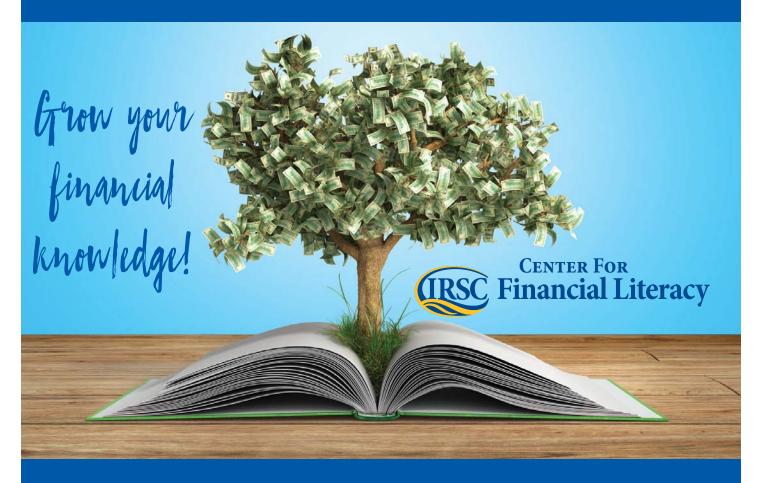
FINANCIAL LITERACY SEMINAR



MARCH 6-8, 2018 5:30 - 7:30 P.M.

INDIAN RIVER STATE COLLEGE
TREASURE COAST PUBLIC SAFETY TRAINING COMPLEX
4600 KIRBY LOOP ROAD • FORT PIERCE, FLORIDA

SUPPORTED BY
THE MARILYN C. LINK ENDOWED TEACHING CHAIR IN FINANCIAL MANAGEMENT

Tuesday, March 6 ■ **Savings & Investment**

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5:15 p.m.	Registration
5:30 p.m.	Welcome
5:40 p.m.	Introduction of Speakers
5:45 p.m.	Savings
	 What is Savings? What are the Differences in Emergency Funds, Short-term Savings & Long-term Savings? When Should I Start Saving? What are the Advantages of Starting Early? What is Compound Interest?
6:25 p.m.	Investment
	 What is Investment? What Investments Can I Make? Should I Rent or Buy Real Estate? Should I Buy or Lease a Car?
7:05 p.m.	Question & Answer Session
7:30 p.m.	Closing Remarks
Wednes	day, March 7 ■ Credit Management
5:15 p.m.	Registration
	Registration Welcome
5:30 p.m.	Welcome
5:30 p.m. 5:40 p.m.	Welcome
5:30 p.m. 5:40 p.m.	Welcome
5:30 p.m. 5:40 p.m. 5:45 p.m.	Welcome
5:30 p.m. 5:40 p.m. 5:45 p.m.	Welcome
5:30 p.m. 5:40 p.m. 5:45 p.m.	Welcome

Thursday, March 8 ■ Negotiating Pay

5:15 p.m.	Registration
5:30 p.m.	Welcome
5:40 p.m.	Introduction of Speakers Maria S. Davis, D.B.A
5:45 p.m.	Negotiating a Higher Pay: Employee Point of ViewSusan Berlin, D.D.S. President, AAUW Palm Beach County
	 Why Negotiate - The Gender Pay Gap & How it Affects You 4 Steps to Negotiation Know Your Value, Benchmark Your Salary & Benefits, Know Your Strategy, and Practice Deflection Strategies - What to Avoid Discussing Before You Receive an Offer Persuasive Responses - Use These to Begin the Negotiation Process Employee Benefits to Sweeten the Deal Conclude the Negotiation
6:25 p.m.	Negotiating a Higher Pay: Employer Point of View Mark A. Wade, Ph.E. Master Instructor, Indian River State College
	 What Are You Worth? How Can You Help My Company Make Money? Avoid Emotions & Comparisons Between Employees Use of the "Half-Nelson" Close in Wage Negotiations Understanding Supply & Demand for Labor Beware of "Wage Killers": Children, Education, Experience, Flexibility, Transportation & Attitude The Education vs. Experience Debate The Gender Pay Gap Flaw - The Potential Problem with Playing That Card
7:05 p.m.	Question & Answer Session
7:30 p.m.	Closing Remarks

For more information, contact:

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