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**To:** [Comments, Public](#)  
**Subject:** Teaching the Hispanic public about investing  
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Dear Sir or Madame,

During the past few years, I have come to appreciate the difficult situation many Hispanics get into because of not knowing basic concepts related to the use of financial services in the United States. Once mistakes are made, rectifying them seems unsurmountable. There is a common minimum set of financial concepts that a person should know to successfully use financial services in the United States. This goes before providing education about investing.

An American proverb says, "he that knows nothing, doubts nothing". In many cases Latinos do not have the frame of reference to challenge predatory financial products presented to them. It is easy to understand why they are targeted by exploiters.

The first step to help the Hispanic community should be to provide the basic education that would allow them to avoid mistakes. In doing so, we have focused our efforts in developing education that is free of conflicts of interest, considers the circumstances of Latinos as adult learners, relates to their culture, can be accessed at the person's convenience, and treats people with respect.

For the past few years we have created lessons that aim to provide the basic knowledge that is required to encourage economic participation in American society. A sample of the first videos we developed in order to improve financial literacy among Latinos follows. (Please use English subtitles in YouTube)

1- No te sientas mal si no sabes: (Don't feel bad if you don't know)

[https://youtu.be/\\_QP-ObO1ByE](https://youtu.be/_QP-ObO1ByE) [youtu.be]

2- Abrir una cuenta de cheques: (Open a checking account)

<https://youtu.be/Q68sjVV-5es> [youtu.be]

3- Por qué estar en el buró de crédito: (why you need to be included in the credit bureau)

[https://youtu.be/G-ah\\_hF1OF4](https://youtu.be/G-ah_hF1OF4) [youtu.be]

4- Comprar un auto en Estados Unidos: (Buying a car in the United States)

<https://youtu.be/FzImndAadkg> [youtu.be]

5- El interés compuesto: (Compound Interest)

[https://youtu.be/zZa\\_Y1hRmrg](https://youtu.be/zZa_Y1hRmrg) [youtu.be]

We have developed additional videos on topics relevant to basic financial education, which is what I have found to be a need among the Hispanic community in the United States. If the person doesn't understand the basics it takes too much effort to teach investing.

The additional topics include, among others, titles like "what is money", "the difference between credit and debt", "protecting yourself against fraud", "Inflation", "Build a basic budget". We have not

developed videos that address the topics of investments specifically yet.

I would love the opportunity, and the funding, to be able to develop investment-related topics.

Please let me know if this is something you are willing to explore.

Best regards,

Manuel Carvalho

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