

Recommended Reading: Books & Reports

Books

Loaded: Money, Psychology, and How to Get Ahead without Leaving Your Values Behind

By Sarah Newcomb

From Amazon.com: Based on decades of research, and years of hands-on experience with people from all walks of life, *LOADED* is a must-read for anyone who finds themselves caught between the desire to thrive financially, and the complex emotions and conflicting priorities that money so often brings to our lives.

Inside, you will learn:

- How to identify and change core beliefs about money that hold you back
- Why your current budget is working against you
- How to create a healthy and sustainable financial plan that suits your personality

Deeply researched, yet written in an approachable, conversational tone, this book offers insight into how the reader's personal experiences have shaped their financial attitudes, and how they can have a healthier relationship with their own money. Worksheets and personal money psychology assessments supplement the text.

What It's Worth: Strengthening the Financial Future of Families, Communities and the Nation

From *The Inclusive Economy*: The book—a project of the Federal Reserve Bank of San Francisco and Prosperity Now (formerly CFED), with funding generously provided by Citi Foundation—offers a 360-degree view of the financial problems and challenges facing millions of American households. With input from dozens of experts representing fields ranging from community development to public health to education, *What It's Worth* highlights proven approaches to building financial well-being and brings more people into an important conversation about building economic opportunity.

Scarcity: The New Science of Having Less and How It Defines Our Lives

By Sendhil Mullainathan and Eldar Shafir

From Publishers Weekly: The struggle for insufficient resources—time, money, food, companionship—concentrates the mind for better and, mostly, worse, according to this revelatory treatise on the psychology of scarcity. Harvard economist Mullainathan and Princeton psychologist Shafir examine how scarcity in many forms, from poverty and scheduling pressures to dieters' food cravings and loneliness, force the brain to focus on alleviating pressing shortages and thus reduce the mental bandwidth available to address other needs, plan ahead, exert self-control, and solve problems. The result of perpetual scarcity, they contend, is a life fixated on agonizing trade-offs, crises, and preoccupations that impose persistent cognitive deficits—in poor people they lower mental performance as much as going a night without sleep—and reinforce self-defeating actions. The authors support their lucid, accessible argument with a raft of intriguing research in psychology and behavioral economics (sample study: We recruited Princeton undergraduates to play Family Feud in a controlled setting) and apply it to surprising nudges that remedy everything from hospital overcrowding to financial ignorance. Mullainathan and Shafir present an insightful, humane alternative to character-based accounts of dysfunctional behavior, one that shifts the spotlight from personal failings to the involuntary psychic disabilities that chronic scarcity inflicts on everyone.

Co-Active Coaching

By Karen Kimsey-House, Henry Kimsey-House, Phillip Sandahl and Laura Whitworth

From Amazon.com: When *Co-Active Coaching* was first released in 1998, this pioneering work set the stage for what has become a cultural and business phenomenon and helped launch the profession of coaching. Published in more than ten languages now, this book has been used as the definitive resource in dozens of corporate, professional development and university-based coaching programs as well as by thousands of

individuals looking to elevate their communication, relationship and coaching skills. The third edition emphasizes evoking transformational change in the client and extends the use of the Co-Active Model into leadership management and its effectiveness throughout organizations. This edition also contains an on-line Coach's Toolkit (replacing the CD of the second edition), several new coaching demonstrations and more than 35 updated exercises, questionnaires, checklists and reproducible forms.

The Financial Diaries

By Jonathan Morduch and Rachel Schneider

From Amazon.com: In *The Financial Diaries*, Jonathan Morduch and Rachel Schneider draw on the groundbreaking U.S. *Financial Diaries*, which follow the lives of 235 low- and middle-income families as they navigate through a year. Through the *Diaries*, Morduch and Schneider challenge popular assumptions about how Americans earn, spend, borrow, and save—and they identify the true causes of distress and inequality for many working Americans. We meet real people, ranging from a casino dealer to a street vendor to a tax preparer, who open up their lives and illustrate a world of financial uncertainty in which even limited financial success requires imaginative—and often costly—coping strategies. Morduch and Schneider detail what families are doing to help themselves and describe new policies and technologies that will improve stability for those who need it most. Combining hard facts with personal stories, *The Financial Diaries* presents an unparalleled inside look at the economic stresses of today's families and offers powerful, fresh ideas for solving them.

Evicted: Poverty and Profit in the American City

By Matthew Desmond

From Amazon.com: In *Evicted*, Princeton sociologist and MacArthur “Genius” Matthew Desmond follows eight families in Milwaukee as they each struggle to keep a roof over their heads. Hailed as “wrenching and revelatory” (*The Nation*), “vivid and unsettling” (*New York Review of Books*), *Evicted* transforms our understanding of poverty and economic exploitation while providing fresh ideas for solving one of twenty-first-century America's most devastating problems. Its unforgettable scenes of hope and loss remind us of the centrality of home, without which nothing else is possible.

Reports

Payday Lending in America: Who Borrows, Where They Borrow, and Why

By Pew Charitable Trust

<https://www.pewtrusts.org/en/research-and-analysis/reports/2012/07/19/who-borrows-where-they-borrow-and-why>

How America Banks: Household Use of Banking and Financial Services

By FDIC

<https://www.fdic.gov/analysis/household-survey/index.html>

Survey: Interest checking account fees hit record high, while average yield ties record low

By Bankrate

<https://www.bankrate.com/banking/checking/checking-account-survey/>

Perspectives from Main Street: COVID-19's continued impact on low-to moderate-income communities

By FedCommunities

<https://fedcommunities.org/data/main-street-covid19-survey-2020/>

**SaverLife Research: Insights on savings habits to inform our conversation on financial security & inclusion
By SaverLife**

<https://about.saverlife.org/research-posts/>