



USAID
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MICROLINKS SEMINAR SERIES

Exploring Frontiers in Inclusive Market Development

PATHWAYS TO DEVELOPMENT: EVIDENCE FROM YOUTHSAVE

WEBINAR CHAT TRANSCRIPT

OCTOBER 9, 2015

PRESENTERS

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WEBINAR CHAT TRANSCRIPT:

Indra Klein: Hi. Development consultant, DC, GREAT YouthSave video! Gave me goose bumps, in a good way!

Indra Klein: Serious static sounds.

USAID Microlinks 2: Good morning everyone!

USAID Microlinks 2: Thanks for joining us this morning and please introduce yourselves.

USAID Microlinks 2: We will probably get started a bit after the hour.

Gyanesh Lama: I can't hear anything, are you just typing now or also speaking.

USAID Microlinks 2: Just typing right now -- nothing to hear yet!

Gyanesh Lama: Ok, thank you.

USAID Microlinks 2: How is everyone doing this fine day?

Gyanesh Lama: Doing great, 6 am in California.

USAID Microlinks 2: Wow, Gyanesh you are up bright and early to join us. We appreciate it!

Claire Smith: Good morning! My name is Claire I am a nursing student at the University of Maryland. We are in a community health rotation right now. I thought this webinar would be a great opportunity to learn about da different perspective on improving people's futures and how it can relate to health.

Gyanesh Lama: Great to be here.

USAID Microlinks 2: That's pretty cool, Claire! We're happy to see you on here this morning.

Larissa Schneider: Hi everyone, my name is Larissa and I work with MEDA. Happy to hear more about the results from the YouthSave project today.

USAID Microlinks 2: Hi there Larissa, thanks for introducing yourself.

Cassandra Schneider: Good morning everyone! My name is Cassandra. I am a masters of International Relations student at Syracuse University. I am participating in the webinar on behalf of the Near East Foundation. We are interested in the use of financial training courses as a way to aid at risk populations in the Middle East, particularly Syrian refugees and the host communities they live in.

USAID Microlinks 2: Hope you all can hear us now!

I-Hsing Sun: Nope.

Cassandra Schneider: I also cannot hear you.

Sarah Page: Hi, my name is Sarah Page, and I work for CRS in Tanzania. We work a lot with international savings and lending groups, but haven't yet worked extensively with youth in this area.

Christophe Bochatay: Good morning. I'm Impact Manager at Triple Jump, joining from Geneva Switzerland.

USAID Microlinks 2: Can you hear Usman speaking?

Gyanesh Lama: Sorry I did not introduce myself. My name is Gyanesh. I am an Assistant Professor at California State University, Fresno. I am originally from Nepal, and I was part of the YouthSave team Nepal.

Jennine Carmichael: Jennine Carmichael, with the ASPIRES project at FHI 360.

MORGAN MERCER: Hi all! I'm Morgan Mercer with ACDI/VOCA's Technical Learning and Application division. Great to be here!

Harrietta Ward: Harrietta Ward, Virginia Commonwealth University.

Jennie Rabinowitz: Hi everyone, this is Jennie. I'm in Program Management at Fintrac. Joining from St. Thomas, Virgin Islands.

USAID Microlinks 2: Hi Morgan, Harrietta, and Jennie!

I-Hsing Sun: Trying to listen by phone or by webinar, but I don't hear anything?

Prabhat Labh: Good morning everyone. I am Prabhat Labh, working on the Financial Inclusion Team at the MasterCard Foundation.

Gina Duclayan: Gina Duclayan, Population Council.

Krisana Pieper: Hi, Krisana Pieper CGAP Measuring Markets Development Team, Paris.

Eve Hamilton: Hello, this is Eve Hamilton from World Council of Credit Unions.

KDAD AV Tech: I've opened up the in room mics so you can make sure you're getting sound. Currently no one is speaking, it's just friendly in room chatter.

USAID Microlinks: Hi, I-Hsing, Prabhat, Krisana and Eve.

Melanie Chen: Melanie Chen, with Freedom from Hunger.

Andy DeBoer: Hi everyone, I'm Andy DeBoer - I work with the program support team for World Renew, in our Grand Rapids, MI office.

I-Hsing Sun: Great. Thanks!!

USAID Microlinks: We have started!

USAID Microlinks: Hoping everyone can hear!

Gyanesh Lama: I can't hear.

Eve Hamilton: Actually, the audio has disappeared.

Cassandra Schneider: Nor I.

Indra Klein: Sound is great!

Larissa Schneider: Sound is fine here.

Gyanesh Lama: Ok now I can hear, and see the video.

USAID Microlinks: The YouTube link for this video is in the link pod.

Claire Smith: Sound is good!

Larissa Schneider: Actually there is a feedback loop on the sound.

USAID Microlinks: Here is the YouTube link for this video: https://www.youtube.com/watch?v=dIOh_xOI7wM&feature=youtu.be

Cassandra Schneider: I can hear the video but could not hear anything else.

Larissa Schneider: Works now, thanks!

KDAD AV Tech: Enjoy the video! It runs for another couple of minutes.

KDAD AV Tech: Then we'll come back to our in room presenters...

USAID Microlinks: Nicely captures the whole the idea of youth savings.

Alemayehu Bikila: Sound is ok!

Indra Klein: YouthSave should use video for Giving Tuesday event.

USAID Microlinks: Rani is up on the podium and giving her opening remarks!

Cassandra Schneider: I still can't hear anything.

KDAD AV Tech: Please see our private chat Cassandra.

Eve Hamilton: Still no audio. Will try exiting and re-entering, as I could hear conversation in the room initially.

USAID Microlinks 2: As a reminder to everyone, please use Firefox or Safari for Adobe Connect! Chrome can cause problems.

USAID Microlinks: Rani just invited Ruth Dueck-Mbeba on the podium to give her opening remarks.

Indra Klein: How many yrs. has project been in effect? How many youth are multi-yr. savers?

USAID Microlinks: Those who have not introduced themselves, please go ahead and type your name and organization. Would be really interested to know where people are logging in from!

Omar Cancel Rios: Omar Cancel Rios.

Omar Cancel Rios: United Omar Cancel Rios United Way of Greater St. Louis (Practicum).

I-Hsing Sun: I-Hsing Sun, Cities for Financial Empowerment Fund, NYC.

Pascal Nery Jean-Charles: I'm from SCI Haiti, technical Sr Officer Adolescent Development.

Ekanath Khatiwada: Ekanath Khatiwada, SABAL /SCI Nepal.

Laura Hughston: Hi everyone, Laura here, from Plan UK.

Sean Dryer: Sean Dryer, Management Sciences for Health.

USAID Microlinks: Good to hear from you all!

Aleja Rosario: Aleja Rosario CT Association for Human Service Program Manager for CT Money School.

Alemayehu Bikila: Hi everyone, Alemayehu kuma from GOAL.

USAID Microlinks 2: Thanks for introducing yourselves!

USAID Microlinks 2: As a reminder, you can use this chat pod throughout this morning to ask questions, which we will document and ask on your behalf during Q&A periods.

USAID Microlinks 2: You can also make connections with one another by starting a private chat. To do so, hover over another participant's name in the attendees' box, and click "start private chat."

Indra Klein: For youth who are saving for education: secondary school and beyond, are they introduced to other programs to help leverage their ability to attain educational goals?

Maureen Herman: Greetings from Catholic Relief Services HQ in Baltimore!

USAID Microlinks: Thanks for the question Indra and hi Maureen.

Indra Klein: Are participants required to pay any bank fees or are these waived?

USAID Microlinks: Panel-1 will cover research methodologies and findings of the program.

Luz Perez: Luz Perez, graduated from MSW, Washington University, Living in Colombia, follower of savings account program in Colombia, also studying interpretation Ingles-Spanish at Univ. Nacional Bogota-Colombia.

USAID Microlinks: Hi Luz, great to have you here.

Ekanath Khatiwada: I could not hear.

David Myhre: The technical issues are preventing me following. The webinar will soon be available for viewing, correct?

USAID Microlinks 2: Hi David, the webinar will be available to watch back within about a week of today.

Indra Klein: Are participants able to call in for audio -- toll-free?

David Myhre: Okay, thanks. I think a platform that does not work well with Chrome is not the platform to use! I also could not get through on the conference line, just got the hold music after inputting the additional code.

KDAD AV Tech: Indra: sure thing: (800)832-0736.

KDAD AV Tech: Code: 9865920.

USAID Microlinks 2: About to kick off Panel 1!

Indra Klein: Thank you!

USAID Microlinks: That was Ruth with her opening remarks.

Corrinne Ngurukie: Corrinne Ngurukie, Save the Children. Currently with ASPIRES SA.

David Myhre: After inputting code, *65*8690#, correct?

USAID Microlinks: Also spoke about the new publication, the link for which has been shared in the links pod.

KDAD AV Tech: I think it's *9865920#

USAID Microlinks: This is the panel for research, outcome and impact.

USAID Microlinks: Feel free to type your observations and comments in the pod.

Liz Arriaza: Greetings from AOM Solutions in Raleigh, NC.

David Myhre: I finally got through on the phone line and the audio is clear on it.

KDAD AV Tech: Glad to hear it David, if you're calling in, please make sure your phone is muted. Thanks!!

Hans Muzoora: Joined.

Indra Klein: Does study discern reason for higher male saver rate?

Luz Perez: would you please share the link of the new publication through this chat. Thanks.

USAID Microlinks: Hi everyone, here is the link for their new publication: <https://www.newamerica.org/youthsave/youthsave-2010-2015-findings-from-a-global-financial-inclusion-partnership/>

Ekanath Khatiwada: In my personal view, it is required to do a situation-specific demand studies to establish youth's need for credit and the structure of credit programs, youth's financing needs may differ as per the local market demand, how do you see the need in your perspectives?

USAID Microlinks 2: Thanks for all of your questions, Indra. To all others, remember you are able to ask questions to the panelists by typing here!

Indra Klein: Aside from more business on books, were there any incentives for banks to go to target population?

I-Hsing Sun: Graph?

Indra Klein: Please update slide.

Larissa Schneider: Graph?

USAID Microlinks 2: Wow! That's a lot of money saved.

Maureen Herman: Back to graph please.

Maureen Herman: The next one. About savings levels.

Indra Klein: Are any participating youth not in school?

USAID Microlinks 2: You can download the slides after the presentation to check back on any figures.

Maureen Herman: Great!

USAID Microlinks: Ekanath, I noted your question. Others can also type their questions in the pod for me to share with the presenters.

USAID Microlinks 2: Interesting finding: younger youth save more than older youth.

Indra Klein: Am impressed with savings commitment. It certainly suggests parent/guardian commitment.

Ekanath Khatiwada: Thanks, awaiting to hear the reply, Great data, excellent analysis.

USAID Microlinks 2: The utility of mobile technology!

Ekanath Khatiwada: In Nepal, banks do have some incentives opening the accounts, that's great!!!

Karla Yoder: Can't hear.

Frank Tembo: Thank you. Great information. Interesting.

Indra Klein: Please ask speaker to speak up and into mic?

Indra Klein: She sounds as if she is in tunnel.

Omar Cancel Rios: More volume please.

KDAD AV Tech: Thank you for all the feedback. FYI, we have multiple speakers with different audio setups today, so please be patient and bear with us as we figure out things dynamically throughout the day. Thanks!

USAID Microlinks 2: I find the psychosocial aspects of this research very fascinating.

USAID Microlinks 2: I'd be interested to know if any of you work on researching this topic.

USAID Microlinks 2: Feel free to share related links here.

Indra Klein: Are there any distinct differences in communities where schools were selected?

Indra Klein: Are there any distinct differences in communities where schools were selected? Particularly with regard to economics and prevailing industry?

Indra Klein: Are/were there any penalty fee for closing acct, esp. shortly after 3-mo requirement?

USAID Microlinks: Thanks for that Indra, will bring your observations up with the presenters.

USAID Microlinks: Watch out for the caveat!

USAID Microlinks 2: Look at those p-values!

Indra Klein: Can anyone elaborate on the marketing that was used?

Vivian Dzokoto: Hmm... interesting that marketing seemed to result in higher savings balances that in-school banking.

Karla Yoder: If in-school banking was only in Ghana, how do the outcomes for school-based banking vs. marketing take into account not only the different intervention but the different context?

Corrinne Ngurukie: Direct marketing (below the line marketing) as opposed to above the line (e.g. TV, radio adverts).

Indra Klein: What age range?

Frank Tembo: Any difference in gender in condom use?

USAID Microlinks 2: We're recording your questions.

KDAD AV Tech: We will do our best to get answers to your questions but a heads up that we have a very full agenda today ... fingers crossed!

Aleja Rosario: I can't hear!

Lise Paaskesen: As a consultant I have been working with WSBI on strengthening the youth portfolios in Kenya and Uganda. See related publications online: <http://www.savings->

banks.com/SiteCollectionDocuments/WSBI_LEARNINGPAPER.pdf and <http://www.microfinancegateway.org/library/youth-financial-inclusion-kenya-co-creating-way-forward>

- USAID Microlinks 2: Thanks for sharing, Lise!
- USAID Microlinks 2: Keep in mind that while our presenter is touching on policy now, we will dive further into policy implications and pathways forward in our next panel.
- USAID Microlinks 2: I'm impressed with the far-reaching effects of the marketing campaign.
- Wilhelmina Holder 2: What were the reasons for the large number of youth that dropped out of the study?
- USAID Microlinks 2: Tricia is moderating our panel discussion.
- Lise Paaskesen: We found that youth want freedom to use their accounts as they see fit. This means that we need to find ways of allowing for autonomy, i.e. use of accounts (including withdrawals) without the need for parent/guardian signature. In both countries we looked at, the law is silent on parent/guardian giving consent on their child using the account by themselves, female and male youth.
- Indra Klein: Marketing/program promotion: any type of tagline or jingle being used?
- Indra Klein: Have you conducted any participant focus groups or survey throughout savings year?
- USAID Microlinks 2: I, too, was wondering about the guardian consent for account use. Thanks for sharing that insight, Lise.
- Lise Paaskesen: In terms of the increased expenses and gender, we see that the pressure of having to provide and be the protector is high already among male youth from an early age. Such as sense of responsibility shapes savings and spending behaviors.
- USAID Microlinks 2: Interesting and unique finding coming out of the Ghana program.
- Indra Klein: What partnerships have been established: health well-being, psycho-social, etc.?

Lise Paaskesen: You are welcome, Microlinks. Legal structures are limiting access and use at the moment. The law should support and allow for opportunities whilst providing protection.

Carrie Miller: We lost sound.

Larissa Schneider: Why was the reach in the SADA zone in Ghana (Northern Regions) so limited? Was it access to banking institutions?
Indra Klein: Has there been an analysis between youth and adult savings?
Carrie Miller: it's back.

Lise Paaskesen: In response to the presenter's comment on saving's expectations: We recently finished a small diary study. Findings show that youth (17-24) will on average save 26% of cash resources generated.

USAID Microlinks 2: What characteristics commonly result in a higher-saving youth? Sounds like we might be able to expect more information on that in the future.

USAID Microlinks 2: First hurdle: access. Secondly, think about strategies.

Lise Paaskesen: Is the focus on how to shape accounts, or is the focus on supporting youth in accumulating savings?

Indra Klein: Cannot hear?

USAID Microlinks 2: Need market research to figure out appropriate products and then marketing strategies.

Lise Paaskesen: Co-creation is a good design method as it allows for in-depth insights and meaningful youth participation.

USAID Microlinks 2: Agreed. Participatory approaches are very necessary. Do you have information on co-creating in your own programming, Lise?

Lise Paaskesen: I do, Microlinks. I shared the link to the publication in an earlier comment.

USAID Microlinks 2: Great.

Clara Lipson: In school savings was very popular in the US in the 1950's. Once a week each child was required to contribute 25 cents into their own account while in the home room classroom. Perhaps such a program should be reviewed more carefully.

USAID Microlinks: Someone in the audience also raised a question about registration fee and withdrawal restriction, similar to a point raised earlier.

USAID Microlinks 2: I would be interested to know more about different youth in different contexts motivations for saving.

Ekanath Khatiwada: Thanks for a very logical response to my question, I am happy to hear the reply.

Lise Paaskesen: @Clara, Poland is implementing such a program. From what I hear it worked well, but has now been ceased due to funding cuts.

Indra Klein: Please speak up.

Clara Lipson: Thanks Lise. It is unfortunate that Poland has cut funding for such a program. It may be interesting to revisit it by external support, even on a pilot basis.

Lise Paaskesen: @Clara, I agree. It would be relatively cheap project to implement.

USAID Microlinks 2: Some good questions coming from an audience member on research design and factors.

Michael Ferguson: Are the data slides from the Ghana research available to share?

USAID Microlinks 2: The data slides (well, all slides) will be available to download in the download box at the end of the presentation.

Michael Ferguson: Does the link to slides stay up for a while (in case I can't download right after the presentation ends)?

Indra Klein: From a donor's perspective, what is the best way for individuals/giving circles to help leverage/match savings deposits, esp. for education or entrepreneurial pursuits?

USAID Microlinks 2: It will, but you also will be able to download the slides at any point from the event resources page for this event.

Lise Paaskesen: A focus on children youth in schools makes sense, but what happens when school is out and they move away from the school bank?

USAID Microlinks: Also, look out for post-event resources a week from now! That'll include all these resources.

USAID Microlinks: Hi Lise, could you elaborate your question.

Indra Klein: Are there any distinct differences in communities where schools were selected? Particularly with regard to economics and prevailing industry?

Indra Klein: Please speak into mic?

Indra Klein: Clarification: is this only conducted on a yearly basis?

Lise Paaskesen: School banks are a good way to teach students about savings - almost demanding it by making it a homework assignment - but when school is out and they physically move away from school grounds, do they still have opportunities to save? What will happen with the account? Will the account go inactive? Do children and youth move towards informal savings mechanisms again?

USAID Microlinks: Thanks Lise and Indra, will try bringing this up, if we have time.

USAID Microlinks 2: Rani is speaking now.

Lise Paaskesen: Does the Ghana experience include the use of technology for access and activity generation?

Indra Klein: Would you remind speaker to speak up/closer into mic?

USAID Microlinks 2: Interesting points that relate to "hassle factors".

Lise Paaskesen: How long were deposit reminders effective?

Memuna Kamara: Ghana youths are likely to develop standard banking skills to support their financial institutions especially with microfinance and entrepreneurship as major financial areas for development in West African countries that follow similar trade system for

instance Eco Bank is a lead Bank that offers a focus on development for Africa.

USAID Microlinks 2: We're about to head toward a brief break.

Lise Paaskesen: Rani speaks of encouragement, but I wonder if it is not better to support and strengthen existing savings behaviors

Indra Klein: With use of cells, perhaps telecom providers should be more involved: matching % of savings or providing more time on phone plan.

Clara Lipson: When youth open bank accounts at school, the name of the account holder remains with the youth; not with the school. Accordingly, youth take their account with them when they move or change schools. The student/youth has control over the account and is an empowerment factor for youth. Perhaps such accounts should have withdrawal requirements based on age and/or demonstrated need.

Lise Paaskesen: Thank you @Clara.

USAID Microlinks 2: Good panel to kick off the morning! Stick around for our next one.

KDAD AV Tech: We're going to be taking a brief break in room...

Indra Klein: Could you make link to slides available?

USAID Microlinks: We upload them on the event page after event. Will also make them available in the end polls pod at 12:20.

Valerie Haugen: It's just 4 questions, correct?

USAID Microlinks: Yes, Valerie.

USAID Microlinks: Thanks.

USAID Microlinks 2: For those of you who marked "other" for your technical area of expertise -- what field do you work in, or what issues do you work on?

USAID Microlinks 2: We've gotten settled again here in the room -- ready for round 2!

KDAD AV Tech: Rani is introducing the panel for our upcoming discussion.

Karla Yoder: Louder sound please.

USAID Microlinks: If there are any questions and comments for the panelists, please type them here. We can share them in the Q&A.

Lise Paaskesen: How would Gerhard develop the business case through customer-centricity?

Indra Klein: Are any apps being developed for this purpose?

Maureen Herman: Lowering to \$2-does he mean working with "technology" partners?

USAID Microlinks: Kelly Hallman, the second panelist, speaking now.

USAID Microlinks 2: I believe he meant when working with local financial institutions, specifically.

USAID Microlinks 2: In terms of scaling.

Indra Klein: Esp. fin lit gaming 4 youth, reinforcing concepts as well as providing venue to apply lessons.

Lise Paaskesen: @Indra, we co-created a mobile platform for a youth savings account in Uganda, incl. remote registration.

Maureen Herman: Ok, that makes sense.

Indra Klein: Is there link to data?

Indra Klein: Thought: if tech takes on larger role, important to further develop relationship with telecom provider to leverage program needs.

USAID Microlinks: These figures are from the Population Council.

USAID Microlinks 2: Kelly Hallman up now.

USAID Microlinks 2: There is not yet a link to this data -- their paper is forthcoming. You all are getting an insider sneak peek!

Maureen Herman: @Lise where can we learn more about your mobile platform creation and experience?

Lise Paaskesen: @Indra: Yes, that is important and it is quite difficult to do as telecom providers do not have a direct interest in encouraging savings behaviors. To generate interest it should be a win-win situation.

Indra Klein: Ok, will be looking for email/notice of release.

Lise Paaskesen: @Maureen: I am a consultant, so even though I conducted the research and facilitated the process I am not at liberty to share the report. I do not know as of yet if there will be a publication.

Indra Klein: Lise, perhaps a different conversation needs to take place with telecom, esp. with regard to global social responsibility and how investors/user base perceives such.

Lise Paaskesen: @Maureen: However, Kenya and/or Tanzania is allows for remote registration, though for adults only.

Wilhelmina Holder 2: Another venue to reach children might be places of worship. Has another one use this location to reach the youth with financial literacy education and banking?

Indra Klein: Lise, thinking mobile apps need to evolve more, esp. when dealing with youth.

Lise Paaskesen: @Indra: I agree. However, I think we should avoid the notion of CSR in regards to youth. It is not doing us any favors and it is not sustainable.

Indra Klein: Lise, thinking more in terms of fin lit education via gaming.

USAID Microlinks: Now we have Janet Gordon from FDIC.

Lise Paaskesen: @Indra: Yes, perhaps gamification may support youth.

Indra Klein: With regard to limited access for girls, can someone elaborate on partnerships with other orgs and ability to help create "safer" environment for girls?

Lise Paaskesen: Thank you Microlinks.

USAID Microlinks 2: We are jotting down your questions -- keep 'em coming!

USAID Microlinks: Thank you Lise.

Ata Cisse: Linked with the question from Indra - I'm curious as to what type of outreach is being done/has been done in raising awareness amongst men be it through community groups, religions orgs, etc.?

Indra Klein: FDIC: Isn't this because savings isn't really taught/reinforced with the young?

Indra Klein: Are there any thoughts on how fin lit education can/will impact job readiness of youth, esp. in areas where employment is challenging?

USAID Microlinks: Hi Indra, could you resend your last question.

Indra Klein: Are there any thoughts on how fin lit education can/will impact job readiness of youth, esp. in areas where employment is challenging?

USAID Microlinks: Thanks.

Indra Klein: Critical thinking and self-control & development can be enhanced with use of mobile apps, esp. via gaming. What relationships exist with local techies or ex-pat techies in locations like Silicon Valley?

Indra Klein: What % of youth have access to cell phones?

Indra Klein: Incentive? Are there any incentives in place with regard to youth fin lit education, in which youth who excel receive a contribution into accounts?

USAID Microlinks 2: This seems like an area where behavioral science can help inform us a lot.

USAID Microlinks 2: Groups like ideas42 are doing interesting work in this area.

Indra Klein: Based on current research data, how are you rethinking/tweaking program, esp. with regard to partnerships and delivery vehicles?

USAID Microlinks 2: Building that social capital -- bonding, bridging, and linking -- is critical!

USAID Microlinks 2: Again, it's critical to keep the end user in mind and work with users in the design process in order to create appropriate products. If there is a disconnect here, product uptake can be very low and even irrelevant.

Indra Klein: AGREE with Prof Coetzee.

Indra Klein: In what format(s) is/are survey(s) conducted?

USAID Microlinks: Thanks for your comments, Indra. Really interesting questions raised by you.

USAID Microlinks: We might be able to squeeze in a couple, if there are some other remarks.

Indra Klein: Microlinks, thank you. (Coming more from business/investor and donor perspectives.

USAID Microlinks: Now is the time!

Gyanesh Lama: Discrimination of girls/women seems to have been generalized as if it is a cultural universal. But we know that girls are treated equally, or even have higher power in certain culture, such as Tibetan Buddhism? Has anyone seen this difference in other cultures?

Indra Klein: Are there any instances where bit coins are being used?

Indra Klein: Is data going to be forward to orgs with missions to help facilitate youth's/person's ability to pursue education/entrepreneurial endeavors?

Claire Smith: Thank you for the discussion! Very interesting.

USAID Microlinks: Wrapping up Panel-2.

Indra Klein: Thought: US-based orgs: EXCELLENT missions to promote on Giving Tuesday.

USAID Microlinks: Time for some closing comments by Frank DeGiovanni.

USAID Microlinks: Definitely, MasterCard and all the other partners deserve applause for some really interesting research.

USAID Microlinks 2: Bravo!

USAID Microlinks 2: "What factors encourage savings?" -- Really looking forward to Frank's thoughts on that one!

USAID Microlinks 2: Yay for RCTs!

USAID Microlinks: Children can save...an unequivocal yes by Frank.

Wilhelmina Holder: For youth financial literacy programs to be sustainable it is important to provide access to the entire family: boys, girls and their parent(s)/guardian(s). This would require partnership of organizations (NGOs, Funders) with similar goals, even though the participating partners have different target groups.

USAID Microlinks 2: Treatment families anticipated savings being used for future schooling.

Indra Klein: Behavior focused.

USAID Microlinks: Willie Elliott from University of Kansas has found that even a small amount of saving regardless of the amount increases the possibility of attending college.

USAID Microlinks 2: Factors that may encourage savings: opt-out structures, lower ID requirements, support for regulatory policies, incentives.

USAID Microlinks 2: Other factors: fewer deposit requirements, withdrawal restrictions....

USAID Microlinks 2: Lastly: digitizing accounts.

USAID Microlinks 2: Family members, visioning, beginning with youngsters.

USAID Microlinks 2: Frank is laying out some good avenues for future research.

Omar Cancel Rios: While I understand that the attitude of saving is as important or more important than the amount saved, I believe that at some point, particularly when the child is in the close years previous to college, the amount of many saved becomes very important.

How do we use the existing data to encourage meaningful matching funds?

Omar Cancel Rios: rather than just the act of saving?

USAID Microlinks: Valid point Omar, Frank is also touching upon this in his talk.

Gyanesh Lama: Frank: Current Ford Foundation president, Darren W, describes "foundations and NGOs" as creature of inequality. What role do you think the non-profits/NGOs should play in reducing inequality, which in my view is perpetuating poverty and inequality? Can question on poverty be addressed adequately without addressing the question on inequality?

USAID Microlinks: Feedback time.

USAID Microlinks: Please fill in the end-polls.

USAID Microlinks 2: Thanks for joining everyone! Please take a moment to fill out the polls before signing off.

KDAD AV Tech: Thanks for joining. Poll time!

USAID Microlinks: And watch out for the post-event resources in your email a week from today!

Valerie Haugen: Thank you! This has been an extremely good mini-conference. Will it be available for viewing again?

USAID Microlinks: Look out for Microlinks next event, early November.

Valerie Haugen: Great moderator!

USAID Microlinks: Definitely, Valerie. We'll put the webinar recording and presentation up on the event page on Microlinks website.

Omar Cancel Rios: Thank you all...!

Indra Klein: Thank you for thought provoking and engaging presentation. Look forward to future events.

USAID Microlinks 2: Thanks for the positive comments, Indra and Valerie.

Wilhelmina Holder 2: Excellent presentation and discussion. Thank you.

USAID Microlinks: Please fill out the closing polls. Thanks again for participating!

Harrietta Ward: Thanks so much for the great discussions and information.

Indra Klein: Will notes from discussion board be included with slides?

KDAD AV Tech: We'll leave the seminar room open for about another five minutes so you can download resources. Thanks for joining!