



Employer-based, personal finance services designed to assist low- and moderate-income consumers in meeting everyday financial challenges

Your Money, Your Life

# Isles Financial Solutions

- History/Philosophy
- Services
- Effectiveness
- Challenges



**KNOWLEDGE  
= POWER?**



# Behavior Change



IF YOU DO  
WHAT YOU  
ALWAYS DID  
YOU WILL  
GET WHAT  
YOU ALWAYS  
GOT.

# Employer-Based



# Employee-Focused

## Financial Education in the Workplace



# 87%

of employees WANT  
financial education

### RETURN ON INVESTMENT



# 3:1

OR MORE ROI FOR EMPLOYERS  
WHO OFFER EMPLOYEES QUALITY  
FINANCIAL PROGRAMS

## 1 hour/day



employees experiencing  
financial stress spend 13% of  
their workday dealing with  
money



Financial Education and  
Counseling can contribute  
hundreds of thousands of  
dollars each year to a  
company's bottom line

### 61% OF WORKERS CITED **MONEY** AS THEIR #1 STRESSOR



### Financial Education:



Increases Productivity



Decreases turnover costs



Decreases workplace accidents  
caused by stress



Decreases payroll administration  
costs

**isles** Financial Solutions  
Self-Reliant Communities



## IFS Products and Services

- ❖ **Group Orientation/Enrollment**
- ❖ **One-on-one Financial Coaching**
  - ❖ Goal Setting
  - ❖ Saving/Spending Plan (Realistic!)
  - ❖ Regular Meetings
- ❖ **Online Financial Services**
  - ❖ Automated bill pay/savings
  - ❖ Mint.com





## ❖ **Credit-building Financial Products**

- ❖ KickStart Account (Savings)
- ❖ Emergency Loan (0% interest)
- ❖ Springboard Loan



## OUTCOMES?

- Increased budget preparation & use
- Lower monthly expenses
- Improved credit scores
- Reduction in unsecured debt
- Long-term money management skills
- Peace of mind

# Challenges

## ➤ **Enrolling Employers**

- Doesn't fit with traditional HR
- Cost of financially stressed employees not a budget line item

## ➤ **Cost of Crisis**