

One TD Business Focused Financial Education Seminar Speaking Notes

Introduction to Money Management

These Speaking Notes are meant to add value to your presentation and ensure that the key points are being discussed. These presentations work best if you personalize them for the audience. As a subject matter expert, it is important to bring them to life by sharing relevant personal experiences.

- ✓ Complete a dry run of the presentation ahead of time
- ✓ Remember, you are representing TD. Dress professionally and if the event is being held virtually, ensure you are in a quiet room without any distractions and that your technology is working prior to the presentation
- ✓ Complete the Land Acknowledgement
- ✓ Welcome everyone and thank them for coming
- ✓ Introduce yourself: Name, role, work location
- ✓ Discuss the purpose of the call: Introduction to Money Management, etc.
- ✓ Advise the participants that there is time available for questions. Based on your preference it can be throughout or at the end

Slide 1

Mandatory Points

- This presentation is intended for informational purposes only. The information provided is not intended as financial, tax, legal, accounting, or other professional advice to you, and should not be relied upon in that regard. As always, please consult with appropriate professional advisors to discuss your specific situation

Suggested Points

- We will be discussing three topics, Budgeting, Credit and Investing. We will spend approximately 15 minutes on each topic

Slide 2

Why is this slide important?

- Emphasize that budgeting is the most crucial step in creating a financial plan

Suggested Points

- Make your plan visible. You need to see it daily/weekly to keep yourself in check to stick to the plan

Slide 3

Suggested Points

- There are three rules of budgeting, rule number 1

Slide 4

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Suggested Points

- Differentiate between Needs and Wants: A "need" is something that is necessary, required, or essential. For example, a roof over your head, clothing, food, or medication. A "want" is something that you'd like, but don't necessarily need. For example, meals at a restaurant, a trip, a gym membership, or designer shoes. FCAC site: <https://www.canada.ca/en/financial-consumer-agency/services/financial-toolkit/income-expenses-budget/income-expenses-budget-1/2.html>
- You want to set limits on how much you want to spend on each so that you can pay yourself first

Slide 5

Why is this slide important?

- Emphasize that using new free automated tools will save time and ensure that the spending information collected is correct

Suggested Points

- I recommend downloading the TD MySpend App
- TD MySpend helps you keep track of your spending and savings. As a TD customer your TD personal bank account and TD Credit Card transactions are automatically available in TD MySpend so you can keep track of your spending
- You can categorize your expenses from your TD deposit and credit card accounts as "Needs," "Wants," or "Other"
- Gain spending insights: Use MySpend to track your expenses and get spending insights. Also get transaction alerts every time money is spent
- Keep moving toward your goal: Use the wish list feature to set savings goals and track your progress towards them
- TD MySpend is totally free to download, however standard message and data rates may apply
- TD site: <https://www.td.com/ca/en/personal-banking/solutions/ways-to-bank/>

Slide 6

Suggested Points

- Rule number 2, always be looking forward
- Plan for the entire year of expenses from small to big. Examples can include but are not limited to: New winter tires are needed next winter, start planning this summer. A big repair is required next fall, start planning in the spring, etc.

Slide 7

Suggested Points

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- Rule number 3. Adjust and re-align
- Using the TD MySpend app, it's easy to see when you have overspent. When this happens, you must re-adjust your budget, spend less, or lower your expenses to get back on track
- It takes 3 months to build good habits

Slide 8

Suggested Points

- A budget is a plan that helps you manage your money. It helps you figure out how much money you earn, spend, and save. Making a budget can help you balance your income with your savings and expenses. It guides your spending to help you reach your financial goals. FCAC site: <https://www.canada.ca/en/financial-consumer-agency/services/make-budget.html>
- A budget is especially important if you:
 - don't know where your money is going
 - don't save regularly
 - have challenges paying off your debts
 - feel overwhelmed by your finances
 - feel like you're not in control of your finances
 - want to make the most of your money
 - are planning for a major purchase or a life event
- Making a budget can help you:
 - set spending limits
 - find ways to pay down your debts
 - reduce costs and save more
 - live within your means
 - reduce stress
 - have more money for things that are important to you
 - feel in control of your money

Slide 9

Suggested Points

- First calculate your net monthly income from all sources

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- Net income is the amount of money received after deductions for taxes, benefits, and retirement contributions, etc.
- Gross pay is what employees earn before taxes, benefits and other payroll deductions are withheld from their wages. The amount remaining after all withholdings are accounted for is net pay or take-home pay

Slide 10

Suggested Points

- Pay yourself first. There are multiple ways to save. Some examples are: Pre-authorized Transfer Service, Simply Save, Pre-authorized Purchase Plan
- Now calculate all necessary expenses, not the wants

Slide 11

Suggested Points

- Step 3. Assess your good vs. bad debt
- “Good” debt is defined as money owed for things that can help build wealth or increase income over time, such as student loans, mortgages, or a business loan. “Bad” debt refers to things like car loans or other consumer debt that do little to improve your financial outcome

Slide 12

Suggested Points

- Step 4. Deal with debt
- Consolidate your debt by moving high interest rate balances to lower interest rates. For example, if you have a credit card with a high interest rate and you are revolving a balance monthly, you can consider transferring that into a personal line of credit at a lower interest rate
- Consider if you can pay off the debts with the highest interest first, you'll pay less interest. This will help you become debt-free sooner

Slide 13

Suggested Points

- Step 5. Is to understand how much discretionary spending you have available
- As discussed earlier calculate the difference between your net monthly income and your mandatory monthly expenses. This is how much you could allocate towards wants such as, movies, TV's, etc., or choose to invest it

Slide 14

Suggested Points

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- Step 6. Use the S.M.A.R.T. approach when budgeting goals
- This concept will also come in handy in the future when setting a goal

Slide 15

Why is this slide important?

- Emphasize that using credit is an integral part of a financial plan and should not be overlooked

Suggested Points

- Credit: Transaction between two parties in which one (the creditor or lender) supplies money, goods, services, or securities in return for a promised future payment by the other (the debtor or borrower)

Slide 16

Suggested Points

- No official speaking notes

Slide 17

Suggested Points

- Benefits of Credit Cards: Credit cards are safer to carry than cash. You could earn rewards without changing your spending habits. It's easier to track your spending. Responsible credit card use is one of the easiest and fastest ways to build credit

Slide 18

Suggested Points

- No official speaking notes

Presentation Resource

- TD video on "Tips to help you manage debt ": <https://www.td.com/ca/en/personal-banking/how-to/borrowing/types-of-loans-and-lines-of-credit/>

Slide 19

Suggested Points

- No additional speaking notes to add

Slide 20

Why is this slide important?

- Emphasize that building and maintaining a solid credit score is an important part of your financial plan

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Suggested Points

- Canadian Credit Bureaus: Equifax, TransUnion, and Experian

Slide 21

Suggested Points

- No additional speaking notes to add

Slide 22

Suggested Points

- No additional speaking notes to add

Slide 23

Suggested Points

- No additional speaking notes to add

Slide 24

Suggested Points

- No additional speaking notes to add

Slide 25

Suggested Points

- No additional speaking notes to add

Slide 26

Why is this slide important?

- Emphasize that investing is an effective way to put your money to work and potentially build wealth

Suggested Points

- Investing is the act of putting forth funds with the expectation of income or profit. Personal investing is buying financial securities or property for the purpose of making a profit

Slide 27

Suggested Points

- Your RRSP contribution limit is 18% of your earned income in the previous year, or \$27,830 for 2021 (whichever is lower)
- Canadian government programs: Access funds in your RRSP to help [buy your first home](#) or [pursue further education](#)

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- <https://www.td.com/ca/en/personal-banking/personal-investing/products/registered-plans/rrsp/>

Slide 28

Suggested Points

- TD TFSA Link: <https://www.td.com/ca/en/personal-banking/personal-investing/products/investment-plans/tfsa/>

Slide 29

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Slide 30

Suggested Points

- Start the Q&A Period
- Explain how to contact you or TDCT if they have additional questions
- Thank everyone for attending

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