

SAMPLE CASE STUDY—BANKING & FINANCIAL SYSTEMS

PARTICIPANT INSTRUCTIONS

1. You have 20 minutes to review the case.
2. Presentation time is seven minutes. At six minutes the timekeeper will stand and hold up a colored card indicating one minute is left and at seven minutes the timekeeper will stand and hold up a colored card indicating time is up.
3. Each team member will be given two note cards. Note cards will be collected following the presentation.
4. All team members must participate in the presentation as well as answer the questions posed by the judges. Cover all the points described in the case.

PERFORMANCE INDICATORS

- Use financial terminology relevant to the banking industry
- Describe types of business activities associated with the banking/financial systems industry.
- Explain government regulations for the banking/financial services industry.
- Explain how financial analysis is used to make decisions in the banking industry.
- Describe products and services offered by the financial industry.
- Describe an appropriate product/service mix for a financial institution.
- Identify resources to increase the customer base for a financial institution.
- Make recommendations to meet the customer's needs.

CASE STUDY SITUATION

Background Information

Jamie, Mo, and Sydney are triplet siblings whose parents passed away many years ago. Their parents placed the sibling's inheritance into a joint trust fund. All three siblings are recent college graduates, each taking out multiple loans to pay their ways through college. The trust fund states that the siblings will receive 25% of their inheritance at age 25, another 25% at age 35, and the remaining 50% at age 45. The trust fund amount is rather significant. The three siblings all turn 25 in about 3 months.

Scenario

The team is coming to your institution today to determine how best to manage their first set of payments. The trust fund monies are being held in account within your bank. The siblings want to be able to have access to the funds quickly in order to pay on their college debt and for long-term investing. The monies will be housed in an account that should provide a yield but that would not require them to keep the money in the account for a long period of time. Your team should present options to the siblings as well as information about financial advisor services currently available through your institution.

Other Useful Information

- Use tax preparation procedures to determine tax liability and apply text code professionally.
- Identify, apply, and keep current with laws and regulations that affect financial and accounting practices.
- Understand the role of FDIC.
- Possess general knowledge of checking, savings, loans, certificates of deposit, Investments, our race, customer services, Trust Services, ATMs, and credit card / debit cards.
- Describe the various types of financial institutions and the services offered by each.

Things to consider

You must address the following in your presentation:

- Whole versus term life insurance
- Mutual funds versus stocks

**FBLA BANKING AND FINANCIAL SYSTEMS
CASE STUDY
JUDGE'S INSTRUCTIONS**

JUDGING THE PRESENTATION

1. This is a role-playing event.
2. After the introductions, you should begin the meeting by welcoming the team members. The team members will then begin their dialogue with the customers (judges).
3. This is an interactive problem, so treat the presentation as a conversation. Each of the members of the team should respond to at least one question or issue. At six minutes the timekeeper will stand and at seven minutes the timekeeper will stand and hold up a colored card indicating time is up.
4. You will close the event by thanking the participants for their input and recommendations. The participants will hand in their note cards before leaving.
5. Complete the rating sheet.

JUDGES' INSTRUCTIONS

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Judges Questions

During the role-play performance, feel free to ask any of the following questions:

1. What are the minimum and maximum that we can put into the accounts?
2. Is it better to pay off our debt now or later?
3. How will our money be protected?

There is no right or wrong answer to the event. However, in a team event, the ability of the team members to work together to come to a consensus, based on the facts provided (and those that you care to add) should be the basis for the score. The individual or team should present its suggestions with clarity and conviction.

Feel free to enhance the story as much as you want, but if you enhance it for one, make sure you enhance it for all the groups.