



American Indian Business Leaders (AIBL) Financial Wisdom Workshop Guidelines

We believe that good business leaders and future entrepreneurs must have good money management skills; therefore we are challenging AIBL Chapters to help us organize AIBL Financial Wisdom Workshops in their communities. To host an AIBL Financial Wisdom Workshop you will need to do some marketing and fundraising to get your workshop in full swing.

Marketing

You will have to come up with some creative marketing ideas on how to get participants to your workshop. You can post fliers at the grocery store, movie rental store, publish an advertisement in your school newspaper or get a free advertisement through the local newspaper called a press release. Give the newspaper a copy of your announcement. Make sure that you include: Location, Date, Time, and Food.

Fundraising

If you don't have the money for food or door prizes, you will need to write a donation letter to a business to encourage them to donate to your cause. In the letter include your chapter's name, what you are doing, what you need and for what. The following example donation letter can be used for a door prize:

Dear Sir/Madam:

We are the local High School AIBL Chapter. We are hosting an AIBL Financial Wisdom workshops for the local community. We are requesting a donation item to give to our workshop participants as a door prize. Anything that you are able to donate is greatly appreciated. Thank you for your time!

Take care,

Middle Sky High School AIBL Chapter

Sample Agenda

6:00-6:05 pm Opening Prayer
6:05-6:25 pm Ice Breaker and Introductions
6:25-7:10 pm Traditional Meal
7:10-7:40 pm AIBL's Financial Wisdom Bingo
7:40-8:55 pm Guest Speaker
8:55-9:00 pm Closing Prayer

6:05-6:25 pm Ice Breaker and Introductions, a good way to get to know each other is a game called tipi. You will need one roll of toilet paper. Tell each participant to grab some toilet paper, but don't tell them what it will be used for. Once every participant has

grabbed some of the toilet paper...tell them that for every sheet of toilet paper they grabbed they will need to tell everyone one thing about themselves. If this game doesn't work for you, you can find some fun and interesting icebreakers at the following website: http://adulted.about.com/od/icebreakers/Ice_Breakers.htm

7:10-7:40 pm National AIBL has developed a financial education bingo game. You must call and request a bingo packet. Please call toll free 1-877-242-AIBL (2425). The packet includes prizes for the winners.

7:45-8:55 pm Guest Speaker, the three main topics covered during this hour are building a budget, debt-to-income ratio, and credit report. This section should be presented from someone in the community who is certified in the First Nations Development Institute, Building Native Communities: *Financial Skills for Families*, teaching curriculum. National AIBL will assist you with locating a certified trainer to deliver this portion of the agenda.

- 1. How to build a budget**
- 2. How to calculate a debt-to-income ratio and what the DTI ratio means**
- 3. How to get a free credit report from the Internet**

Finally, please direct people to visit www.aibl.org/financialwisdom for additional financial education resources.

If you have any questions or need some helpful suggestions on how to get your AIBL Financial Wisdom Workshops underway do not hesitate to call the National AIBL Office at 1-877-245-AIBL (2425). We are here to help and look forward to hearing from you.