

TABLE OF CONTENTS

Lesson 1: **The Path to Success (Career and Job Opportunities)** 3

• Student Handout 1: *Career Pre-Assessment*

• Student Handout 2: *Volunteering, Internships, and Job Shadowing*

Lesson 2: Bread and Butter (Introduction to Taxes) 5

**•** Student Handout 1:*Tax Impact*

**•** Student Handout 2:*Sample Pay Stub*

Lesson 3: Designing Dreams (Financial Goals) 7

**•** Student Handout 1:*Financial Values and Goals*

Lesson 4: Being a Savvy Shopper (Smart Shopping) 8

**•** Student Handout 1:*Savvy Shopper*

Lesson 5: Go with the Flow (Cash Flow and Budgeting) 10

**•** Student Handout 1:*Go with the Flow*

**•** Student Handout 2:*Expenses*

Lesson 6: Super Savers (The Importance of Saving) 12

**•** Student Handout 1:*What Would You Do?*

Lesson 7: **How to Stash Your Cash (Savings Options)** 13

• Student Handout 1: ***Opening a Savings Account***

Lesson 8: Money Doesn’t Grow on Trees (Investing Options) 14

**•** Student Handout 1:*Stock Market Tracking*

**•** Student Handout 2:*Stock Market Tracking: Week 1*

**•** Student Handout 3:*Stock Market Tracking: Week 2*

Lesson 9: Give Credit Where Credit Is Due (Credit and Debt) 17

**•** Student Handout 1:*Understanding Credit Anticipation Guide*

Lesson 11: Risky Business (Financial Risk) 18

**•** Student Handout 1:*Insure Yourself*

Lesson 12: Spend, Save, or Give? (Personal Financial Choices) 19

**•** Student Handout 1:*Personal Budget*

Note: There are no student handouts for Lesson 10.



Career Pre-Assessment

Name:

“I like,” or “I am interested in” (check all that apply)

A

|  |  |  |
| --- | --- | --- |
| * Gardening * Animals * Science | * Protecting the Environment * Recycling * Preventing Pollution | * Being Outdoors * Analyzing Food * Nutrition |

B

|  |  |  |
| --- | --- | --- |
| * Business * Keeping Track of Money * Being the Boss | * Organizing Events * Selling Products * Working with Others | * Math * Entertainment * Being Friendly |

C

|  |  |  |
| --- | --- | --- |
| * Computers * Video Games * Art | * Communicating * The Internet * Multimedia | * Newspapers/Magazines * Television * Performing |

D

|  |  |  |
| --- | --- | --- |
| * Building Things * Fixing Things * Transportation | * Working with My Hands * Solving Problems * Scientific Research | * Science Fairs * Building & Architecture * Science, Technology, Engineering, & Math |

E

|  |  |  |
| --- | --- | --- |
| * Health * Working with People * Doing Lab Work | * The Human Body * Taking Care of People * Nutrition | * Solving Problems * Counseling Others * Science |

F

|  |  |  |
| --- | --- | --- |
| * Working with People * Government * Positively Influencing  Others | * Books & Reading * Rules & Laws * Public Speaking | * English * Caring for Others * Other Cultures |



Volunteering, Internships,   
and Job Shadowing

Volunteering

A volunteer is someone who donates his or her time and skills without expecting payment in return. Volunteering can take place over a very short period of time, or can be a regular and frequent experience. Volunteering includes working on independent projects or with a group, organization, or business. Volunteers are people who have an interest in and desire to do good and don’t expect payment in return. Many volunteers also use volunteer opportunities as a time to gain new skills, practice existing skills in new ways, and learn more about complex issues in the community.

*Example*: Chris is interested in health care. He joins a volunteer program to visit elderly people at an assisted-care facility home once a month. He learns more about how health-care operations work, while developing his bedside manner, and making elderly people feel good.

<http://www.idealist.org/info/Volunteer/What>

Internships

An internship is your opportunity to apply the knowledge you’ve gained from your academic studies in a practice, workplace setting. Internships may be part of a formal internship program, but many students create their own internships. Research and volunteer positions can both be a form of internship. All internship experiences should provide experiences related to a particular job or career field. Internships can be for pay, for academic credit determined by the school, or on a volunteer basis. Internships usually involve 10 to 12 hours per week, and last from a few weeks to 20 weeks.

*Example*: Dominique interns once a week at her local congressman’s office for one high school credit. Every Monday after school, Dominique answers phones, responds to letters, and sits in on meetings to learn more about the government.

<http://pages.jh.edu/~careers/students/handouts/internships.pdf>

Job Shadowing

“Job shadowing” is the name given to the opportunity for you to observe or “shadow” someone doing his or her job. A job shadow can range from an hour-long visit with one person to a weeklong stay that allows interactions with numerous staff and observation of a variety of activities. The benefits of doing a job shadow are obvious: you   
get a chance to see someone actually doing a job that is of interest to you, and, because   
you are at someone’s actual place of work, you also get to see inside the workplace.

*Example*: Maya is interested in engineering and technology, so she arranges a daylong shadowing of an engineer at a local firm. She puts on her hard hat and follows the engineer through her work site, then returns with her to the office to observe an office meeting.

<http://talentegg.ca/incubator/2011/02/03/what-is-job-shadowing/>



***EXAMPLE:***

**If my salary is $35,000, then I am looking at the second row.**

**The tax is:** $907.50 plus 15% of the excess over $9,075.

**Compute to determine how much you will pay in taxes:** $35,000 – $9,075 = $25,925 x .15 = $3,888.75 + $907.50 = I will pay $4,796.25 in taxes

**Compute to determine how much income you will have after taxes:** $35,000 – $4,796.25 = I will have $30,203.75 left

**Compute to determine the percentage of your salary that is federal income tax:** $4,796.23/$35,000 = .137 x 100 = 13.7% of my earned income goes to federal income tax

Tax Impact

Name:

My **First** / **Second** / **Third** Job (circle one)

Education: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Salary: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

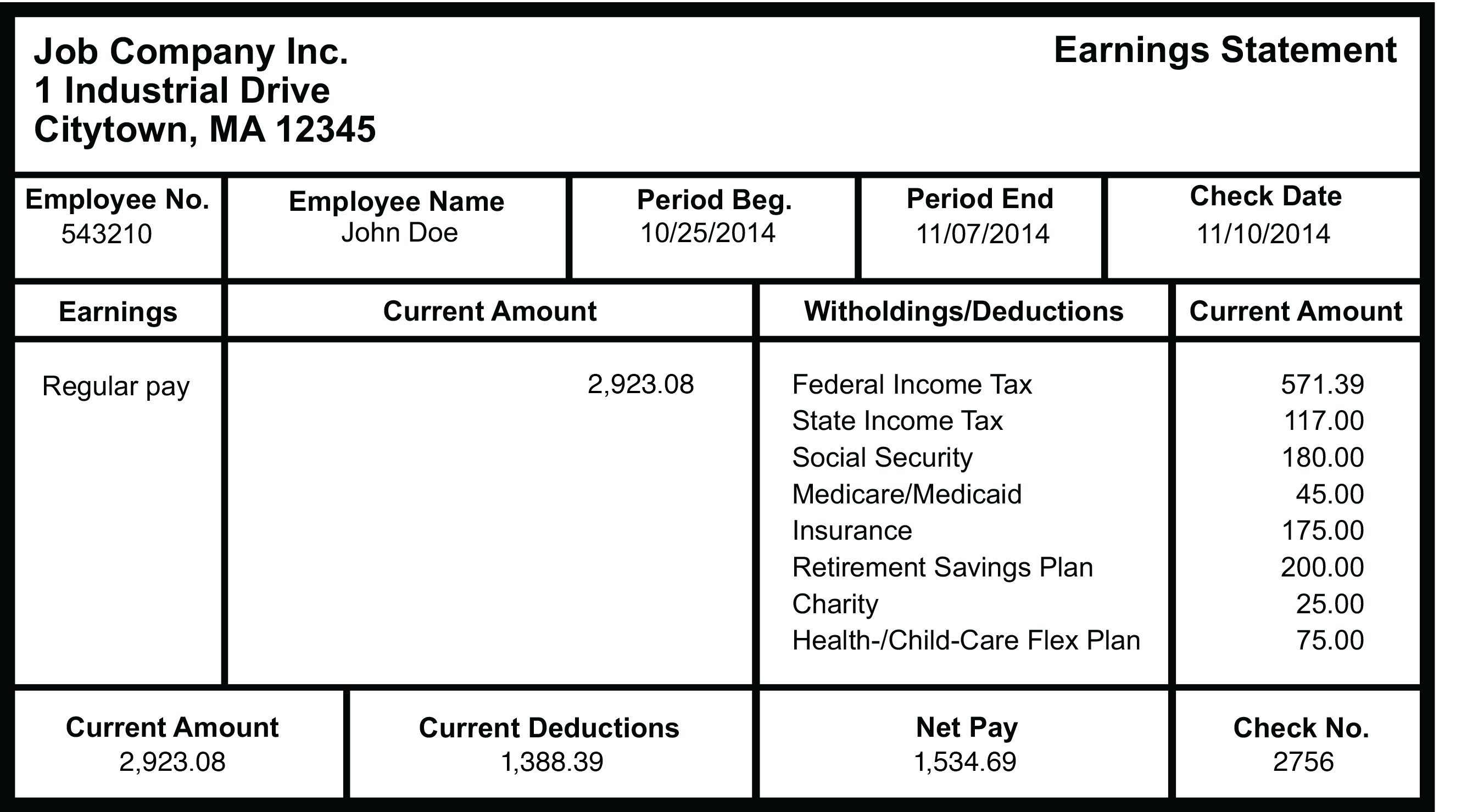
Locate your salary on the tax bracket.

The tax is:

Compute to determine how much you will pay in taxes:

Compute to determine how much income   
you will have after taxes:

Compute to determine the percentage of your   
salary that is federal income tax:



sample pay stub



|  |
| --- |
| **MY #1 FINANCIAL VALUE:**  1) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  because |
| Financial Goal: |
| Possible Cost: |
| Long-Term or Short-Term? |
| Possible Roadblock  to My Goal: |
| Roadblock Solution: |

|  |
| --- |
| **MY #3 FINANCIAL VALUE:**  3) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  because |
| Financial Goal: |
| Possible Cost: |
| Long-Term or Short-Term? |
| Possible Roadblock  to My Goal: |
| Roadblock Solution: |

|  |
| --- |
| **MY #2 FINANCIAL VALUE:**  2) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_  because |
| Financial Goal: |
| Possible Cost: |
| Long-Term or Short-Term? |
| Possible Roadblock  to My Goal: |
| Roadblock Solution: |



financial values and goals

Name:

savvy shopper

Name:

What was your snap-decision purchase?

Step 1

Do you *need* or *want* a new phone? Explain. How do you think the answer to this question will affect your spending?

Step 2

Consider: Why do you need or want a new phone? List three reasons.

1)   
   
  
2)   
   
  
3)

Step 3

Look closely at the features of each phone. Compare the features to the reasons you listed in Step 2. Which phone is the closest match?



savvy shopper (CONTINUED)

Step 4

Compare the advertisements for each cell phone. What advertising tactics are used?   
Are the advertising tactics influencing you toward purchasing one particular phone?

Step 5

Look at the two price options for each cell phone. How are you deciding from which store to make your purchase? (Be sure to look carefully at all of the information with the price.)

Now that you’ve gone through five steps of savvy shopping, which cell phone will you purchase? How do you think the answer to this question will affect your spending?



Type of Housing:

Type of Transportation:

Details:

Details:

Type of Housing:

Type of Transportation:

Details:

Details:

go with the flow

Name:

Go with the Flow – Round 1



Go with the Flow – Round 2

|  |
| --- |
| Monthly Income: (includes salary and interest earned from bank accounts)  **STAYS THE SAME AS IN ROUND 1** |
| **Expenses**  Monthly Housing Cost: \_\_\_\_\_\_\_\_\_\_  Monthly Transportation Cost: \_\_\_\_\_\_\_\_  Monthly Bills (Gas, Electric, Phone, Cable):  Monthly Grocery Bill: |
| **Total Income:** \_\_\_\_\_\_\_\_\_\_\_\_ – **Total Expenses:** \_\_\_\_\_\_\_\_\_\_\_\_ = \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| **Is your cash flow statement positive, negative, or balanced?** |

|  |
| --- |
| Monthly Income: (includes salary and interest earned from bank accounts) |
| **Expenses**  Monthly Housing Cost: \_\_\_\_\_\_\_\_\_\_  Monthly Transportation Cost: \_\_\_\_\_\_\_\_  Monthly Bills (Gas, Electric, Phone, Cable):  Monthly Grocery Bill: |
| **Total Income:** \_\_\_\_\_\_\_\_\_\_\_\_ – **Total Expenses:** \_\_\_\_\_\_\_\_\_\_\_\_ = \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ |
| **Is your cash flow statement positive, negative, or balanced?**  Label your cash flow expenses as: **F — Fixed** or **V — Variable** |

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
|  | **Monthly Income** | **Monthly Housing** | **Monthly Transportation** | **Monthly  Bills** | **Monthly  Groceries** |
| **1** | $1,500 | **$500** Shared  apartment | **$20**  Walk mostly,  bus occasionally | **$100**  Shared basic  utilities | **$50**  Shared grocery  expenses |
| **2** | $2,000 | **$600** Studio  apartment | **$40**  Bike with  maintenance | **$200**  Basic  utilities | **$100**  Basic  groceries |
| **3** | $2,500 | **$700** One-bedroom apartment | **$75**  Monthly  bus pass | **$300**  Basic utilities  and phone | **$150**  Basic groceries,  plus groceries for  hosting a party |
| **4** | $3,000 | **$800** Shared house | **$120**  Mostly bus,  sometimes taxi | **$450**  Basic utilities, phone, cable,  and Internet | **$200**  Basic groceries from the expensive  grocery store |
| **5** | $3,500 | **$1,500** Small  house | **$200**  Car with gas | **$650**  Basic utilities,  phone, cable,  and high-speed Internet | **$250**  Expensive  groceries |
| **6** | $4,000 | **$2,500** Large  house | **$350**  Expensive,  gas-guzzling car | **$850**  Basic utilities,  phone, premium cable, and  Internet | **$250**  Expensive groceries from  the expensive grocery store |

EXPENSES



|  |  |  |
| --- | --- | --- |
| **Scenario** | **Savings Options  I Would Use** | **Justification** |
|  |  |  |
|  |  |  |
|  |  |  |
|  |  |  |

what would you do?

Name:

Directions: Consider different scenarios and what savings strategies you would use in each case. Provide your reasoning in the Justification column.

opening a savings account

Name:

Money to save:

Scenario:

Our Decision

Financial institution:

Account name:

Fees, terms, and other important information:

Interest/APY Rate Table

Why did you choose this financial institution and this account over others?

|  |  |  |  |
| --- | --- | --- | --- |
| **Year** | **Balance** | **Interest** | **Total** |
| **1** |  |  |  |
| **2** |  |  |  |
| **3** |  |  |  |
| **4** |  |  |  |
| **5** |  |  |  |



STOCK MARKET TRACKING

Name:

Company: Stock Symbol:

Purchase Price: \_\_\_\_\_\_\_\_ # of Shares Purchased: \_\_\_\_\_\_ Total Cost:

Tracking Example:

Purchase Price: $101.25

|  |  |  |  |
| --- | --- | --- | --- |
| **Date** | **Day** | **Close Price** | **% Change** |
| *3/9/2015* | *Monday* | *$101.25* | *0%* |
| *3/20/2015* | *Tuesday* | *$101.13* | *–0.12%* |

Tracking Week 1:



After Week 1, if you were to sell your shares, would you make money or lose money?   
Use the space below to calculate and explain your answer.

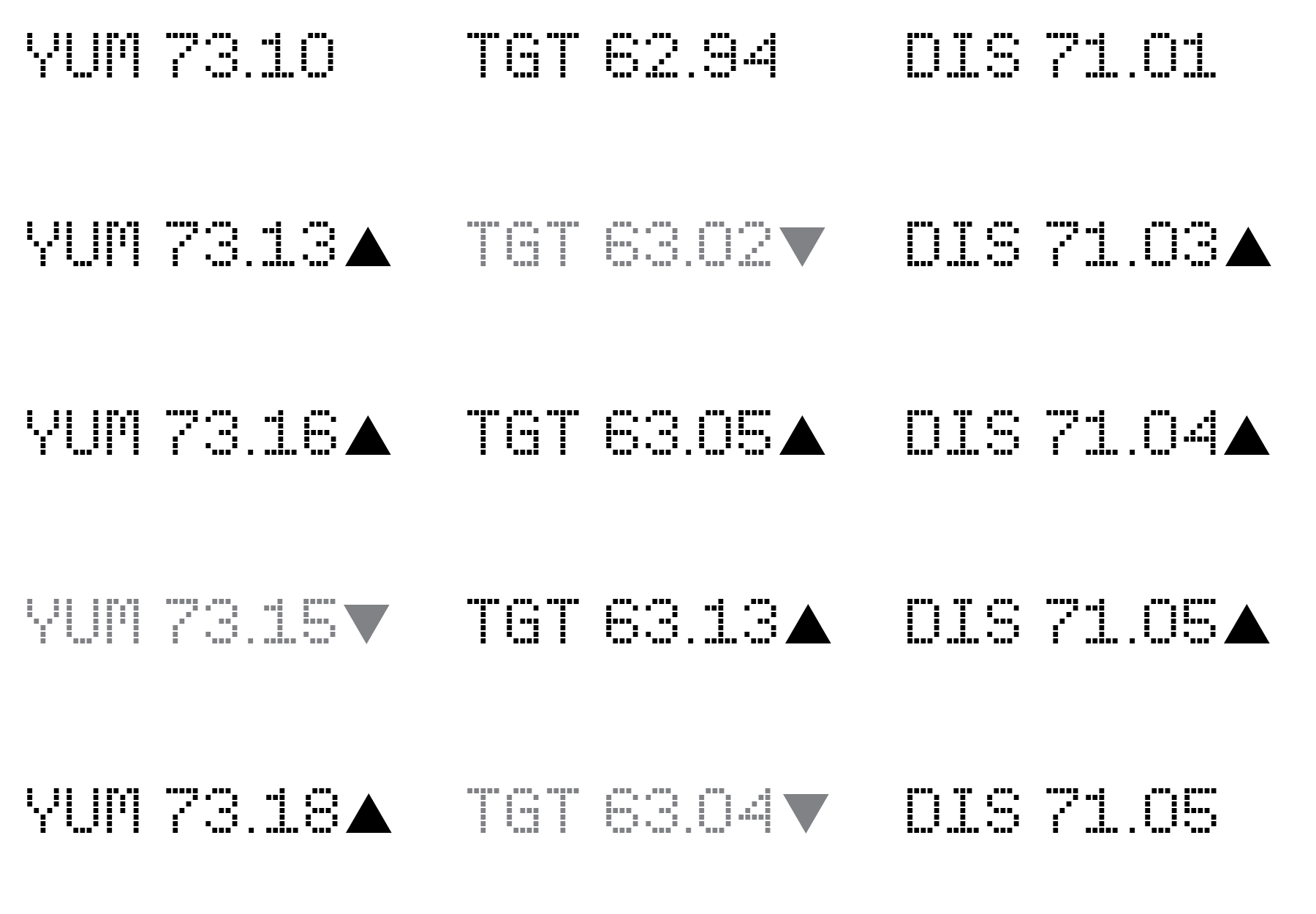
Tracking Week 2:

|  |  |  |  |
| --- | --- | --- | --- |
| **Date** | **Day** | **Close Price** | **% Change** |
|  | Monday |  |  |
|  | Tuesday |  |  |
|  | Wednesday |  |  |
|  | Thursday |  |  |
|  | Friday |  |  |

After Week 2, if you were to sell your shares, would you make money or lose money?   
Use the space below to calculate and explain your answer.

|  |  |  |  |
| --- | --- | --- | --- |
| **Date** | **Day** | **Close Price** | **% Change** |
|  | Monday |  |  |
|  | Tuesday |  |  |
|  | Wednesday |  |  |
|  | Thursday |  |  |
|  | Friday |  |  |

friday



thursday

wednesday

tuesday

Monday

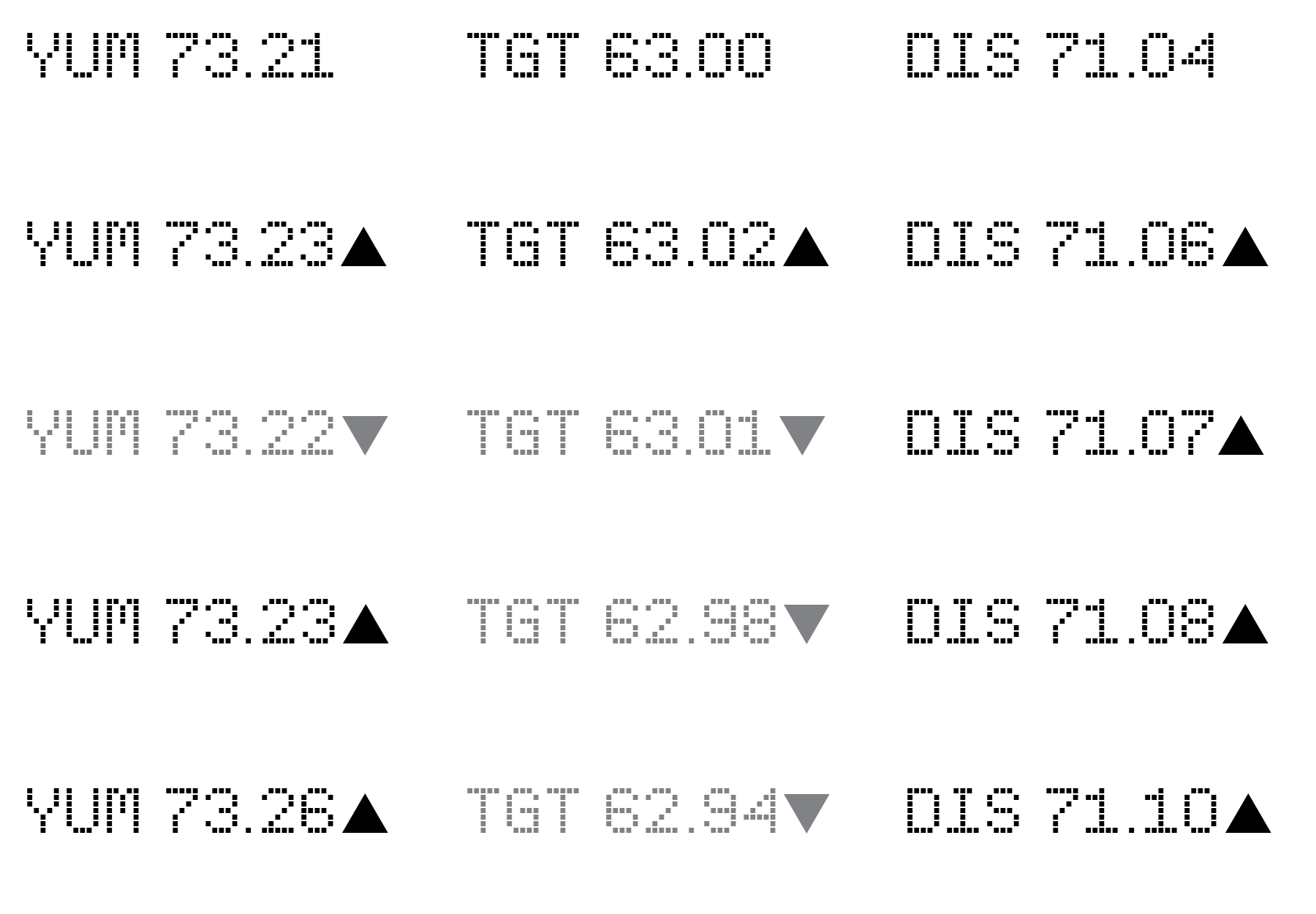


Stock Market Tracking: Week 1

Business News: Week in Review

Yum! Brands continues its rapid growth again this week following news about recent company growth. Target continues its up and down trend after struggling to make the financial gains the company predicted at the beginning of the year. Behind its most recent   
hit movie, Walt Disney is gaining slowly but surely.

Monday



friday

thursday

wednesday

tuesday



Stock Market Tracking: Week 2

Understanding Credit Anticipation Guide

Name:

Directions: Read the statement, then write T for TRUE or F for FALSE after each statement.



|  |  |  |
| --- | --- | --- |
| **Credit Statement** | **Before** | **After** |
| **1) Credit cards are the only type of credit available.** |  |  |
| **2) One reason why people use credit is to help pay for an unexpected emergency expense.** |  |  |
| **3) One reason why people don’t like using credit  is that few businesses accept credit.** |  |  |
| **4) One way to build credit is to request your credit report once a month.** |  |  |
| **5) Credit reports include information on credit  card accounts and student loans.** |  |  |
| **6) Credit cards allow you to miss several  payments without penalties.** |  |  |
| **7) Negative credit information stays on your credit report for only two years.** |  |  |
| **8) When credit is used, a portion of your future income is spent/committed.** |  |  |

insure yourself

Name:

My group’s purchase: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Value of purchase:

Brainstorm the risks associated with this purchase. What could happen to this purchase?

Consider the two insurance options. Which option will your group buy? Why?

Put your insurance to the test:

Scenario description:

Cost without insurance: \_\_\_\_\_\_\_\_\_\_ Cost with insurance: \_\_\_\_\_\_\_\_\_\_\_

Did your group make the right choice? Explain.



Money remaining after expenses is deducted:

My Savings

How much of the remaining money do you plan to save?   
Explain your savings plan.

My Giving

How much of the remaining money do you plan to give?   
Explain your giving plan.

|  |  |
| --- | --- |
| **Expense** | **Amount per Month** |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |
|  |  |



personal budget

Name:

Monthly income (after taxes):

my expenses