

## Financial Reality Fair

Northeast High School is seeking **35 volunteers** to support its **Financial Reality Fair** sponsored by TruMark Financial<sup>®</sup> Credit Union. This event is an opportunity for students to learn budgeting basics – a critical and necessary life skill. During the Financial Reality Fair, students visit 14 different booths, manned by volunteers, to figure out their budgets for housing, utilities, transportation, clothing, and food - and some not-so-basics like technology, entertainment and travel.

No experience is necessary to volunteer! Your job is to support students in making realistic and informed financial decisions based on the salary that they will be assigned (e.g. “buying a BMW might not fit your budget”). More info about the Financial Reality Fair is on page 2.

**When: Tuesday, April 9, 2019**  
**Where: Northeast High School Gym**  
**1601 Cottman Ave.**  
**Philadelphia, PA 19111**  
**Time: 8:00 am to 1:30 pm (continental breakfast & lunch provided)**

Volunteer orientation with TruMark Financial specialists will begin promptly at noon and you will be assigned a “station”. At 12:30 p. m., groups of about 40-50 students will begin rotating through the Fair. We hope you will consider volunteering and promise you it will be a fun and enlightening experience for everyone. If you can help out, please complete the form below and email it to:

**Matt Courtin, [mcourtin@philasd.org](mailto:mcourtin@philasd.org) or Randi Marmer, [rmarmer@trumark.org](mailto:rmarmer@trumark.org).**

### **VOLUNTEER FORM**

Full Name:

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Business/Organization/Affiliation:

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Email: \_\_\_\_\_

Phone: \_\_\_\_\_



### **What is a Financial Reality Fair?**

A **Financial Reality Fair** is a hands-on experience in which students, after identifying their career choice and starting salaries, are provided a budget sheet requiring them to live within their monthly salary while paying for basics such as housing, utilities, transportation, clothing, and food - and some not-so-basics like entertainment and travel.

Along the way there are many temptations for additional spending, and students must learn to balance their wants and needs to potentially live on their own. After they have visited the various booths covering components of independent living, students will spin the “Wheel of Reality” to see which one of life’s surprises they’ll have to add or subtract from their bottom line. They will then balance their budget, and sit down with a financial counselor to review their standing.

The Fair is a unique opportunity for each student to experience some of the financial challenges they will face when they start life on their own. An important feature of a responsible financial lifestyle is saving. In the Financial Reality Fair experience, students are encouraged to save a minimum of 10% of their income. The Financial Counselors explore the importance of planning for needs and preparing for future financial challenges through savings. The Fair will tempt students to spend their income on “fun,” but the financial counselors will bring the focus back to saving and thrift practices.

### **Purpose and Benefits**

**LaSalle University** is committed to increasing financial literacy among our students by expanding learning opportunities related to personal finance. Our goal is to create financial awareness to help prepare our graduates to navigate the increasingly complex financial marketplace. We will provide students with the tools they need to make informed decisions about their money when they leave high school and enter the real world. Partnering with TruMark Financial® Credit Union, the Financial Reality Fair will provide a hands-on, real-life experience to provide students with a better understanding of earnings, spending, budgeting, and savings and to instill the importance of sound financial habits.

### **For more information:**

<http://www.pcu.org/PACreditUnionFoundation/FinancialRealityFairs.aspx>

**Contacts:** Erin Sheehan, [Sheehan@lasalle.edu](mailto:Sheehan@lasalle.edu) or Randi Marmer, [rmarmer@trumark.org](mailto:rmarmer@trumark.org)