

# ADDITIONAL CASH

## Directions

Welcome!

You are an “additional cash” sales person!

Below you will find helpful advice to make your role as easy as possible. Please read thoroughly even if this is not your first time.

- Additional cash includes wages received from a part-time job and/or the personal loan amount approved by the debts and loan sales person.
- A student may visit your table at any time while managing their budget. Usually they do when they realize they are spending too much and feel they need a part-time job, but if you're their first table feel free to sell away!
- Hours in a day and practicality shouldn't be discussed until they visit a financial advisor.
- Students may only get a part-time job, in an area they are qualified. Go through the list and award them a job that seems most compatible to their expertise in real-life or to their future life occupation.
- Students are not allowed to get their spouse a part time job, only themselves.
- Your role is to sell, not to help students make the best choice. You can however, remind students that a part-time job comes with more than just additional income. For example, say things like:
  - “Who will take care of your children outside daycare times?”
  - “Who will be home to cook dinner?”
  - “How will you find time for hobbies and entertainment?”
- Have fun and remember that this is not the time for you to be teaching them good financial education, the financial advisors are there to do that after they make mistakes!

