

WAYS TO SAVE MONEY & MAKING A FAMILY SAVINGS PLAN

INTRODUCING THE SESSION

Welcome to Session Eleven of the Healthy Homes Parenting Program for Parents and Adolescents!

This week's session builds on what we learnt on session 7 on ways to make and manage money. In this week's session we will continue talking about family finances focusing on the following core skills and principles:

- Understanding the different ways to save
- Understanding the benefits and risks of borrowing money
- Making small steps to reach family saving goal

Savings are important for families. They help them achieve financial goals and to withstand some of the short-term emergencies that families may encounter. These emergencies may include job loss, disability, illness or loss of property due to break in's or other disasters.

Savings help meet the family needs in the case of emergencies too. Savings also allow us to plan ahead preparing for important future events such as our children's education. We can also save a little bit at a time in order to be able to make bigger things possible. It is important that each and every family is able to identify ways of saving that works for them.

In Session Eleven, we are also going to talk again about some of the referral services that are available to assist families to increase household income and provide support on managing family income.

SESSION 11 PREPARATIONS & OUTLINE

Goal of the session	The goal of this session for parents and adolescents to learn about different ways of saving money with a particular focus on establishing plans on how to save together as a family.	
Core Principles	<ul style="list-style-type: none">▪ Planning and saving money as a family helps us to reach our goals.▪ We can save a little bit at a time to make bigger things possible.	
Training materials & resources	<ul style="list-style-type: none">▪ Flip chart, paper, pens, markers, prestik▪ Attendance register▪ Name tag materials▪ Beans & maize seeds▪ Family Saving plan sheet▪ Printed copies of Session Illustration "Ambuya Sara & ba kaloba"	
Venue Preparations:	<ul style="list-style-type: none">▪ Make sure that the workshop venue is clean.▪ Set up chairs where the participants will sit in a circle▪ Prepare all the materials that you will use during the group session	
COMPONENT	TIME	ACTIVITIES

Welcome & Session Preparation	40 mins	<ul style="list-style-type: none"> Facilitators take attendance. Participants settle down Welcome, thank everyone for coming and praise time keeping Home activity discussion
Session overview for the day	30 mins	<ul style="list-style-type: none"> Framing the day Song: Fishers of men Physical Exercise
Core Lesson	60 mins	<ul style="list-style-type: none"> Activity: Which saving choice is best? Negative Role-play: Taking money from a loan shark Discussion about negative role play Story of Ambuya Sara Discussion about the story of Ambuya Sara
Session Close	20 mins	<ul style="list-style-type: none"> Preparing for Home Activity: Why should families make rules? <p><u>Home activity for the week</u></p> <ul style="list-style-type: none"> ◆ Make two rules for your household and share these with your family ◆ Visit your Healthy Homes Friend at least once a week ◆ Complete a physical exercise once a day Today's session review Reminder of next session date and thank & close Make sure you leave the room in order Share your observations in facilitator report

1.1 FACILITATORS TAKE ATTENDANCE

As participants arrive, invite them to sit down. Remember to take attendance as each new person arrives.

1.2 WELCOME PARTICIPANTS & CIRCLE SHARE

At the beginning of the session, invite the participants to go around the circle and share how they are feeling today in one word.

1.3 THANK AND PRAISE EVERYONE FOR COMING

Remember you want to model positive behavior – including providing praise!

1.4 HOME ACTIVITY DISCUSSION

Guide a discussion about the previous week's home activities. As a reminder, last week participants were asked to come up with rules and routines.

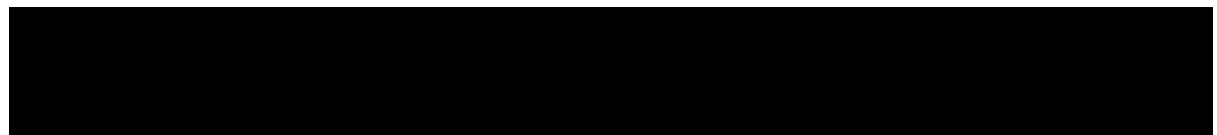
Home activity discussions are opportunities to share successes, reinforce core principles, and problem solve ways of overcoming challenges:

- Brainstorm solutions with participants
- Practice applying the solution.
- Evaluate how it worked

When challenges are being discussed, try to encourage the participants to come up with solutions and support them.

Remember that you can use **Who? What? Where? Why? When? How?** during the discussion.

Always give big praise and applause to everyone brave enough to share.



2.1 FRAMING THE DAY

Remember the session when we talked about rules, routines, and consequences?

We learned that rules and routines can help us be responsible, know what we can expect from each other, and reduce the stress in our family. Rules will also be important for what we talk about today: When we talk about plans and goals for our family, rules can sometimes make it easier for us to stick to these plans. A few weeks ago, we talked about the goals that we all have in our life. These goals help us to remember why we want to save money even when it's difficult.

Remember the story of Ambuya Sara who was saving for her grandchildren's future?

In our visual budgeting exercise, we used the maize seeds and beans to think about how we spend our money every month. Can some of you remember what things you actually spend your money on each month and what you said you would like to spend less money on?

Participants brainstorm ideas. Today we want to build on the discussion we had about saving and think about how we can save money every day.

We focus on three main points:

1. Every family is in a different situation and has different needs. Luckily there are many different ways to save! Today, we will introduce a list of saving tips that will hopefully give you ideas about different ways that you can save your money. Each family can use this list to think about how saving might work best for them.
2. We will talk together about the risks and benefits of borrowing and owing money.
3. We will work together on making a specific savings plan for your families. This is a big thing! Like Ambuya Sara, we will each choose the goal that we want to reach and then think about all the small steps that we are going to take in order to reach that goal.

2.2 SONG & EXERCISE

SONG: FISHERS OF MEN

If you follow me (*2)
I will make you fishers of men (*4)

If you follow

PHYSICAL EXERCISE

Encourage participants to do their physical exercises once a day! Lead them through the head-to-toe stretch that we introduced in the first session.

Did anybody try this exercise at home?



3.1 ACTIVITY: WHICH SAVING CHOICE IS BEST?

This activity is designed to help us find out more about making and saving money. We will talk about what we all know about savings, share the information that we have and find out what is true and what is not.

GUIDELINES: Facilitating “Which saving choice is best?”

Facilitator stick one paper on each side of the room: on one side a paper showing a happy smiley face and on the other side a paper showing a sad smiley face.

1. We will need the whole room for this exercise. Everybody stand up and gather in the middle of the room.
2. We will talk about different ways of saving money.
3. Facilitators suggest examples of how to save money from the three choices listed below. For example: “Save money by hiding coins somewhere in your house.”
4. Participants think about each example carefully. For example: Is hiding money in your house a good idea or bad idea? Is it safe or is it dangerous? Is it for free or does it cost something?
5. If participants think an example of how to save money is a good idea, they walk to the right of the room (towards the smiley face!). If they think an example of how to save money might cause problems, they walk to the left of the room (towards the sad face!).
6. Remind the participants that there is no right or wrong answer. Like we said before, every family is different and what might be good for one family might not be good for another family.
7. For some families hiding money in the house in order to save might be a great idea, but for another family it might cause a lot of problems!
8. Facilitators ask the group why they are standing where they are. Remember to let the participants be the experts!
9. Once participants have moved to the sides of the room facilitator asks them to share their experiences (whether positive or negative) with each saving strategy with the others.
10. Discuss!

Choice 1: Saving at home

Once everybody has moved to one side of the room, discussion points could be:

“Good things” about saving this way could be:

- Doesn't cost anything
- Easy to keep track of how much money we spend/save

"Problems" about saving this way could be:

- Dangerous as house can get robbed
- Could lose money in a fire or flood
- More difficult not to spend the money

Participants brainstorm ideas about where they could put their money at home.

The list could include:

- Hiding your money in a book or in your socks?
- Hiding money in more than one place in the house?
- Buying a lock box with a padlock and nailing it to the floor.
- Investing in livestock or stock for a small business (e.g. buying and selling vegetables or charcoal).

We don't think of this as savings, but it's actually very similar! If we have enough money to buy a goat, it can help us hold on to that money. The goat we buy can grow and give birth to more goats. And if we need the money sooner, we can always sell the goat. Risk: but of course the goat could get run over, or get sick and die....

Choice 2: Saving at the bank

Once everybody has moved to one side of the room, discussion points could be:

You can choose from different banks: Ecobank, Barclays Bank, Stanbic Bank, ZANACO, NATSAVE.

Do any participants use bank accounts? Are participants in savings groups that have bank accounts?

Encourage participants to share their experiences (whether positive or negative) with the others.

Choice 3: Saving in a savings and loan group

Once everybody has moved to one side of the room, discussion points could be:

Can participants who are part of a saving and loans group explain how it works?

Encourage participants to share their experiences (whether positive or negative) with the others.

3.2ROLE-PLAY: Taking money from ba kaloba (NEGATIVE)

Ambuya Sara only has K1,000 left of her money this month and sales of her vegetables have been slow. There are still two weeks left of the month.

She still needs to buy food for her two kids so she decides to borrow money from ba kaloba in town.

She borrows K5,000 from Bwalya. When her sales pick up she realizes that she has a huge debt to pay back to Bwalya.

Bwalya (yelling at Ambuya Sara): What do you mean you can't pay me my K9,000?! You have to give it to me now!

Ambuya Sara (shaking): But I only borrowed K5,000. How can I pay you that much money?

Bwalya: That's too bad, it's what you owe me after interest. I'm going to have to take something of value from your home.

Ambuya Sara (crying): But...but... What will happen to my grandchildren?

Bwalya goes inside Ambuya Sara's house to search for something to take away.

3.3 DISCUSSION ABOUT NEGATIVE ROLE-PLAY

Think about the role-play you just saw:

- Why does Ambuya Sara feel the need to borrow money?
- Is there a risk of borrowing money from Bwalya?
- How could Ambuya Sara reduce the risks of borrowing money?
- Do you think it would be better to borrow from family members, friends or her savings and loans group than from ba kaloba?
- Does Ambuya Sara have more money now that she has borrowed money from Bwalya? Or does she have less money?

Debt

Before we continue, let's make sure we all understand what we're talking about when we say "debt."

We are in debt when we have borrowed money from someone and now must give that money back. Like Ambuya Sara is now in debt to Bwalya.

The problem with debts is that the person who lends the money wants to earn something by doing this – like Bwalya!

What the kaloba charges on top of the amount that they lend out is what we call "interest".

So what is "interest", or "interest rate"?

If we borrow money from ba kaloba the interest rate is often very high. This means that the money that we owe becomes more and more than the amount we borrowed.

If Ambuya Sara borrows K5,000 from Mabvuto ba kaloba, she will have to pay back K9,000 after only two months.

That is almost twice as much money as she originally borrowed!

The longer Ambuya Sara waits to pay back what she borrowed, the more money she will have to give to Bwalya. If she can't pay Bwalya for a full year she will owe him a lot of money!

Facilitators use beans in this part of the discussion to show how much debt Ambuya Sara has after one year:

Let's look at this with our beans from a few weeks ago.

Let's say that Ambuya Sara has borrowed two beans from Bwalya. How many beans would she have to pay back to Bwalya after one year?

Facilitator show illustrations from the sessions. Much more money!

There are safer ways to make and borrow money.

A savings and loans group can be a safer way to borrow money. The group keeps the interest in the group and the interest rate can be set at a reasonable rate. Group members can help Ambuya Sara to grow her business or think of other business ideas to increase her income. The loan that she gets will go to growing her household income if she invests in her business, manages it well and pays back to her group according to her payment plan.

3.4 STORY: AMBUYA SARA

Facilitator reads

Remember Ambuya Sara and her two grandchildren Beauty and Mapalo?

Remember that Beauty and Mapalo's parents died of AIDS and Ambuya Sara was left to support and care for her grandchildren?

Do you remember what Ambuya Sara's goals for her grandchildren were?

Participants contribute ideas.

Ambuya Sara had to save for many months!

She had to be patient in order to achieve her goals. Sometimes she struggled a lot, which is why one day she borrowed money from the loan shark.

But after her difficult experience with Bwalya, she started to put aside K500 every week from her income and saved money that way instead. She saved through her Chilimba group which safely kept their money in a ZANACO.

She only took out her savings when she needed it and the money saved was shared at the end of the year with all of the group members. They decided to invest the money and buy plastic chairs and tents to rent out for events in the community. Her savings generated more money and more savings.

3.5 DISCUSSION ABOUT THE STORY OF AMBUYA SARA: INTRODUCING “STEPPING STONES” TO SAVE

Remember a few weeks ago when we talked about our saving goals?

All of you had to think about one thing that you as a family really want to have or achieve. Does anybody remember the saving goals for their family?

Participants share saving goals.

Today we want to come up with a strong plan for how we can reach our goals. These goals sometimes feel far away and hard to reach. This is why we need “stepping stones.” Stepping stones are little steps we can take each day, each week, and each month that will help us get closer to our goal. Remember when we talked about rules and routines? These little stepping stones are small rules or routines that we make so we can take steps to save money at home.

Think about a ladder. We need to climb one step after the other until we reach the top of the ladder – our goal. Let's think about these climbing steps together:

Facilitator to draw a ladder on a paper. Invite one or two adolescents to draw or write their family saving goals on top of the ladder.

Does anyone have an idea for a good stepping stone or saving step? Facilitators point to goal that has been drawn or written.

What were Ambuya Sara's stepping stones? Would any of these help us to get to the top of our ladder? Encourage participants to praise each other for every suggestion.

Facilitators collect ideas. All stepping stones are written next to the ladder.

Need help?

- You could for example decide to save K200 in a savings group every week.

- You could decide to put another K100 into a locked box when you make some extra money.
- You could decide to spend less on airtime each week.
- You could open a bank account the next time you are in town and put K400 into your account every time you go in town.

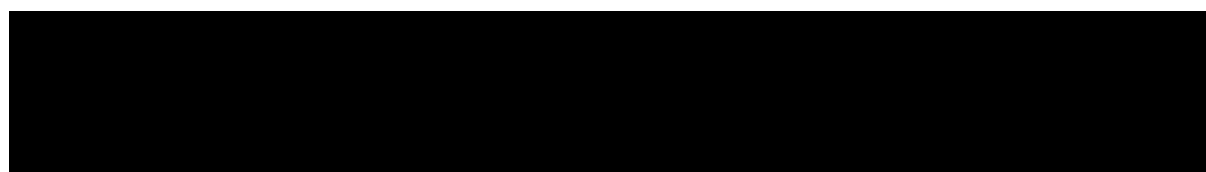
Let's now think about each the stepping stones you are willing to take as a family. What are the saving steps your family can try to take every day, every week, and every month?

Participants discuss family saving and income generating steps in pairs. Remind participants that this is not an easy task. Facilitator to walk around and check for understanding.

3.6 ENERGISER

ENERGISER: FACILITATOR CAN CHOOSE

Facilitators select an energiser from the Appendix to do with the group when they feel everybody needs some energy! Remember to use energisers when participants need a break or when adolescents need to stretch their legs!



4.1 PREPARING FOR HOME ACTIVITIES: MAKING A SAVINGS PLAN

Making a savings plan

1. Facilitators distribute family saving plan sheets.
2. Remind participants of the list of the different saving choices discussed in the session: Saving at Home, saving in a Bank/ZANACO, Saving in a Chilimba Group.
 - Can we think together what saving method each of these pictures represents?
 - Can one of the adolescents here tell us what the first picture is?
 - Does one of the parents want to tell us what we have discussed about this way of saving money?
 - What is good about it and what might be a problem?
3. In pairs, adolescents and their parents think about which saving strategy could work best for their family.
4. Each pair writes or draws a saving plan for their family. Think about the small saving steps that we have discussed today. How much money can you save each week? How much money can you save each month?
5. Facilitator walks around to check for understanding and review saving plans for safety.

HOME ACTIVITIES

Have a conversation with your whole family about different saving choices. Present your saving plan sheet to your other family members. Think and discuss together which saving plan will work best for your family. Then try and implement your saving plan as a family. Try to remind each other of the saving steps and praise each other for following the saving plan!

VISIT YOUR HEALTHY HOMES FRIEND AT LEAST ONCE A WEEK

Discuss how your saving steps are going at home with your Healthy Homes Friend.

COMPLETE A PHYSICAL WARM-UP ONCE A DAY

Participants can either use the physical exercise we did at the beginning of the session, or they can invent their own.

4.2 REVIEW TOPICS COVERED

Ask participants if they remember any of the topics we covered today?

Ask if the participants can remember any of the core principles from this session?

Let participants repeat the core principles after the facilitator:

- Saving is essential
- We can save a little bit at a time to make bigger things possible
- Find a way of saving that works for your family

Use the illustrations and saving menu from this session to review the topics covered with participants. This is a good way for them to be involved in remembering what we covered in this session.

4.3 REMIND PARTICIPANTS ABOUT NEXT SESSION AND HOME ACTIVITIES

In the next session, we talk about keeping safe in our communities.

But before then, please remember to do your home activities!

Facilitators remind participants about time and location of next session.

4.4 THANK AND PRAISE PARTICIPANTS

Invite one of the participants to close the session with a song.

Handout: ILLUSTRATION FOR SESSION 11

Ambuya Sara and ba kaloba...



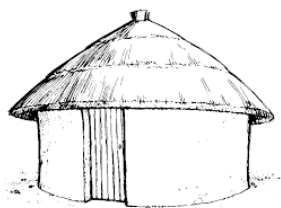
Ambuya Sara borrows money from ba kaloba.



Ambuya Sara's debt after 6 months.



Ambuya Sara's debt has grown a lot after one year!



Healthy Homes Parenting Program HOME VISITS

Guardian's Name _____
Adolescent's Name _____
Date _____ **Group** _____
Facilitator's Name _____

Session 11: WAYS TO MAKE AND SAVE MONEY & MAKING A FAMILY SAVING PLAN

Goal: Learn about different ways to save money. Make a specific plan on how to save together as a family.

Overview: In today's session we focus again on how we can reduce stress about money. We build on last week's discussion about rules and routines. The goal is that we make saving a routine for our family.

- We discuss different ways to save money and the problems/ advantages of each of these ways.
- We will learn about debts and interest rates and we will discover how borrowing money can increase our money stress.
- We will think about the small saving steps that we can take every week or every month as a family. These steps will become the rules and routines that will help us reach our saving goals.

Before we start, let's discuss home activities. How did it go this week?

Illustration: Ambuya Sara and ba kaloba; Family savings plan

Core Lesson: Learning how to save our money and making a saving plan:

What are ways of saving money? What is good about saving at home / saving in a bank / chilimba group? Which of these ways do you think is best?

What is a loan and what is an interest rate? How can we avoid borrowing from ba kaloba? What is debt? How can you save step by step every month? What are your little saving steps? Fill out the family saving plan

Home activities: Make a family saving plan.

First choose how you want to save your money. Then write down your saving steps.

Think about what things you could spend less money on.

Attending sessions can be difficult – is there anything we can do to help you attend workshop sessions? It is important to adopt a non-blaming attitude about attendance!

Did other members of the household participate in this Home visit? Who?