



MISSION STATEMENT

To maintain the stability of the EC dollar and the integrity of the banking system in order to facilitate the balanced growth and development of member states

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Eastern Caribbean Central Bank

ECCB's Savings and Investments Course



ECCU Financial Literacy Programme

Registration Contact Information

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REGISTRATION FORM

ECCB's Savings and Investments Course

PLEASE PROVIDE THE FOLLOWING INFORMATION:

Name:

Address:.....

E-Mail:.....

Work Telephone No:.....

Occupation:

Sponsor Institution (if any).....

*A REGISTRATION FEE IS APPLICABLE
For more details contact your ECCB representative*

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Recognising that personal finance and investment skills are essential to every individual, a ten-week Savings and Investments Course was developed by the ECCB in 2002 as part of the ECCU's ongoing financial literacy programme. The course which was piloted in Montserrat in 2003 is now fully implemented in all eight ECCU member countries.

ECCU nationals receive valuable insights on developing basic budgeting techniques, improving management skills and learning the basics of investing from practitioners in the field of finance and savings. Students focus on areas such as personal financial planning, debt management, risk management strategies and trading on the securities market.

This is expected to translate into positive outcomes not only for the graduates, but also for the country and the region as a whole.

Delivery of the course is made possible through the successful fostering of partnerships between the ECCB, the University of the West Indies, ECCU ministries of education, local state colleges and financial institutions.



There is more to being a graduate of the ECCB's Savings and Investments Course than receiving a certificate. Graduates automatically become a part of an alumni family that stretches across the eight islands of the Eastern Caribbean Currency Union. There are no dues to

pay and no papers to sign.

The alumni is kept strong by each graduate staying in touch. Which is why each graduate's current contact information is essential to keeping alive our communication network.

The ECCB sends e-newsletters to its graduates and in collaboration with its partners hosts speakers and events each year to ensure that graduates continue to nurture and develop their financial expertise and knowledge.

GIVING GETTING BACK EVEN MORE

Graduates are encouraged to give back by sharing their financial knowledge with their community. To this end, they organise discussions on savings, budgeting and other related topics in their churches and work places. Many have discovered that in giving of their time and knowledge they have gained so much more.

DISCUSSION AREAS	CLASS ACTIVITIES
<p>LESSON 7: HOW SECURITIES ARE BOUGHT AND SOLD</p> <ol style="list-style-type: none"> 1. Establishing an account with a broker dealer 2. Placing buy and sell orders with a broker dealer 3. Key terms in securities trading 4. Understanding the continuous trading platform used by the ECSE 	<ul style="list-style-type: none"> • Trading Exercise: 2- minute speed trading • Case Study: Smart Broker Dealers
<p>LESSON 8: REGULATION OF FINANCIAL MARKETS</p> <ol style="list-style-type: none"> 1. Purpose and objectives of market regulation 2. Regulatory framework of the Eastern Caribbean Securities Market 3. Identifying regulatory infractions 	<ul style="list-style-type: none"> • Debate on the merits of market regulation • Questions to ask before investing <p><u>Case Studies:</u></p> <ul style="list-style-type: none"> • Ill-advised and Mised??? • Much To Do About Nothing or Much To Do
<p>LESSON 9 FACTORS THAT AFFECT PRICE</p> <ol style="list-style-type: none"> 1. Market movements as a result of the actions of investors to business conditions; government actions; economic indicators; international events and conditions 2. An overview of fundamental and technical analysis 	<ul style="list-style-type: none"> • The Principles of Finance • Discussion on investors' responses to economic and business indicators as well as the actions of the FED, and the resulting impact on the prices of securities.
<p>LESSON 10: DEVELOPING AND MANAGING YOUR INVESTMENT PORTFOLIO</p> <ol style="list-style-type: none"> 1. Market risk and diversification 2. Assessing your investment profile 3. Designing your investment portfolio 	<ul style="list-style-type: none"> • Case Study: Developing an investment portfolio for Johanne Cantin • Debate—The merits and demerits of portfolio diversification. • My Financial Goals, My Investment Portfolio

PARTICIPANTS' COMMENTS

"The course was an eye opener. I learnt a lot and I am now looking at getting a pension plan and buying shares. I am also working hard towards my goal of repairing my home and setting up both an emergency fund in the event of sickness and a college fund for my children"

"As simple as it seems, the concept of "Future Value of Money" as presented and demonstrated in this course, has broadened my perspective and has motivated me beyond any expectation I brought to the course. My plans to build my house sooner than later, my keen interest and awareness of investment opportunities, and my renewed appreciation for regularly "taking stock" are examples of the positive impact..."

Of the many training stints, courses, or workshops that I have ever attended, this savings and investment course was the timeliest. Occurring at a time when the world is experiencing a financial crisis, my spending habits have been brought under control as I now not only spend unless I must but also only when it is budgeted for.

I now understand the true meaning of investment and the many rewards that can be had if the correct steps are taken.

The course has changed my life so much that there is never a day since its completion that I did not have a reason to say some line from the wealth of knowledge the many facilitators shared with us. One thing I will say for sure "I am now trained for the better" I am so glad I attended. It was the best \$100.00 I ever spent

The course was timely and very meaningful. It has given me a new perspective on saving and investment. As a result of the course I have made a determined effort to save a percentage of my salary. I have a better understanding of the financial market and can make better choices and decisions in balancing my budget and making investments.

The classes were good and made me more knowledgeable about how I should save and invest my money for the future.

The course was very enlightening and the knowledge gained is valued especially in terms of my personal savings and investing.

DISCUSSION AREAS	CLASS ACTIVITIES
<p>LESSON 1: PERSONAL FINANCIAL PLANNING</p> <ol style="list-style-type: none"> 1. Examine personal money management practices and identify areas that can be improved 2. Matching income and expenses (your budget) 3. Your Debt Profile – What bank’s assess 	<ul style="list-style-type: none"> • Developing your personal financial mission statement • Debt consolidation and restructuring of one’s finances - Examining your budget • What is your money style?
<p>LESSON 2: FACTORS AFFECTING FINANCIAL DECISIONS</p> <ol style="list-style-type: none"> 1. Simple explanation of the Time Value Of Money concept 2. Risk Return relationship of financial decisions 3. Financial decisions and their impact on one’s cash flow 4. Simple probability analysis in evaluating financial decisions 5. Computing one’s personal net worth 	<ul style="list-style-type: none"> • Financial Stock Taking • Case Study: Susan’s Finances • Financial Stock Taking: What does your balance sheet say about your finances
<p>LESSON 3: DEVELOPMENT OF A PLAN TO REACH FINANCIAL GOALS</p> <ol style="list-style-type: none"> 1. Developing SMART Goals 2. Understanding the impact of compound interest on savings and loans. 3. The Impact of interest rates on financial goals: Add-on vs. Reducing Balance 4. What you need to know about interest rates when taking loans: 5. Understanding loan covenants 6. Strategies to create positive cash flow so as to have a surplus to reach one’s financial goals; Pros and cons of (a) mortgage refinancing (b) debt consolidation (c) mortgage equity loans 	<ul style="list-style-type: none"> • Loan Checklist: Questions to Ask Your Banker • Loan Covenants • Designing SMART Financial Goals

DISCUSSION AREAS	CLASS ACTIVITIES
<p>LESSON 4: TYPES OF INVESTMENT INSTRUMENTS</p> <ol style="list-style-type: none"> 1. Definitions and characteristics of various financial instruments 2. Calculating basic financial ratios 3. Assessing the rates of returns on ECCU government securities 4. Matching investment instruments with one’s investment objectives 	<ul style="list-style-type: none"> • Matching investments with investors of different investment profiles • Designing a mutual fund
<p>LESSON 5: HOW TO PROTECT ONE’S SELF AGAINST FINANCIAL RISK</p> <ol style="list-style-type: none"> 1. Evaluating the risks and returns associated with various financial instruments 2. Understanding simple risk management strategies 3. Simple illustration of the volatility of returns 4. Understanding bond ratings (S&P code) 	<ul style="list-style-type: none"> • Identifying your investment preferences <p><u>Case Studies:</u></p> <ol style="list-style-type: none"> 1. Mr Major and - Competitive Finance 2. Meet the Browns 3. Miss Smith’s Financial Goals
<p>LESSON 6: TYPES OF FINANCIAL MARKETS</p> <ol style="list-style-type: none"> 1. Functions of financial markets 2. Types of financial markets: <ul style="list-style-type: none"> • Money markets • Stock markets • Bond markets • Foreign exchange markets • Futures/Derivatives markets. 	<ul style="list-style-type: none"> • <u>Trading Exercise:</u> Repurchase Agreements • Designing a Fictitious Futures Market applicable to the local economy