



# ENCOURAGING FINANCIAL EDUCATION AT VITA SITES

America Saves and (your organization name here) are encouraging VITA participants to build financial security through savings and debt reduction. We need your help with the following:

- VITA volunteers have an opportunity to “coach” their clients to think about smart uses for their refunds during this teachable moment. Here are some suggestions for encouraging and motivating tax clients to use their refund for long term wealth building.
- Encourage filers to set a savings goal by joining America Saves (or your campaign).
- If they are receiving a refund, this is a great teachable moment. Mention that they could use the refund to save for a long-term goal or repay debt. Encourage use of Form 8888 next year. Have them complete it & return it to you. Give the completed forms to your site coordinator or Donna.
- **Give an Enrollment Kit after they join.** You can use your own materials or saving at tax time materials from America Saves.
- Suggested script:

“Congratulations Mr./Ms. \_\_\_\_\_ on receiving a tax refund. I’m sure you have several uses already in mind for your refund. You might want to consider using the money to help with your long range financial plans for you and your family such as paying off credit cards or starting an Individual Retirement Account or adding to a retirement account you already have, saving for a down payment on a house or a new car, education for yourself or children or grandchildren. Next year you can even have your refund electronically deposited in your savings or retirement account. Make a note to bring your account number and routing number.”

“Join America Saves and I’ll give you a free kit of useful information to help you with financial goals including information on finding money to save and opening a free account.”

“You can choose to receive a free quarterly newsletter filled with useful savings and debt reduction tips from savers all across the country. If you have email you can get a monthly wealth coach tip and find out about free workshops & events like the coupon workshop & financial fair in March.”

“The program protects your privacy and will never try to sell products and doesn’t share personal information including name and address which are used only for the newsletter.

Content provided by Tennessee Saves and America Saves

For more information visit <http://www.AmericaSaves.org>