
Navigating in Indian County

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Today we will discuss

- The need for financial skills in Indian Country
- Issues related to working in Native communities
- How financial institutions can assist with the development of financial skills



Native families have little experience managing finances

- Consequences include:
 - ❑ limited ability to manage financial resources
 - ❑ victimization by predatory lenders
 - ❑ failure to qualify for home mortgages
 - ❑ financial insecurity
 - ❑ high unemployment and poverty
 - ❑ inability to manage community assets
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Self reliance starts with personal financial skills

- Need the information and experience necessary to:
 - ❑ manage family budgets
 - ❑ operate businesses
 - ❑ achieve savings goals
 - ❑ use credit wisely
 - ❑ get approved for home mortgages
 - ❑ grow community assets
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Building Native Communities curriculum strengthens tribal financial skills

- The purpose of the curriculum is:
To enable community members to realize their traditional values by learning financial skills that will help each person make informed financial decisions for themselves, their family, and their community.
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Each session builds on traditional practices to teach new skills

- Each session provides:
 - opportunity to discuss community's traditional practices
 - connection between Native resource management and financial management
 - introduction to financial skills
 - interactive discussion questions
 - skill reinforcement exercises
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Native resource management and financial management use similar skills

- These skills include:
 - ❑ awareness of resources
 - ❑ saving
 - ❑ budgeting resources
 - ❑ using tools to maximize resources



Six sessions cover personal financial skills for families

- The topic areas include:
 - building a healthy economy
 - developing a spending plan
 - working with checking and saving accounts
 - understanding credit and your credit report
 - accessing credit
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Benefits of working with Native communities

- Benefits include:
 - ❑ untapped market
 - ❑ # of customers
 - ❑ customer loyalty
 - ❑ potential business owners
 - ❑ potential homeowners
 - ❑ community reinvestment act (CRA) credit



Working in Indian Country requires building relationships

- This includes:
 - ❑ a thoughtful approach
 - ❑ building rapport
 - ❑ assessing
 - ❑ planning



Approach the community with humility and an open mind

- This involves:
 - looking at the environment, community, and people
 - being receptive to learning and listening
 - doing your homework
 - Native Tribes
 - sovereignty and legal issues
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Establishing relationships creates a stronger partnership

- Critical success factors include:
 - ❑ attention to cultural nuances and customs
 - ❑ developing trust and commitment
 - ❑ investing time in building relationships



Assess community resources and potential for growth

- This includes:
 - identify systems that play a critical role
 - identify relevant resources
 - look at challenges (e.g., infrastructure, distance)
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Developing mutual goals creates opportunities for partnerships

- This involves:
 - strengthening rapport, exploring and reflecting
 - joint journey



Establishing relevant venues for services will ensure respect and support

- This includes:
 - find the “Gate Keeper”
 - incorporate training with an already existing program
 - create incentives
 - investigate facilities
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What can Financial institutions do?

- Be Proactive
 - Learn about the Native Communities
 - Develop unique and creative strategies
 - Develop a special Native initiative
 - Sponsor and participate in Financial skills program
 - Volunteer for tribal activities
 - Spend time working in the community
 - Hire Native people
 - Do your homework (research, talk with others)
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