



Introduction

Welcome to the Financial Capability Workbook for Indigenous women. It is one of a series of workbooks on the following:

Part 1: Money Behaviour and Savings

Part 2: Personal Budgeting Part 3: Banking and Credit

We developed it for Indigenous women to:

- improve their financial skills and abilities to manage their money,
- make choices that can benefit their lives and the lives of their family and community, and
- build confidence so they can apply their personal financial skills in their businesses.

The National Aboriginal Capital Corporations Association (NACCA) and the Native Women's Association of Canada (NWAC) Be The Drum program are proud to provide this workbook on money behaviour and savings, so that Indigenous women can:

- apply the information to their personal financial circumstances,
- reflect on whether entrepreneurship may be an option for their future, and
- recognize that good personal financial habits can also be good for business.

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SECTION 1 Financial Institutions

A financial institution is a company, or organization, that deals with monetary transactions. They are heavily regulated in Canada to ensure protection for individuals and companies that rely on them. A financial institution may be responsible for one or many of the following:

- · Provide a Safe Place to Deposit Your Money
- · Lend You Money for Purchases and Investments
- · Invest Your Money
- · Pay Your Expenses Via Cheque, Automatic Payment or Debit
- · Sell Life Insurance
- · Sell Property Insurance

There are a wide range of financial institutions in Canada such as banks, credit unions, trust companies, insurance companies, brokerage firms and investment dealers.

A. Banks and Credit Unions

Banks and Credit Unions are financial institutions used to deposit money, cash cheques, pay bills, withdraw cash, ask for a loan, or credit card, and purchase investments. If you develop a good relationship with a bank or credit union, it makes financial transactions easier.

It is important to find the institution that best suits your needs. When choosing a bank or credit union, consider the following factors:

Table 1: Factors to Consider for Choosing Bank or Credit Union

Table 1.1 details to consider for onlocally bank of orealt official				
Factor	Details	Your Needs		
Chequing/ Savings Accounts Available	FeesMinimum balancesInterest paid	 What do I need in an account? How soon would money be available after I deposit a cheque? How much do I want to limit my bank fees? 		
Other Available Services	 Business Accounts Mortgages, Vehicle Loans, Overdraft Credit Cards Investments 	 Might I need other services besides a deposit account? What are the fees & interest rates associated with those services? 		
Branches	LocationsOnline BankingTelephone BankingMobile AppATM locations	 Do I want to bank in person, online, over the telephone, or on a mobile app? Would I prefer a branch location closer to home or work? 		
Reputation	Within My Community Give Back to My Community	 Where do my family members, or friends bank? How do they feel about the service and fees there? How does the bank give back to my community or to causes that I feel are important? 		

Find out the fees that you will be charged. Compare them to the services that you will be using. It does not hurt to shop around for a bank or credit union and compare their fees.



Explore the banks or credit unions that are available to you. 1. What is the bank or credit union that is located closest to you? How long do you need to travel to get to the branch?		
2. What is their reputation within your community?		
2. What auctomor convice entions are important to you?		
3. What customer service options are important to you? Physical Branch Location Near Home Location Near Work Online Banking Variety of Business Services Fees & Charges Interest Rates on Loans Language(s) Used at Branch Other		
4. Based on your answers to the above questions, how comfortable do, or would, you feel using an account at the bank or credit union that you identified?		

B. Managing Your Bank Account

A bank account is a safe, convenient place to keep money for day-to-day use or to set-aside savings. With a bank account:

- 1. You can deposit money at any time and get it out quickly and easily.
- 2. Your money is protected up to set limits.
- 3. You may earn interest.

There are 2 main accounts that can be set up, chequing and savings. The table below compares the 2 accounts.

Table 2: Chequing and Savings Accounts

Chequing Account	Savings Account	
Used for everyday banking and paying bills. The bank may provide you with cheques for	Can be used to set aside money for short to medium-term savings goals.	
a fee.Little interest, if any, is earned.	 Allows you to make deposits, withdraw cash and pay bills. 	
Fees are often charged under a	Often earn interest.	
package rate based on the number of free transactions you can make each month.	Often have a limited number of free transactions. Any number of transactions over this limit will result in fees charged to your account.	

For both types of accounts, your bank or credit union will offer telephone and Internet banking, a debit card for an automated teller machine (ATM) access and retail purchases, direct deposit, pre-authorized bill payments, and pre-authorized transfers to savings.

The Financial Consumer Agency of Canada has an online banking selector tool to help you figure out which account is best for you. You can find their tools online. Banks and credit unions charge fees for the activity that is processed through your account. The table below describes the type of fees.

Table 3: Bank and Credit Union Fees

Fee Type	Description
Monthly Fee	Flat monthly fee charged for activity within your account. Sometimes, there is a maximum number of transactions per month that is permitted at no extra cost.
Transaction Fee	Amount charged for every debit card purchase, cash withdrawal or bill payment. If you pay a monthly fee, you will only pay transactions fees for the transactions that exceed the maximum permitted at no extra cost.
Service Fees	Amount charged for using a bank service such as printing cheques, transferring money between accounts, fee to use a non-bank ATM, mailing monthly bank statements, printing a bank draft, etc.
Minimum Balance Fee	Some accounts have a minimum account balance that must be kept for you to avoid fees. In this case, a minimum balance fee is charged if your account balance falls below the minimum balance.
NSF (Not Sufficient Funds) Charge	If you write a cheque and you do not have enough money in the account to cover it, an NSF charge will be applied to your account.

When you open a bank account, always make sure you ask the bank about the fees. The bank must inform you of the fees that could be charged to your account, but they don't always tell you verbally. If the bank fees change, the bank must notify you, in advance, of the changes.

There are online accounts such as Simplii and Tangerine that give you the benefits of most banking services without physical branches and without fees for regular services.

EXPLORATION EXERCISE: My Bank Account Fees

If you have a bank account:

- 1. Find out what fees are charged by your bank for your account.
- 2. Obtain a copy of your bank transactions for the last month. Download your bank statement through online banking. Ask your bank to print a bank statement for you or ask them to update your bank book.
- 3. Review the bank transactions and total the amount of your bank fees for the last month.
- 4. What are the total bank fees that you paid last month?

If you do not have a bank account:

- 1. Find out the fees charged by a bank that is closest to you. You can do this by:
 - a. Going to the bank's website and searching their fees for a chequing or savings account.
 - b. Going to the bank branch and asking for a bank account brochure that lists their account fees.
 - c. Asking a trusted family member, or friend, to share their bank fee information with you.

It is important to review your bank activity. You can either review the activity on your bank statement, within your bank book or online. Information that you should review includes the following:

- 1. Scan the deposits to check that you recognize the cash coming into your account. Have you received all deposits that you were expecting? Did you receive other deposits that you did not expect? If so, where did they come from and does the money belong to you? If it was an error, contact the payee to correct the error.
- 2. Scan all withdrawals. Check that you recognize all withdrawals out of your account. If you do not recognize some withdrawals, check into them to see if you forgot that you made a purchase or a set up a pre-authorized payment. Is it a purchase that you did not make? If so, contact the bank to notify them and get it corrected.
- 3. Review your bank fees and confirm that the charges are correct. Consider how you may change your buying, or withdrawal, patterns to reduce your bank fees.

C. Fringe Financial Institutions

Fringe financial institutions provide lending services that are not offered by banks or credit unions. The table below describes some of the services available through fringe financial institutions.

Table 4: Comparison of Fringe Financial Services

Service	Description	Associated Costs
Rent-to-own	Loan to purchase household items, such as furniture. You pay a weekly fee, but you do not own the item until the loan is fully paid.	Interest rates are high. May charge a set up fee, damage deposit, insurance fee, buyout fee, or cancellation fee.
Payday loans	Short-term loan, 2 – 4 weeks, against your next pay cheque.	Charge a fee on the value of the loan required. For example: \$19 per \$100 borrowed. For a \$300 loan, the cost is \$57.
Cheque cashing	Cash a cheque for you if you do not have a bank account.	Charge a fee plus a percent of the total cheque value.
Pawn shops	Loan cash in exchange for valuable objects, such as jewellery or electronics. The loan provided is a small fraction of the value of the object. The objects are held by the shop until you repay the loan.	Charge service fees and high interest rates.
Fast-tax refund services	File your tax return and provide a loan based on the anticipated amount of your tax refund. Your tax refund is paid by the government directly to the service to repay your loan.	Not including tax preparation, fees are 15% on the first \$300 of the tax refund and 5% on the balance. For a \$300 refund, the cost would be \$45.

The cost to use fringe financial services are significantly higher than those charged by banks and credit unions. Sometimes, people have alternatives to using a fringe financial service. Table 9 provides a comparison of the advantages and disadvantages of fringe financial services and banks/credit unions.

Table 5: Comparison of Fringe Financial Services and Banks/Credit Unions

able 5. Comparison of Fringe Financial Services and Banks/Credit Onions				
	Fringe Financial Services	Banks and Credit Unions		
Advantages	 Can access cash quicker, no holds on paycheques. Location and hours are more convenient. Can access credit despite having no credit history or a history of not paying bills on time. 	 Money is secure & protected within accounts. Strictly regulated by government. Some services are free for some groups, i.e. youth, seniors. Lower service fees. Lower interest on loans. Can earn interest on money being held in deposit accounts. Other services are available such as cheques, direct deposit, automatic bill payments, debit cards. 		
Disadvantages	 The cost of interest and fees are higher, particularly in relation to the amount of cash received. Government regulation and protection is not as strict as for banks and credit unions. Lack services to develop your finances, such as deposit accounts. 	 Banks will often place a hold on cheques that are deposited. Branch may not be available within the community. Difficult loan requirements including identification, bank account, proven cre it history, home ownership. Use automated lending systems that are not accessible to some people. 		

If you must use a fringe financial service, be very aware of the exact fees and/ or interest rates for loans and how much you will be paying by the time the loan is paid. Check if there are hidden charges. Ask questions if there is something that is not clear to you.

D. Aboriginal Financial Institutions

Aboriginal financial institutions (AFIs) are Indigenous-controlled, community-based organizations that provide lending, business financing and support services to First Nations, Métis, and Inuit businesses across Canada. AFIs were created by Aboriginal leaders, the Government of Canada and/or regional development agencies to fill the gaps in financing for Indigenous small business development.

AFIs are critical to Indigenous entrepreneurship. They provide repayable, interest- bearing loans to Indigenous enterprises that may be unable to secure loans from conventional lenders. Some also provide technical support, training, information, and support for community initiatives. AFIs operate in all provinces and territories across Canada. They have provided over 46,000 loans, totalling over \$2.75 billion, to Indigenous entrepreneurs and business owners.

The AFIs were created to support all Indigenous people in Canada to achieve their entrepreneurship dreams.

EXPLORATION EXERCISE: Aboriginal Financial Institution			
Check the AFI directory on NACCA's website. Which AFI is located nearest you?			
Name:			
Location:			
Contact Info:			



SELF-REFLECTION: Financial Institutions - SMART Goal

Goal setting was introduced in Workbook 1. Return to the workbook if you need a reminder.

You have taken some time to reflect on your income and expenses. Set 1 or 2 SMART goals that will help you work within your budget.

Example:

Goal #1: Open a bank account			
Actions to Reach My Goal	When?		
 Find a bank account that is closest to my home. Call the bank to schedule an appointment. Make a list of what I'm looking for in a bank account. Attend the appointment with my identification. Review the bank account options and bank fees with the bank employee. Compare the bank account options and fees to my list. Open a bank account. 	Today Today In the next 2 days Within the next week Within the next week Within the next week Within the next week		

Goal #2: Find out what services are provided by the closest AFI Actions to Reach My Goal 1. Look at the NACCA website and identify the AFI that is located closest to me. 2. Search the AFI website to find out the type of financing and support services that is provided. Tomorrow

Your Goals:

y Goal	When?	
	1	
y Goal	When?	
B	1	_

National Aboriginal Capital Corporations Association, Annual Report 2018-19/2019-20 (NACCA, 2020, Ottawa)

SECTION 2 Credit

A. What is Credit

Credit is about borrowing money, or purchasing a product or service, and paying for it later. You borrow from a company, or person, and you agree to pay them back. Borrowing from a company usually involves making a credit application and signing a credit agreement. Borrowing from a person may involve a written agreement or verbal promise to pay.

The reason for credit is to use other people's money for your own purposes. People choose to borrow money to buy something they want, invest in something, cover shortfalls, or for emergencies. Examples of credit include the following:

- Pay for school tuition
- · Purchase an ATV
- · Purchase furniture
- · Purchase a vehicle
- · Invest in a business

Credit is not available to everyone. A lender will only provide credit if they believe that the person will pay it back. A lender will check your credit record to decide whether to trust giving you a loan. Your credit record is a listing of how you have paid credit and bills in the past.

B. The Cost of Credit

When you borrow money, you make a promise to repay the amount of money that you borrow. The cost of purchasing an item can be different depending on the form of credit used and the costs charged by the lender. Costs associated with borrowing are listed in the table on the right.

Table 6: Costs of Credit

Cost	Description	Example
Interest	Money that you pay to a lender for the use of their money. In your credit agreement, it is stated as a percent (%). It is, usually, charged on the balance of the amount owed.	A credit card company may charge an annual interest rate of 24%.
Application/ Processing Fee	Fee charged by the lender to process your credit application. It is usually charged as a flat amount or a percentage of the amount borrowed.	A lender may charge \$500 to process a mortgage application.
Insurance	Fee charged to insure the products or the loan against loss. It is usually based on the value of the loan. Some lenders offer optional insurance while others make it mandatory.	A rent-to-own company may charge an insurance fee to cover the value of the furniture purchased on credit.
Annual Fee	Fee charged annually for access to the credit.	Credit card companies may charge an annual fee.



The costs charged by the lender will vary depending on their policies and your past borrowing history (credit history). These additional costs increase the costs of your purchase and the total amount that must be repaid. In Canada, the maximum that can legally be charged is 60% per year, of the loan value, which includes all fees, costs, and interest that you will pay to get the loan.

Interest is charged as an annual percentage rate (APR). This is the actual interest charged on the loan within a year. Lenders must tell you the annual percentage rate before you sign a loan agreement. Because all lenders have this obligation, it is easy to compare interest rates. To understand the amount of interest you will pay on a purchase, you must calculate the interest based on the annual percentage rate.

Example:

You want to purchase furniture that has a price tag of \$1,000. You must pay 13% HST on the purchase, so your total furniture cost would be calculated by adding the tax cost to the furniture.

Furniture	\$1,000
HST (13% x \$1,000)	130
Total Purchase Amount	<u>\$1,130</u>

Option #1 - You pay cash. Your furniture cost is \$1,130.

Option #2 – The table below outlines the monthly payment, breakdown of the payment between interest and payment toward the loan, and the loan balance.

Payment #	Starting Loan Balance	Monthly Payment	Interest Paid	Payment Amount to Loan Balance	Ending Loan Balance
1	\$1,130.00	\$75.00	\$16.95	\$58.05	\$1,071.95
2	\$1,071.95	\$75.00	\$16.08	\$58.92	\$1,013.03
3	\$1,013.03	\$75.00	\$15.20	\$59.80	\$953.22
18	\$15.36	\$15.36	\$0.23	\$15.13	\$0
Total		\$1,290.36	\$160.59	\$1,130.00	

With a personal loan, at 18% interest and a \$75 monthly payment, the total furniture cost is \$1,290.36 which includes the interest cost of \$160.59.

The option of purchasing with a loan is more expensive than paying cash. The reality is that many people do not have cash available to pay a large sum of money for furniture or other items.

When you are looking at credit options to access needed cash, compare the cost of interest and other fees that will be charged to you. The interest cost will change based on the:

- annual percentage of interest
- frequency of payments

payment amount

· amount of time to repay

C. Credit Options

Credit is available for different reasons. The costs charged for the use of the money is different depending on the credit option used. Table 8 in Section 5: Banking Services, outlines credit available through fringe financial services. Table 4 in Section 1 outlines credit available through fringe financial services.

Table 7: Description of Credit Options

Credit Options	Description	Associated Costs
	s to a maximum amount of money, called your credit limit. Interest is charged bally use the available credit if you do not exceed the maximum.	ased on the amount of credit used. As you repay the credit and interest,
Credit Card (not prepaid)	A financial institution or department store provides a credit account that comes with the use of a credit card. Once some of the credit is used, there is a minimum amount that must be paid monthly. Some credit cards come with reward points that you can use for specific purposes. A credit card is needed for online purchases.	Interest is charged, monthly, on the balance owed. If you pay the full balance before the due date, you are not charged interest. An annual fee may be charged. Balance protection insurance may be offered but is not required.
Overdraft Protection	Credit provided by your financial institution for temporary shortages within your bank account. The bank will allow your bank account to go into a negative balance, up to a maximum amount. It protects you against NSF (Not Sufficient Funds) fees. As soon as money is deposited, it is put toward the negative balance.	Interest is charged on the amount that your account goes into a negative balance, called overdraft. A monthly overdraft protection fee is, usually, charged regardless of whether your account goes into overdraft.
Line of Credit	A pre-approved loan provided by your financial institution that provides up to a maximum amount.	Interest is charged on the balance that has been used each month. Insurance protection may be offered but is not required. An annual fee may be charged for the availability of the line of credit.
Installment Credi Gives you access	to a specific amount of money. There is a set period when you must repay the l	oan and interest. Once the money is used, you no longer have access to
Personal Loan from family, friend or community	Usually, an informal loan based on a verbal promise to pay. The cost of borrowing is, usually, less expensive. It may affect your personal relationship.	Interest may, or may not, be charged. Other fees are not, usually, charged.
Personal loan from a Financial Institution	Borrow a specific amount of money from your financial institution. You receive a lump sum with a set repayment schedule. It is usually used for a specific purpose, i.e. vehicle loan. The bank can review your account history which could help, or hinder, with the application. Depending on your account history, you may be able to negotiate a lower interest rate.	Interest is charged on the balance. An application fee may be charged.
Automobile Company Loan	An amount arranged by a car dealer to finance a vehicle purchase. The vehicle is used to guarantee the loan. If the loan is not paid, you could lose the vehicle.	Interest rates are, often, lower than financial institutions. Depending on the down payment, the loan balance could be greater that the value of the vehicle
Mortgage	An amount borrowed to purchase a home or other property. The property is used to guarantee the value of the loan. If you do not repay the mortgage, you could lose your house.	Different interest rates and repayment schedules are available. Usually, interest rates are lower than other personal loans. May require a property valuation, survey, lawyer fees, title registration which increases the cost of buying the house.
Student Loan	Amount borrowed to pay for tuition, books, living expenses for post-secondary education. The amount borrowed depends on the students' financial need. The application, usually, involves providing confirmation of income by the student and, potentially, student's parent(s). Sometimes, student loans are guaranteed by the government or a portion may be forgiven, depending on government policies at the time.	Lower interest rates are usually charged. Repayment does not start until after the student leaves school.

SELF-REFLECTION: My Loans

Review all your personal financial information and prepare a summary of all the loans that you have. Look at all your documents.

- Pull out loan agreements
- · Look at your credit card statements
- Look at online credit accounts Review bank transactions for preauthorized loan payments

In the table below, record your loan information.

Table 8: My Loan Summary

Lender Name	Amount Borrowed	What Did I Use it For?	Payment Amount	Balance Owing Now
Example:				
XWY Credit Card	\$875.00	Travel to pow wow	\$50.00 monthly	\$553.17
AFI	\$5,000.00	Start a business	\$150/month	\$3,798.38
0.	/ /		99	
		\ /		
	1			
4				

D. Using Credit Wisely

Credit it a financial tool that can used to manage our money. For example, we can purchase an item on sale and save money. It can be used to purchase items when they are needed rather than saving for a long time to pay cash for them, i.e. house, education. It can help us meet our financial goals, i.e. start a business.

The advantages and disadvantages of using credit are listed below.

Table 9: Advantages and Disadvantages of Using Credit

Advantance	Diaghantana
Advantages	Disadvantages
 It is convenient to make purchases without having to wait to save cash for it. It is a fast source of cash for emergencies. To invest in something important, i.e. a home, education. To buy something that you cannot afford right now. To take advantage of sales. To take advantage of reward points programs. To make online purchases. To build a credit history, demon strate that you have a history of repaying loans. 	 It costs money to use credit. Interest increases the cost of purchases. It can become a habit. There is a greater possibility of impulse buying. There is a temptation to buy more than you can afford. It ties up future income that must be paid toward the loan payment. Late payments can affect your credit history and future access to loans. There are fees for late payment. There is a potential for identity theft. Credit agreements are long and difficult to understand. If you overspend on credit, you can get into serious financial trouble. It can increase stress.

There is a danger to overusing credit. It is possible to use credit to make purchases that you cannot afford to pay later. If you overspend, using credit, you may get caught in a cycle of making minimum payments that you cannot get out of. If you get to a point where you cannot make minimum payments, or you miss payments, your credit history is affected. You may not be able to access credit when you need it for something essential. Your health and wellbeing can be affected by the financial stress.

Tips for Using Credit Wisely

- · Make credit purchases based on your personal budget
- Only use credit that you can afford to pay back
- Read all loan agreements
- · Build loan payments into your personal budget
- · Figure out the full cost of purchasing an item on credit
- · Make payments on time
- · Set up pre-authorized payments for loan payments
- · Mark payment deadlines on your calendar
- · Set up reminders for loan payments
- · Pay your full balance of credit cards before the due date
- If you are unable to make a payment on time, contact your lender



SELF-REFLECTION: Credit - SMART Goal

In the first workbook of this series, goal setting was introduced. Return to the workbook if you need a reminder.

You have taken some time to reflect on your credit. Set 1 or 2 SMART goals that help you understand your credit.

Example:

Goal #1: Build my loan payments into my personal budget.			
Actions to Reach My Goal	When?		
 Complete my summary of loans. Review my personal budget. Add in loan payments that are not in my budget. Find ways to increase income and/or cut expenses to 	Today Tomorrow Tomorrow Within the next week		
cover loan payments that I had forgotten in my budget. 5. Follow my budget.	Today		
Goal #2: Find out what the costs that I pay for using n	ny credit card.		
Actions to Reach My Goal	When?		
 Pull out all my credit card statements for the past year. Review my credit card statements and identify interest and fees paid during the past year. Record and total the interest and other costs in my notebook. 	Tomorrow Tomorrow		

Your Goals:

Goal #1:	
Actions to Reach My Goal	When?
Goal #2:	
Actions to Reach My Goal	When?
TAX	XI
	XILI

SECTION 3 Conclusion

This financial capability workbook was designed to provide Indigenous women with information to increase their personal financial skills and their abilities to manage their money. Improving your financial capability is a lifelong process. It involves:

- Being aware of, and tracking, your income, expenses, savings, and how you use credit,
- Understanding and making decisions that have financial costs and rewards,
- Using financial tools and resources, such as financial institutions and credit, to help you achieve goals,
- A recurring cycle of planning, reviewing and changing your goals and personal budget, and
- Putting your plans in action and monitoring the result of your actions.

Indigenous women are making financial decisions daily. Like you, they are building and using their financial skills. The knowledge shared in this workbook is an introduction to help you feel confident in some of your daily decision-making. It can be applied to both personal and entrepreneurial financial matters. NWAC offers financial capability workshops that build on the information shared within this workbook. If you are interested in pursuing entrepreneurship, please visit NACCA's or NWAC's website to find out how to connect with resources and organizations that will support your dreams.



SELF-REFLECTION:

My Financial Capability After Completing the Workbook

You have completed exercises within the financial capability workbook. Reflect on how you feel about your financial capability. Do you feel that it improved because of the information gained from the workbook? Please complete the self-assessment questions to reflect on your feelings about managing money.

Circle a number to indicate the extent to which you gained confidence in the topics you learned from this workbook.		Not well	Neutral	Well	Very Well
How my attitudes about money have developed	1	2	3	4	5
How banking and credit decisions fit with my overall goals	1	2	3	4	5
Understanding of the cost of banking	1	2	3	4	5
What to consider when choosing a financial institution	1	2	3	4	5
When, how and why to use credit	1	2	3	4	5
The cost of using credit	1	2	3	4	5
How personal financial knowledge relates to business	1	2	3	4	5



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