

# OVERVIEW OF THE STEPS TO LEAD AN FPU CLASS - PLEASE READ

## I. Goal of These Sessions:

Since Personal finance is **80% behavior** and 20% knowledge, *you are to help others, along with yourself, change behaviors!*

### A. What Brings About This Change?

1. Conviction, Conviction, Conviction!
2. Only when the pain of same is greater than the pain of change will people expend the necessary effort to acquire real peace.

### B. What Is The Source Of This Conviction?

**YOU, YOU MUST LEARN TO HATE DEBT AND LOVE TO EMPOWER PEOPLE WITH HOPE, CONFIDENCE and KNOWLEDGE.**

1. Debt robs people of their "Peace of Mind".
2. FPU EMPOWERS PEOPLE WITH HOPE!
3. A lack of Understanding brings "Insecurity".
4. FPU EMPOWERS PEOPLE WITH CONFIDENCE!
5. People are destroyed by a "lack of knowledge".
6. FPU EMPOWERS PEOPLE WITH KNOWLEDGE!

C. **How do you teach others to hate debt?** As your group opens up and starts talking about how debt has robbed them of peace and joy, you will all learn together how to hate debt. The key is to let people talk about the pain it causes.

D. Within the first 5 classes, **CUT UP YOUR CREDIT CARDS IN FRONT OF THE GROUP if you have any!!!** Your group will follow your lead.

E. **We are on a crusade to turn this nation around and it starts with YOU being an example in these group sessions!**

## II. Important things to do when leading a session:

A. **Draw out lots of interaction.**

B. **Use lots of humor.**

C. **Use personal stories.**

D. **VITAL-Get them to remove their masks** (the invisible barrier we all use to insulate ourselves from the outside world). **The primary goal of a Group Leader is to get members to OPEN UP and face the reality of their situation:**

1. Convey that you are there to help one another, not hurt each other.
2. **Be transparent yourself. Let them see your personal weaknesses.**
3. **Let them feel you really care about them and their progress.**
4. Make an emotional and spiritual connection with them expressing compassion for their situation.
5. Let them cry if they are hurting (*Prayer and hugs work wonders*).
6. If you have to, in order to help someone – make them cry (*moved by your compassion*).
7. Break pride filled spirits gently but firmly.
8. Get in their face emotionally when needed. Don't let them get away with doing something they know they shouldn't be doing.

E. **Let the group members help one another. The best Group Leaders facilitate the conversation;** they provide direction and focus while keeping things flowing.

F. **Pace yourself and the group so everyone has an equal opportunity to speak and reflect.**

- G. **Most importantly, LISTEN to what people are saying.** Don't just politely pay attention, really LISTEN. Never respond to a question or comment unless you are sure you fully understand what has been said.
- H. **Be sure to not go past the designated time for the end of each session.** Otherwise you may have some people not returning for the next session.
1. If anyone wants to stay afterward to help someone after the group session is dismissed, that is up to you as the coordinator.
  2. Be certain not to violate your location arrangement agreement.

### III. Things to do prior to your classes:

#### A. Review lesson materials prior to each class (if time permits).

1. Review for each lesson the Discussion Outline and Accountability Questions to assist you in leading the small group portion of the class. You do not have to pre-view the video, but it helps, especially the first time.
2. These pages are also in the member workbook at the end of each lesson:
  - a. "Discussion Questions"
  - b. "Accountability Check-Up"

**Review Accountability Check-up questions each session.** This will take the majority of your small group session time.

- 1) **It is very important that you try to get through all of the accountability questions each week (but don't rush it!).**
- 2) Go through the questions in order; however, skip around the room for answers so that no one is trying to count ahead and think about how they will answer the question.

#### B. Prepare yourself with prayer.

1. Pray for wisdom and understanding/receptive hearts.
2. Pray for your group; each person is a spiritual being.

#### C. Session Room Set-up

1. Chairs should be set-up in classroom style to begin the session.
2. Be sure your TV/VCR or Video Projector/VCR and Screen are ready.
3. Bring the appropriate *Financial Peace University* video lesson.
4. Bring your Class Attendance Record (located on pages 5-6 in this guide) and pens/pencils.

#### E. Needing Additional Help? . . .

1. If you need assistance with leading more than one group, look for the natural leaders - volunteers to help you lead that group.
2. After your Orientation night you'll know if you need another leader for the group based on how many people enroll.
3. You can always call our office at 1-888-22PEACE or 1-877-FPU-COOR.

### IV. AFTER COMPLETING YOUR FIRST 13-WEEK PROGRAM:

We would like to encourage you to **consider starting up a second class immediately.** This will prove to be a tremendous blessing in your life because of the behavioral aspects of this program. The more times you lead this program and help others the more it actually helps you!

- V. **Remember, the only way to get out of debt and into surplus is by truly hating debt and eliminating it! It takes getting angry at debt to have the passion needed for a permanent change of habits and thinking.**

**Together, we can help change the direction of this nation and world by bringing hope and peace back into our homes and communities.**