

E C O N O M I C D E V E L O P M E N T



2007-2008 Financial Fortitude Chapter Information

The 2007-2008 sororal year is destined to be a memorable one! The National Program Planning and Development Committee has several exciting announcements to make in the area of Financial Fortitude! In addition, we have provided you with some tools to use as you plan and evaluate.

2008 Talent Contest

The National Program Planning & Development Committee is pleased to continue the encouragement of obtaining individual Financial Fortitude in announcing the 2008 Talent Contest. The savings account building competition is open to all chapters and individual members. Chapter members who volunteer to participate in the Contest will open a free savings account and compete based on the growth of the account. The goal of the Contest is two-fold: to encourage routine savings for individual members and help increase their financial health. Detailed information is provided in the chapter mailing document entitled, "Talent Contest Overview and Instructions."

2008 Collegiate Seed Grant

Under the direction of our 23rd National President, Louise A. Rice, with her passion for collegiate sorors and her vision of "Empowering Communities through Committed Service," the National Program Planning and Development Committee is providing seed grant awards to collegiate chapters to support Financial Fortitude community service programs that will assist our rising future to understand the fundamentals of financial education. Information regarding the seed grant is provided in the chapter mailing documents entitled, "Collegiate Chapter President Financial Fortitude Seed Grant Letter."

Planning Tools

Please find the following items included with the chapter mailing to assist you in planning your Financial Fortitude programs:

For all chapters:

2007-08 Financial Fortitude Brochure

Financial Fortitude Service Program Evaluation Form

Talent Contest Overview and Instructions

Talent Contest Form

Additional items for collegiate chapters:

Collegiate Financial Fortitude Service Implementation Letter

Collegiate Financial Fortitude Seed Grant Form

Collegiate Chapter President Financial Fortitude Seed Grant Letter

Additional item for alumnae chapters:

Alumnae Financial Fortitude Service Implementation Letter

Upcoming Website Highlights

The National Program Planning and Development Committee will be including periodic information on the deployment of the Financial Fortitude program on the National Website.

Items to watch for include:

- Planning tools for the Financial Fortitude Component 10: Entrepreneurship
- A list of professions that can be helpful in assisting with each of the Financial Fortitude components

**Program Planning & Development Committee
announces the 2008 *TALENT*¹ Competition**

¹ *Parable of the Talents*, Matthew 25:14-30

- ▶ Open to all chapters and individual members too!
- ▶ Encourages routine savings for individual members
- ▶ Increases Financial Health (Financial Fortitude)

Award winners will be announced at the 49th National Convention in Orlando, Florida!

**CHAPTER AWARDS: EACH REGION
*Greatest Participation***

Collegiate Chapter
Alumnae Chapter

**INDIVIDUAL AWARDS: EACH REGION
*Most Money Saved***

Collegiate Winner
Alumnae Winner

Watch the National Website for More Details!!!!
www.deltasigmatheta.org/

**FINANCIAL FORTITUDE
PROGRAM RESOURCES**

Federal Deposit Insurance Corporation's (FDIC)
Money Smart - Financial Education Curriculum

National Endowment for Financial Education (NEFE)
High School Financial Planning Program

Delta Sigma Theta Sorority, Inc. does not endorse any specific financial agency, institution or services firm. Resources provided are for informational purposes only, and remain the property of the organization allowing for their use in this program.

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**Delta Sigma Theta Sorority, Inc.
Program Planning and Development Committee**

presents

FINANCIAL FORTITUDE

*Making Your Financial Dreams Come True through Education
and Implementation*



Delta Sigma Theta Sorority, Incorporated

The Total Woman: Mind, Body & Spirit

The Total Woman assumes complete responsibility for preserving her mental health, physical fitness and spiritual well-being. Pursuing financial fortitude is paramount to achieving this standard. Securing financial fortitude is tantamount to obtaining and maintaining a healthy lifestyle: mind, body and spirit.

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FINANCIAL FORTITUDE

Making Your Financial Dreams Come True through Education and Implementation

Financial Fortitude is a financial education initiative developed by Delta Sigma Theta Sorority, Inc. under the Economic Development component of the Sorority's National Five Point Programmatic Thrust.

With **Financial Fortitude**, which was developed in conjunction with resources from the Federal Deposit Insurance Corporation (FDIC), the National Endowment for Financial Education and other well known legal and financial institutions, sorority members are encouraged to implement programs that focus on various successful financial behaviors such as setting and writing short term and long term financial goals; establishing and maintaining bank accounts; credit education and management, retirement and education savings and investments, estate planning and how and why to purchase insurance, etc.

Key Modules of the Program include:

- ▶ Module 1: Goal-setting, Budgeting & Banking
- ▶ Module 2: Credit Principles
- ▶ Module 3: Savings
- ▶ Module 4: Investments
- ▶ Module 5: Education Savings
- ▶ Module 6: Retirement Savings
- ▶ Module 7: Home Ownership
- ▶ Module 8: Insurance
- ▶ Module 9: Estate Planning
- ▶ Module 10: Entrepreneurship

Implementation - Phase I

Financial Fortitude was internally introduced to Sorority members during the 2005 regional conference cycle, and sorors began implementation during the 2005-2006 sororal year. Chapters were provided with a toolkit on CD that included the program manual with specific lessons on these 9 key modules. The program guidance was designed to allow the program to be implemented over a typical sororal year (approximately nine monthly meetings). The manual also includes a curriculum assessment matrix to assist chapters in further customizing their individual program to meet the needs identified from its particular chapter and/or community demographics, such as members in various life stages, which typically have varying financial goals (planning for college, planning for retirement, etc.) Chapters were encouraged to use the program for internal development during the first year in order to present the greatest quality of service programs during the second year..

Implementation – Phase II

Because Delta Sigma Theta is a service organization, all programs are planned with a community implementation vision. The organization seeks to make a measurable positive impact in each of the communities in which it operates. With the **Financial Fortitude** Program, it is envisioned that sorority members will first prepare themselves to better their personal financial practices, and then in turn, develop and implement programs in their local communities. These programs will then inspire community members to better their

financial practices, improving the community. Financial Fortitude builds upon the idea that to be truly successful, we must develop and maintain financial knowledge and develop intergenerational wealth in our communities. Financial Fortitude also builds upon President Rice's theme, The Total Woman: Mind, Body and Spirit – where financial fortitude provides a key component of a healthy lifestyle.

What You Can Do

If your chapter has not yet implemented the **Financial Fortitude** Program, get it started! Work within your existing chapter programs to add financial fortitude components, provide financial information to your members and the community in various ways through your local financial and legal resources (at chapter meetings, through your chapter newsletter, in a community column in your local newspaper). Schedule and implement quality **Financial Fortitude** programs for your chapter members, and then for the community!

Chapters are invited to participate in our current national competition based on the programs that they implement over the 2007-2008 sororal year. Members of the Financial Fortitude subcommittee of the National Program Planning and Development Committee will review the implementation documentation of submitted applications, and winners from each of the seven (7) regions will be identified. The winners will be showcased at the Sorority's 49th National Convention in Orlando, Florida for their outstanding programming deployed to our service areas for **Financial Fortitude**.



FINANCIAL FORTITUDE PROGRAM EVALUATION FORM

SECTION I Background Information

Name of Chapter: _____

Chapter President: _____

Address: _____

Region: _____ Number of Financial Members: _____

Contact Person Reporting/Title: _____

Contact Person E-mail Address: _____

Contact Person Telephone Number: _____

Name of Project: _____ Sororal Year Evaluated: _____

Financial Fortitude Components Covered (check):

_____ Goal-setting/Budgeting/Banking

_____ Retirement Savings

_____ Credit Principles

_____ Home Ownership

_____ Savings

_____ Insurance

_____ Investments

_____ Estate Planning

_____ Education Savings

_____ Entrepreneurship

Project Description Summary: _____

Service Providers/Professionals Secured: _____

Location: _____

Media/Advertising Used*: _____

Expected Number of Participants: _____ Actual Number of Participants: _____

Budgeted Cost: _____ Actual Cost: _____

Number of Delta Volunteers Needed: _____ Actual Number of Volunteers: _____

* applicable for Community Service Programs, not applicable for Internal Development Programs

SECTION II Program Implementation

Select how much of the program plan resulted in actual implementation

- a. Participants attending. Full _____ Partial _____ None _____
- b. Service providers secured. Full _____ Partial _____ None _____
- c. Appropriate location secured. Full _____ Partial _____ None _____
- d. Materials and equipment used. Full _____ Partial _____ None _____
- e. Time adherence. Full _____ Partial _____ None _____
- f. Service area marketing.* Full _____ Partial _____ None _____
- g. Other item (please specify) _____

_____ Full _____ Partial _____ None _____

* applicable for Community Service Programs, not applicable for Internal Development Programs

SECTION III Quality of the Program's Delivery

How relevant or practical was the program to the targeted participants?

Extremely _____ Very _____ Partially _____ Not at all _____

Comments: _____

How effective were the service providers/professionals to the participants?

Extremely _____ Very _____ Partially _____ Not at all _____

Comments: _____

How useful were the materials?

Extremely _____ Very _____ Partially _____ Not at all _____

Comments: _____

How effective was the pace of the program?

Extremely _____ Very _____ Partially _____ Not at all _____

Comments: _____

Did the Delta volunteers satisfactorily meet their expected level of participation?

Extremely _____ Very _____ Partially _____ Not at all _____

Comments: _____

Did the program meet its expectations overall?

Extremely _____ Very _____ Partially _____ Not at all _____

Comments: _____

If any of the answers selected above are “partially” or “not at all,” please provide solutions for improvement for future community service implementation planning.



Delta Sigma Theta Sorority, Inc.

National Program Planning & Development

2008 Talent Contest Overview & Instructions

Eligibility:

The National Program Planning & Development Committee is pleased to announce the 2008 Talent¹ Contest. The Contest is open to all chapters and individual members. Chapter members who *volunteer* to participate in the Contest will open a free savings account² have these accounts. The goal of the Contest is two-fold: to encourage routine savings for individual members and help increase their financial health.

Entry Deadline:

Individual chapter members volunteering to participate in the Contest will submit a redacted³ copy of their *opening* savings account balance statement with their starting balance to the Chapter designated Financial Fortitude Representative or the Chapter's Economic Development Committee Chairperson before December 1, 2007. The representative will send one copy each of a completed Contest Entry Form, per chapter postmarked before or on December 1, 2007.

Individual members will submit their *closing* savings account balance to the Chapter designated Financial Fortitude Representative or the Chapter's Economic Development Committee Chairperson on Monday, March 31, 2008. The representative will send redacted copies of both the *opening and closing* savings account balance statements for each participating member plus the chapter's completed Contest Entry Form. All items must *be received* by mail not later than Friday, April 4, 2008. All requested entry information shall be mailed to:

¹ Referenced to Parable of the Talents, Mathew 25:14-30

² Delta Sigma Theta Sorority, Inc. does not endorse any consumer banking institution. In our feasibility research, the National Program Planning and Development Committee found that as of September 1, 2007, both Emigrant Direct and ING (Orange) were financial institutions that advertised free savings accounts.

³ Please redact all unnecessary personal information from the form with a black marker. Information that needs to be maintained is the Soror's name, the last three digits of the account number, the balance and any corresponding balance dates.

The National Program & Planning Development Committee

Delta Sigma Theta Sorority, Incorporated

1707 New Hampshire Avenue N.W.

Washington, D. C. 20009

Judging:

Judging of the entries will occur in the Spring of 2008 by the National Program Planning & Development Committee. Entrants can expect feedback from the Committee during their Regional Conference.

Presentations:

Winners will be announced by the National Program Planning & Development Committee at the 49th National Convention in Orlando, Florida. One award will be given per region for ***Most Participation*** to the Collegiate and Alumnae chapters with the highest percentage of participants/entrants in the Contest. Two individual awards will be given one Collegiate Soror and one Alumnae Soror for ***Most Money Saved***. The date and time of the announcement of the awards will be announced at a later date. Decisions of the National Program Planning & Development Committee are final.

If you have any questions regarding the requirements for entry in the Contest, please call (202) 986-2400.

Good luck Sorors and happy saving!

Greetings Alumnae Sorors,

Sorors, the last few years have been most exciting in Delta Sigma Theta as the Sorority successfully rolled out its latest Signature Programs under the title, “The Total Woman: Mind, Body and Spirit.” The Total Woman assumes complete responsibility for preserving her mental health, physical fitness and spiritual well-being. As you’ve seen in the 2007 Financial Fortitude Brochure, pursuing Financial Fortitude is paramount to achieving this standard. Securing Financial Fortitude is tantamount to obtaining and maintaining a healthy lifestyle: mind, body and spirit.

As the signature program for the Economic Development thrust, Financial Fortitude was developed in 2004 from the forethought of our illustrious 23rd National President, Dr. Louise A. Rice, as the catalyst to combat the ever-growing gap between African Americans and their finances. In her Opening Ceremony remarks during our 2007 Regional Conference Cycle, Soror Rice, urged that Delta should take the lead in assisting the small business owners in our communities. As such, our goal is and will remain to be to produce programs that aid in the constructive development of Sorors and to educate the community in an effort to give back.

To assist the chapters, the Program Planning & Development Committee will make greater use of Delta’s website and other communications tools to share and update our suggestions and strategies for implementation of Delta Programs. In addition, where feasible and mutually satisfying, the Committee encourages alumnae and collegiate chapters to form partnering relationships in rolling out the programs to the communities. For example, this will work especially well for the Financial Fortitude Program. This will not only forge positive relationships, but it will also help to make the best use of community resources and share any costs associated with implementation of the programs on a local basis.

Sample Implementation Plan

It is important that each Financial Fortitude program presented internally is evaluated for material effectiveness before presenting to the community. The following model and key is a suggested guide for timing on internal and service presentations based on the sororal year calendar. This is only a suggested plan and can be revised as needed. The first is based on chapters who have not yet implemented a Financial Fortitude program internally and the last is for those that simply need to evaluate their internal programs before implementing their community program.

Model 1: for chapters who want to present a component to the community that they have not presented internally.

November '07- Internal Prgm	January '08 - Evaluation	March '08 - Community Service
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Model 2: for chapters who want to present a component to the community that they have already presented.

November '07 - Evaluation	January '08 - Community Service
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Sincerely,

The 2006-2008 National Program Planning and Development Committee

Dear Collegiate Sorors:

As we continue another exciting biennium of “One Mission, One Sisterhood: Empowering Communities through Committed Service,” let us persist in disseminating the program, Financial Fortitude, to our service areas and campuses. As the signature program for the Economic Development thrust, Financial Fortitude was developed in 2004 from the forethought of our illustrious 23rd National President, Dr. Louise A. Rice as the catalyst to combat the ever-growing gap between African Americans and their finances. In her Opening Ceremony remarks during our 2007 Regional Conference Cycle, Soror Rice, urged that Delta should take the lead in assisting the small business owners in our communities. As such, our goal is and will remain to be to produce programs that aid in the constructive development of Sorors and to educate the community in an effort to give back.

As we continue this biennium, we encourage all collegiate sorors to embrace these modules of Financial Fortitude:

1. Setting Goals & Budgeting & Banking Fundamentals
2. Credit Principles
3. Savings
4. Investments
5. Education Savings
6. Home Ownership
7. Entrepreneurship

These seven modules are key to developing your financial foundation as you all prepare to graduate and enter into the working world. As collegiate sorors we would like to empower each of you to proactively create workshops for personal chapter development and community service. We would also like to encourage the partnership with your local alumnae chapters in your area. In order to facilitate the development of your Financial Fortitude community service programs, we have developed a seed grant for collegiate chapter led Financial Fortitude programs. The information on the seed grants has been provided within this chapter mailing.

Sample Implementation Plan

It is important that each Financial Fortitude program that is done internally is evaluated for material effectiveness before presenting these programs to the community. The following model and key is a suggested guide for timing on internal and service presentations based on the collegiate calendar. **This is only a suggested model and can be revised as needed.** (Key: ID/E – Suggested timing on presentation of an internal program and the requisite evaluation of the program. CS – Suggested timing on the presentation of the service Financial Fortitude program to the community.)

Financial Fortitude Component	FL '06	SP '07	FL '07	SP '08
Goal Setting/Banking/Budgeting	ID/E	CS		
Credit Principles/General Savings		ID/E	CS	
Investments/Education Savings		ID/E	CS	
Homeownership/Entrepreneurship			ID/E	CS

The overall objective of the collegiate focus is to “Partner, Show, Tell, and Do.” We want you to **partner** with each other, the community and the alumnae chapters. **Show** each other the importance of creating a strong financial foundation. **Tell** others, more specifically the community everything you are learning. **Do** is actually implementing the learning in your own personal lives. By following this model you will be able to create a level of urgency in your community that will lead your constituents and your peers to creating a stronger **FINANCIAL FORTITUDE**.

Sincerely,

The 2006-2008 National Program Planning and Development Committee

Dear Collegiate Chapter President,

Under the direction of our 23rd National President, Louise A. Rice, with her passion for collegiate sorors and her vision to empower communities through committed service, the National Program Planning and Development Committee is providing seed grant awards to collegiate chapters to support Financial Fortitude community service programs that will assist our rising future to understand the fundamentals of financial education.

Grants are available and will be awarded to one collegiate chapter in each region. A completed “2007 Collegiate Financial Fortitude Seed Grant Application” must be submitted by December 1, 2007 in order to be considered for these funds. The grant will be made by January 30, 2008. The form is included in this chapter mailing.

Thank you in advance for empowering communities with your committed service,

The National Program Planning & Development Committee

Please return to National Headquarters by December 1, 2007.

DELTA SIGMA THETA SORORITY, INC.

A Service Sorority

Grand Chapter



COLLEGIATE CHAPTER INNOVATIVE FINANCIAL FORTITUDE PROGRAM PLAN

(Chapter Seed Grant)

Chapter _____ **#** _____ **Region** _____

Chapter President _____

Project Coordinator _____

Title of Project _____

Describe Need Your Plan is Designed to Address:

Briefly State Project Objective(s):

Describe Plan of Action and Timelines:

Describe Participants (number, grade, etc.) Your Project Will Involve:

Chapter Seed Grant Program Plan

Briefly Describe How This Plan Will Be Evaluated:

Briefly Itemize the Complete Budget for the Project:

How Would a Grant of \$500 Enable Your Chapter to Proceed in This Project?

Amount Requested from the National Program Planning and Development Committee: \$

Chapter President: _____

Signature

Address: _____

Telephone: H() _____ B() _____

Date: _____

Note: One grant that will be awarded per region. The grants will sent by January 30, 2008. Chapters receiving grant awards must submit a final report, by April 1, 2008 (for fiscal year 2007-2008), describing the effectiveness of the project. If a final report is not submitted, the chapter will be ineligible for future consideration.

(Please Use Additional Sheets If Necessary)