



**Tax-Aid Financial Coaching Program**  
**Talking Points for Session 2**  
**60 Minutes**

<b>I. Homework Check in</b>		
<b>Homework</b>	<ul style="list-style-type: none"> <li>▪ <b>Prompt:</b> <ul style="list-style-type: none"> <li>○ What did you learn from the homework?</li> </ul> </li> </ul>	<b>Document(s)</b> <ul style="list-style-type: none"> <li>▪ List of financial goals in priority order</li> <li>▪ List of top values</li> <li>▪ Tracked spending</li> </ul>
<b>II. Budget Report</b>		
Coach + client convert tracking to budget report		
<b>Budget Report</b>	<ul style="list-style-type: none"> <li>▪ <b>Prompts</b> <ul style="list-style-type: none"> <li>○ What did you learn about your spending from tracking?</li> <li>○ What surprises did you find?</li> <li>○ What spending habits would you like to change?</li> <li>○ What would help you change your spending habits?</li> <li>○ What's untouchable in your budget?</li> <li>○ What does your ideal budget look like?</li> <li>○ What could you do right now to improve your cash flow?</li> </ul> </li> </ul>	<b>Document</b> <ul style="list-style-type: none"> <li>▪ Budget report</li> </ul>
<b>III. Values</b>		
Coach + client discuss values		
<b>Values</b>	<ul style="list-style-type: none"> <li>▪ <b>Prompts</b> <ul style="list-style-type: none"> <li>○ Tell me more about your values. What does each one mean to you?</li> <li>○ What's really important about how you live?</li> <li>○ How are you currently honoring your values in your life?</li> <li>○ What values do you most want to honor in your life?</li> <li>○ What values most affect your financial decisions?</li> <li>○ What change could you make to your spending to honor what's important to you?</li> </ul> </li> </ul>	
<b>IV. SMART Goals</b>		
Client sets SMART (specific, measurable, actionable, realistic, time-bound) goals with COACH		
<b>SMART goals</b>	<ul style="list-style-type: none"> <li>▪ <b>Prompts</b> <ul style="list-style-type: none"> <li>○ Let's take a look at your financial goals in priority order, starting with the first priority. What's important about this goal to you?</li> <li>○ By when do you want to reach that goal?</li> <li>○ How much total do you need for that goal? Is research needed?</li> <li>○ Let's calculate how much you would need to save monthly (total amount/# of months). Is that realistic?               <ul style="list-style-type: none"> <li>▪ If not, what changes do you need to make? (spend less, make more, do both, extend goal deadline).</li> </ul> </li> <li>○ Where, how, and when do you want to save the money?</li> <li>○ When will you make the first deposit?</li> <li>○ How will I know?</li> <li>○ What other goals do you want to work on?</li> </ul> </li> </ul>	
<b>V. Homework</b>		
<b>Homework</b>	<ul style="list-style-type: none"> <li>▪ Use budget tool</li> <li>▪ Take first step toward top financial goal</li> </ul>	