

The goal of Money 101 is not just to teach concepts—it is to help mentees build **financial confidence, awareness, and action plans.**



After the client has viewed the class tape and returned the completed assignment to you, they should schedule a review session with you.

Below is a list of fundamental questions you can ask your client to verify they understood the essence of the curriculum

Class 1: W-2 Employment Fundamentals

Before the review session, encourage the client to have a copy of their pay stub handy.

By the end of class #1, participants should be able to:

- Understand how compensation and payroll work
- Read and interpret a pay stub
- Explain the difference between gross and net pay
- Understand Social Security, Medicare, taxes, and deductions
- Evaluate employee benefits
- Know the importance of enrolling in a company-sponsored retirement plans
- Recognize how income affects long-term financial success

Questions

Employment

1. What factors are most important to you besides salary when evaluating a job?
2. Have you ever negotiated compensation or benefits?
3. Do you understand whether you are an exempt or non-exempt employee?
4. Are you paid overtime? And if not do you think you should be if you work more than 40 hours a week?

Pay & Taxes

5. Do you know the difference between your gross pay and net pay?
6. Looking at your pay stub, where does your money go before it reaches your bank account?
7. What are each of the deductions? Are they a set or varying percentage of your pay?
8. How much do you think you're contributing toward Social Security and Medicare?

Benefits

9. Are you taking full advantage of any employer benefits?
10. Does your employer offer a retirement plan? Are you enrolled?
11. Does your employer offer a match? How is it calculated?
12. Are you contributing enough to receive the full match?
13. Do you know your plans vesting schedule?

Personal Reflection

14. What is one thing about your paycheck that you've never fully understood?

Class 2: Independent Contractor (1099) Employment

Participants should be able to:

- What criteria is used when deciding to hire someone under either a W-2 and 1099 employment
- What is Schedule C – and how do you fill it out
- What are self-employment taxes and how are they calculated
- What are the different methods of claiming a home office deduction
- When are estimated taxes due – and how to best estimate what to pay

Questions

Employment Structure

1. Have you ever done freelance or contract work?
2. Why might someone choose 1099 work over W-2 employment?
3. What are the tradeoffs?

Taxes

4. What expenses would you incur if you became self-employed?
5. How would you pay taxes without employer withholding?
6. What are the dates Estimated taxes are due?

Business Ownership

7. If you started a side business tomorrow, what would it be?
8. What records would you need to keep?
9. Could you set up your books to mimic Schedule C?
10. How do you plan on invoicing customers? And tracking expenses?
11. Do you understand the difference between cash and accrual accounting? Which one will you use?

Personal Reflection

12. Which type of work arrangement fits your lifestyle better: employee or entrepreneur?
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Class 3: Cash Flow Forecasting

Participants should be able to:

- Create an annual cash flow plan for the prior year, based on actual expenditures
- Project an annual cash flow statement for the current or coming year based on anticipated changes from the prior year
- Understand how others contribute to maintaining the household
- Identify spending patterns that may not be aligned with long term values
- Set action steps to improve their financial situation - with the emphasis on creating income.

Questions

Awareness

1. Do you currently know where your money goes each month?
2. What expenses surprise you when you review your spending?

Planning

3. If your income dropped by 20% tomorrow, what would you change first?
4. Which expenses are fixed versus discretionary?

Savings

5. Do you have an emergency fund?
6. Are you adequately saving for your long-term goals?

Behavior

7. What spending habit has the biggest impact on your financial future?
8. What budgeting system have you tried before?

Personal Reflection

9. What action steps will you take based on your new knowledge?
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Class 4: Personal Financial Statement

Participants should be able to:

- Define assets and liabilities
- Define what is meant by “current” (for assets or liabilities)
- Prepare a Personal Financial Statement and Calculate net worth
- Track net worth over time

Questions

Assets

1. What are your assets?
2. Are they growing in value, producing income, or both?

Debt

3. What debts concern you most?
4. Which debts carry the highest interest rates?
5. Which debts will you pay off first? And why?
6. Are there any loans you will ignore?

Net Worth

7. Have you calculated your net worth?
8. Were you surprised by the result?

Financial Priorities

9. If you received \$10,000 tomorrow, what would you do with it?
10. Which financial decision would improve your net worth the most over the next year?

Personal Reflection

11. What story does your Personal Financial Statement tell about your financial life?
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Class 5: Credit and Borrowing

Participants should be able to:

- Have obtained and reviewed their full credit report
- Understand the key factors which influence a credit scores
- Know their credit score - and watch how it changes from week to week
- Create a personal action plan for long-term wealth building

Questions

Credit

1. Have you reviewed your full credit report?
2. Do you know your credit score?
3. What factors influence your score the most?

Debt

- DO you know the interest rate you are paying on each debt?
- Which debt do you want to target paying off first? And why?

And as a Course Wrap-Up

- Has this learning experience increased your financial confidence?
- Where do you want to be financially in five years?
- **"What is the one financial habit, action, or decision you are committing to after completing the Foundation Segment?"**

CONTINUING YOUR EDUCATION

If you are in a cash positive position, or are currently participating in an employer sponsored retirement plan - you might consider taking the Money 101 Education **Investment segment** to learn about stocks, bonds, and how to invest wisely for retirement.

Income → Cash Flow → Net Worth → Credit → Wealth.