graduate loans)
- Caps monthly payments at 10\% of monthly discretionary income (AGI minus $150 \%$ of Poverty Line for family size)
- Income will be combined if married, regardless of filing status
- Payments not capped at Standard (like IBR)
- May be eligible for Public Service Loan forgiveness at 10 years (Employment full time in a public service job)
- Must reapply annually


## Interest Subsidy Benefits

## ICR

No subsidy

| IBR | PAYE |
| :---: | :---: |
| Sub. Loans only | Sub. Loans only |
| Only during <br> negative <br> amortization | Only during <br> negative <br> amortization |
| Only for first 3 years <br> under plan | Only for first 3 <br> years under plan |
| 100\% of negative <br> amortization | $100 \%$ of negative <br> amortization |

## REPAYE

For sub. loans

Only during negative amortization

For first 3 years under plan
$100 \%$ of negative amortization

After 3 years, 50\%
of negative amortization

## REPAYE

For unsub. loans

Only during negative amortization

No time limit
$50 \%$ of negative amortization

## Application Process: Spouses

| Repayment Plan | Married borrower filing <br> jointly | Married borrower filling <br> separately |
| :--- | :--- | :--- |
| ICR | Use joint AGI | Use borrower's AGI |

IBR

PAYE

REPAYE

Married borrower filing jointly

Use joint AGI

Use joint AGI

Use joint AGI

Use borrower's AGI

Use borrower's AGI

Combine AGI of borrower and borrower's spouse

- Almost all married borrowers provide spouse's income documentation
- Exception for those who are Separated; or Cannot access spouse's income


## Consequences of Failing to

## Recertify

IBR

Interest capitalization

Stay in plan

Payment no longer incomebased; 10-year standard amount


REPAYE

Interest capitalization

Kicked out of plan

Payment no longer incomebased; 10-year standard amount

Loan reamortized over lesser of 10 years or time to forgiveness

## Repayment Comparison

## (\$16,000/4.7\%/\$35K/ Married - joint/ Family 4)

| Repayment Plan | First Monthly Payment | Last Monthly Payment | Total Amount Paid | Projected Loan <br> Forgiveness $\mathbf{\theta}$ | Repayment Period |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Standard © | \$167 | \$167 | \$20,084 | \$0 | 120 months |
| Graduated © | \$94 | \$283 | \$21,126 | \$0 | 120 months |
| Revised Pay As You Earn (REPAYE) | \$0 | \$291 | \$26,866 | \$0 | 248 months |
| Pay As You Earn © (PAYE) | \$0 | \$167 | \$21,545 | \$8,652 | 240 months |
| Income-Based Repayment (IBR) | \$0 | \$167 | \$28,787 | \$0 | 259 months |
| IBR for New - Borrowers | \$0 | \$167 | \$21,545 | \$8,652 | 240 months |
| Income-Contingent Repayment (ICR) | \$112 | \$140 | \$22,621 | \$0 | 180 months |

## Repayment Comparison

## (\$35,000/4.7\%/\$35K/ Married - joint/ Family 4)

| Repayment Plan | First Monthly Payment | Last Monthly Payment | Total Amount Paid | Projected Loan <br> Forgiveness 6 | Repayment Period |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Standard © | \$366 | \$366 | \$43,934 | \$0 | 120 months |
| Graduated (i) | \$206 | \$619 | \$46,212 | \$0 | 120 months |
| Extended Fixed © | \$199 | \$199 | \$59,561 | \$0 | 300 months |
| Extended Graduated | \$137 | \$332 | \$65,102 | \$0 | 300 months |
| Revised Pay As You Earn (REPAYE) | \$0 | \$410 | \$45,632 | \$21,666 | 300 months |
| Pay As You Earn (PAYE) | \$0 | \$266 | \$24,713 | \$43,187 | 240 months |
| Income-Based © Repayment (IBR) | \$0 | \$366 | \$58,591 | \$14,692 | 300 months |
| IBR for New <br> Borrowers | \$0 | \$266 | \$24,713 | \$43,187 | 240 months |
| Income-Contingent Repayment (ICR) | \$179 | \$311 | \$51,251 | \$0 | 192 months |

## Repayment Comparison

## (\$50,000/4.7\%/ \$35K/ Married - Joint/ Family 4)

| Repayment Plan | First Monthly Payment | Last Monthly Payment | Total Amount Paid | Projected Loan <br> Forgiveness | Repayment <br> Period |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Standard (i) | \$523 | \$523 | \$62,763 | \$0 | 120 months |
| Graduated - | \$295 | \$885 | \$66,017 | \$0 | 120 months |
| Extended Fixed (i) | \$284 | \$284 | \$85,087 | \$0 | 300 months |
| Extended Graduated ( | \$196 | \$474 | \$93,003 | \$0 | 300 months |
| Revised Pay As You Earn (REPAYE) | \$114 | \$666 | \$87,715 | \$0 | 262 months |
| Pay As You Earn <br> (1) (PAYE) | \$114 | \$523 | \$73,158 | \$18,568 | 240 months |
| Income-Based Repayment (IBR) | \$170 | \$523 | \$79,551 | \$0 | 210 months |
| IBR for New Borrowers | \$114 | \$523 | \$73,158 | \$18,568 | 240 months |
| Income-Contingent Repayment (ICR) | \$429 | \$471 | \$65,823 | \$0 | 146 months |

## Repayment IDRs

## Comparison Chart

| Repayment <br> Plan | $\%$ of <br> Discretionary <br> Income | Discretionary <br> Income | Forgiveness | Cap | Marriage <br> Penalty |
| :--- | :--- | :--- | :--- | :--- | :--- |
| ICR | $20 \%$ | (AGI - $100 \%$ <br> PL) | 25 years | No | No |
| IBR | $15 \%$ | (AGI $-150 \%$ <br> PL) | 25 years | Yes | No |
| PAYER | $10 \%$ | (AGI -150\% <br> PL) | 20 years | Yes | No |
| REPAYER | $10 \%$ | (AGI -150\% <br> PL) | $20 / 25$ years | No | Yes |

## Public Service Loan Forgiveness

- Allows for forgiveness of any remaining Direct Loan balance after:
- Completion of 120 qualifying "on-time" monthly payments AND
- Completion of 120 months (10yrs) of qualifying service ( $30+$ hours per week)

■ Must use a qualifying repayment program

- Borrower is required to apply for forgiveness
- http://www.myfedloan.org/manage-account/loan-forgiveness-discharge-programs/public-service-loanforgiveness


# Deferments What is a Deferment? 

- A postponement of payments on a loan
- Interest does not accrue on subsidized loans
- Interest does accrue on unsubsidized loans
- Cannot be granted until after grace period has expired
- MUST be requested by the borrower

|  | DEFERMENT | FORBEARANCE |
| :---: | :---: | :---: |
| POSTPONES YOUR LOAN PAYMENTS | $x$ | $x$ |
| - Accrues interest |  | $x$ |
| -APPLIES TO <br> STACK TO GOING <br> bACK TO SCHOOL | $x$ |  |
| - EASIEST TO |  | $x$ |
| a ATTMMATIC APPROVAL CRTERIA | $x$ |  |
| - borzower pays <br> MORE MONEY IN LONG RUN |  | $x$ |

# Deferments <br> Options 

| Deferment | Time |
| :--- | :--- |
| $\underline{\text { In-School }}$ | Indefinite |
| $\underline{\text { Unemployment }}$ | Reapply every 6 months (Cumulative deferment up to 36 mos) |
| $\underline{\text { Military - }}$ | Indefinite (Interest rate cap for active duty) |
| $\underline{\text { Parental Leave }}$ | 6 months (during or after pregnancy as long as not working) |
| $\underline{\text { Economic Hardship }}$ | 1 year, must re-apply after 12 mos; cumulative up to 36 mos |
| $\underline{\text { Temporary Total }}$ | 6 months; can re-apply with a new certification |
| $\underline{\text { Disability }}$ |  |

## Forbearance What is a Forbearance?

- May be granted if you cannot make scheduled loan payments, but do not qualify for a deferment
- Allows you to: (up to 12 months max)
- Temporarily stop making payments on your loan
- Temporarily make smaller payments
- Extend the time for making payments

■ Both Sub and Unsub will accrue interest

- Up to the discretion of the lender to approve



## Default

## Past Due Payments

- Loans are delinquent the day after the payment due date
- Lender begins collection activities
"due diligence"
- Letters
- Emails
- Phone calls
- Late fees and possible collection costs
- 270 days without a payment = DEFAULT


## Default

## The Consequences

- You may be sued and be required to immediately repay the unpaid amount of your loan in full plus collection fees ( $25 \%$ )
- All/ part of Federal and State tax refunds or other Federal or State payments may be intercepted

■ Wage Garnishment up to $15 \%$

- Social Security checks may be garnished
- Liens may be placed against your assets

■ Not dischargeable in bankruptcy


ROB GETS A VISIT FROM SALLIE MAE.

## Default

## The Consequences (continued)

- No further financial aid
- No loan deferment or forbearance options
- No payment arrangements or plans
- Lottery Winnings can be intercepted
- NO statute of limitations
- Professional license may be denied
- Default is reported to ALL national credit agencies
- Your FICO score may be adversely affected


## Rights and Responsibilities Borrower Rights

■ Lender must provide:

- Repayment schedule
- Interest Rates
- Fees
- Loan Balance
- Repayment options
- Right to defer payments
- Right to REQUEST forbearance
- Be notified when loan is paid in full
- Prepay in part or in full at any time without penalty


## Rights and Responsibilities Borrower Responsibilities

- You must notify your lender/servicer immediately of changes to your name, address, phone, employer or SSN
- You must repay your student loans even if you:
- Do not finish your education
- Are dissatisfied with your education
- Do not find a job
- You must make scheduled payments until deferments or forbearance is approved
- Master Promissory Note contains all borrower rights and responsibilities


## Rights and Responsibilities Ombudsman

US Department of Ed FSA Ombudsman Group
P.O. Box 1843

Monticello, KY 42633

Customer Service: 877-557-2575
Fax: 606-396-4821
 http://studentaid.gov/repay-loans/disputes/prepare

## Student Loan "Top 10"

## Top 10 items to think of when its time to repay student loans:

10. Do you have loans with more than 1 servicer?
11. Can your servicer reach you?
12. Sign up for online account management.
13. Email communication from your servicer
14. START with on-time payments
15. Sign up for Auto-debit payments (0.25\%)
16. Pay a little extra each month
17. Use deferments/ forbearances when needed
18. SEEK HELP at $1^{\text {st }}$ sign of financial difficulty

## Resources

■ https://studentaid.ed.gov/sa/types/loans

- http://www.youcandealwithit.com
- http://www.finaid.org
- http://mymoney.gov

■ https://studentloans.gov


- https://www.nslds.ed.gov

Reducing Financial Stress -
$\mathcal{A}$ Money Management
Review

## Questions to Ponder...

- How much money is in your emergency fund?
- How will you cover your school related expenses above what is covered by financial aid? (housing, food, transportation, phone, etc...)
- What major expenses might you need to cover in the next 6 mos, 12 mos?
- For those with dependents, how will they be taken care of financially if you were to die?


## Budgets Thoughts to Consider...

- Over 63\% students live paycheck to paycheck (80\% report being financially stressed)
- More than $50 \%$ of students report running out of $\$$ at least once ( $25 \%$ don't purchase books/materials)
- $+40 \%$ Americans experienced an emergency in last 12 mos Source: Bankrate.com



# Budgets Defined 

- By definition: an estimate, often itemized, of expected income and expenses for a given period in the future
- NOT restricting, but empowering.
- Think SPENDING PLAN, not budget!!
- What happens if we don't?



## Budgets

## Step 1-Set your Goals

- Short Term (3 months - 1 year)
- Long Term (2 years and beyond)
- SMART Goals



## Budgets

## Step 2 - Evaluate your finances

- Assess your financial situation



## Budgets Determine Your Income

- Wages/Tips
- Allowances
- Child Support
- Cash Support
- Financial Aid
- Other Sources
- Review Regularly
- Plan for today's income


## Budgets

## Where the Money Goes

- Fixed Expenses
- Rent / Mortgage
- Car Payment(s)
- Student Loan Payments
- Child Care
- Child Support



# Budgets Spending That Can Change 

- The Variable Expenses:
- Food Expenses
- Utilities
- Cable/Phone
- Credit Cards
- Gasoline
- Vehicle Maintenance
- Entertainment
- Education
- Clothing
- Pet Expenses



# Budgets Track it Down! 

- Create a 'Spending Diary'
- Budget to YOU!
- Track for 3-4 months
" Identify the "little" things
- Recognize how YOU spend
- Shortfalls/over-spending
- Cover L.I.F.E
- Retrain the Brain!


# Budgets "PERK Method" (Robert Pagliarini) 

Itemize Expenses (statements/diary)

- P-Postpone items (TV, luxury items)
- E - Elimination expenses (old memberships, subscriptions)
" R-Reduction items (eating out, groceries, cell phone)
- K - Keep the essentials (utilities, etc)


## Budgets Sample savings

## Budgeting 101: A day in your life---What to eat and where

## Eating Out

" Café latte, muffin (\$6)
» Cheese steak, bottled water (\$10)
" Drive-thru meal (\$8)

Total: \$24
Price per meal: $\$ 8$

## Eating In

" Trip to the grocery store (\$105 for the week)
"Sample menu for 1 day:

- Muffin/coffee
- Sandwich and water
- Pasta with sauce and salad

Average per day: $\$ 15$
Average price per meal: \$5
Annual savings: \$3,285

## "Starbucks Tax"

Source: iQuantifi

## THE STARBUGKS TAX



## "Starbucks Tax"

Source: iQuantifi
\$4.25 You spend per day at Starhucks.

$\$ 4.25$ You save per day In a brokerage account.
$\$ 21.25$ Spent 5 days a week.
$\$ 1,105$ Spent per year on coffer.


$\$ 21.25$
Saved 5 days a week.

$\$ 1,105$
Saved per year.

## "Starbucks Tax"

Source: iQuantifi


## Budgets Determine your Priorities

- Where would your extra \$50 go?
- Savings OR Your personal appearance
- A social activity OR Paying a debt
- A sporting event OR Eating out
- A hobby OR Paying a debt
- Your personal appearance OR A sporting event
- Paying a debt OR New clothing
- Eating out OR Savings

SAVINGS ${ }^{\text {AV }}$


## Budgets Sample Budget Sheet

## Monthly Expense

## Deductions

Savings (to set aside)
Child Support, Alimony etc.
Other:

## Housing

Rent or Mortgage payment Utilities
Home Insurance \& Taxes
Other:

## Debt Payment

Credit Card Payments (min)
Other Loans:

## Food

Groceries
Eating Out
Coffee \& Bar
Other:

## Transportation

Car Payment
Car Insurance + Taxes
Car Maintenance
Gas
Public Transit, Parking, Tolls Other:

## Family

Day Care \& Babysitting
Activities \& Lessons
Allowances \& Child Support Other:


## Monthly Expense <br> Personal \& Health

Clothing
Toiletries \& Care Products Haircuts
Gym \& Sport Club Dues Health, Life, etc. Insurance Doctor \& Dentist Visits Prescription \& OTC Drugs Other:

## Education

## Tuition

Books \& Fees
Supplies
Other:

## Entertainment

Tickets for Shows \& Games
Books \& Magazine subscr.
DVDs, CDs, Video Games
Other:

## Miscellaneous

Charity, Gifts \& Offerings
Pet Supplies \& Vet Entertaining Guests Cash not Accounted for Other:

## Summary Calculation <br> Monthly Net Income <br> - Expenses Total <br> = Monhly Spendable Income



# Budgets There's a form for that... 

- www.BetterMoneyHabits.com
- http://www.budgetworksheets.org
- https://www.daveramsey.com/tools/budget-forms/
- http://www.betterbudgeting.com/budgetformsfree.htm
- http://financialplan.about.com/cs/budgeting/l/blbudget.h tm
- http://www.dollartimes.com/download-and-print/
- http://www.moneyinstructor.com/wsp/budgetworksheets .asp
- http://www.consumercredit.com/financialeducation/budgeting.aspx
- http://www.consumer.gov/content/make-budgetworksheet
- http://financialplan.about.com/library/n budget.htm


# Budgets Keep a Calendar 

Use a calendar to stay on track

- Schedule car/home maintenance
- Know when school charges are due
- Keep track of odd bill due dates
- Set 2-3 "budget review" dates



## Budgets Bring It All Together



## Budgets Plus or Minus

- In the Negative?
- Review variable expenses
- Determine where to make adjustments

- In the Positive? (AWESOME!)
- Put more in savings (at least 10\% )
- Pay more towards lowering your debt


## Budgets

## There's an "App" for that...

- EveryDollar
- Mint.com Personal

Finance

- Visual Budget
- Goodbudget
- Bill Organizer
- Expense Tracker 2.0
- iXpenselt
- Spending Tracker
- Pocket Expense Personal
- Moni
- Envelopes
- You Need a Budget (YNAB)
- My Weekly Budget
- Debt Down
- Budget Saved Personal Finance
- ExpenSense
- Smart Budget
- Acorns


## Contact

If you have any questions from this presentation or regarding your student loans, feel free to contact me:

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904-296-3440×139

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