



Educator Guide



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WELCOME TO MONEY SMART

Welcome to *Money Smart*, an exciting interactive exploration of the concepts of money. This standards-aligned, cross-curricular program is designed to promote financial understanding for middle school students in grades 6 through 8. You can use *Money Smart* to add engaging and enriching activities to financial literacy and economics instruction. Extension activities support English Language Arts, Math, Social Studies and Economics, and Technology, while also helping your students build the foundation to become financially responsible adults.

In *Money Smart* you will find:

- **Twelve Lessons** with hands-on, cross-curricular activities that engage sixth- through eighth- grade students in discussing and exploring key financial concepts
- Teacher Presentation Slides, which provide helpful visuals, as well as challenge exercises and reflective prompts to support the activities in each lesson
- A Student Guide with handouts, worksheets, and resources that let students explore
 the topics covered in each lesson and apply their new knowledge
 - A Parent/Caregiver Guide with information about topics and terms being covered in class, conversation starters, online and literary sources, along with activities to try at home and around town

Developing positive financial habits equips students with 21st-century skills and tools that last a lifetime. We hope you and your students enjoy learning about money and its many uses.

We are eager to hear from you about how you use this curriculum. We would like to know what works well and what could be improved to make *Money Smart* even better. If you have any questions, we would like to help. Please contact us with your comments and questions via e-mail at communityaffairs@fdic.gov.

GETTING STARTED

Money Smart provides a comprehensive, developmentally appropriate program for middle school students to build an understanding of key financial concepts.

There are many features that help make the *Money Smart* curriculum engaging, motivating, and easy to use. Each lesson includes learning objectives, essential questions, supplies needed, and preparation required, as well as the following features and components to support easy integration of *Money Smart* activities into your instructional day.

STANDARDS

Each lesson promotes real-world connections through student-centered learning experiences and aligns to the following education standards and learning outcomes, including Common Core State Standards in mathematics and English Language Arts. The **Education Standards Chart** identifies which standards are met in each lesson.

- Financial Literacy Jump\$tart Standards
- English Language Arts Common Core State Standards
- Mathematics Common Core State Standards
- National Standards for Financial Literacy by the Council for Economic Education
- Partnership for 21st-CenturySkills

GRADE-LEVEL MODIFICATIONS

Please note the modifications identified throughout lessons to differentiate learning experiences for beginner and advanced students. Modifications provide developmentally appropriate activity recommendations and extension opportunities.

PRESENTATION TIME

Each lesson plan includes an estimated time needed to teach the lesson. Actual time required will vary from classroom to classroom. The estimation includes instructional time spent on the **Warm Up**, **Guided Exploration**, **Group Exploration**, **Independent Exploration**, and **Wrap Up**. Activities may also be taught as several short lessons over a period of days or weeks. **Extended Exploration** activities are included to extend financial literacy learning opportunities throughout the year and provide easy ways to integrate the topics into various content areas.

ASSESSMENTS

A variety of assessments are integrated throughout each of the twelve lessons. Assessments are designed to build value, meaning, and context around a topic, while providing teachers with opportunities to evaluate prior student knowledge, and collect evidence their new understandings of lesson concepts and skills. Pre- (formative) and post- (summative) assessments are noted on the first page of each lesson. Assessments include discussions, reflections, questions and answers, reading, writing, and problem-solving exercises. Assessments are aligned to standards so that teachers may track students' mastery of standards. Student handouts are an especially useful form of written assessment.

LESSON STRUCTURE

Each lesson is designed to include the following:

- Warm Up introduces students to the topic and sparks inquiry.
- Guided Exploration integrates cross-curricular and developmentally appropriate learning
 activities and assessments while focusing on the key financial literacy learning objectives of the
 lesson, with teacher guidance.
- Money Smart Tips are provided throughout lessons to offer additional guidance, interesting
 and relevant financial facts, and additional ideas to help make *Money Smart* a success in your
 classroom.
- Group Exploration allows students to work in small groups to explore concepts and solve problems together. Cooperative learning is considered a "best practice" in middle school instruction.
- **Independent Exploration** activities are designed to engage students in the process of learning through individual discovery, research, and interpretation. These activities are more independent than the Guided and Group Exploration activities and may also be used as homework assignments or independent study.
- Wrap Up provides a reflection question or activity to review lesson concepts and allow students to demonstrate their understanding.
- Extended Exploration provides teachers with additional opportunities to extend financial literacy concepts throughout the school year within core content areas including English Language Arts and Math. Activities can be completed as a class, in small groups, or by students individually. Useful resources (such as books, web links, games, or videos) are also included to promote even more student engagement. The books and online resources suggested in this guide are just a few of the many available resources that explore these topics, and are not endorsed by the FDIC.
- Student Handouts (found in the Student Guide), Group Handouts (found in this guide), and
 Teacher Presentation Slides provide dynamic instructional support. Student and group
 handouts create an opportunity for students to apply their knowledge and for teachers to assess
 their understanding. Teacher presentation slides offer visuals and interactive activities
 corresponding with lessons.
- The Answer Key, Glossary, and Standards Chart house all of the information needed to check for understanding, define key terms, and check which activities meet specific education standards. Vocabulary words are **bolded** in each lesson as they are introduced. It may be helpful to distribute copies of the entire glossary to students as a reference.

MONEY SMART AT HOME

The *Money Smart* curriculum includes a helpful **Parent/Caregiver Guide** that corresponds to the classroom materials. Families may also use it independently of the curriculum. It contains resources, activities, games, and conversation starters on financial literacy topics covered in each lesson. Use the following ideas to encourage parents to use the guide at home:

- Introduce parents to the *Money Smart* program and share the **Parent/Caregiver Guide** at the start of the schoolyear.
- Discuss the *Money Smart* program during parent-teacher conferences or in monthly parent newsletters home, and emphasize the importance of building healthy financial habits from an early age.
- Hold a *Money Smart* family night. Play games and have students share short skits about financial concepts they have learned.
- Send student handouts from each lesson home in homework folders for parents to review and sign.

INTERDISCIPLINARY PROJECTS

Interdisciplinary project-based learning provides the connectedness that many middle school students need as they make the transition from single classroom instruction in elementary school to subject-specific classrooms at the secondary levels. This section provides a few ideas for connecting financial literacy across disciplines into single projects.

1. Financial Literacy Assembly or Community Awareness Campaign

Use arts-integration to allow students a creative outlet to demonstrate their learning from one, some, or all *Money Smart* lessons. Some options include:

- Drama: Write and perform a play, a video advertisement, or a news broadcast. For example: students could combine their learning from Lesson 1: The Path to Success and Lesson 2: Bread and Butter to write a play about how to select a career field, how to get a job, and what happens once you get a job.
- Visual Art: Study and develop public service announcement (PSA) posters for the school or
 the community. For example: students could use their learning from Lesson 10: Protecting
 Yourself to develop PSA posters on what identity theft looks like, how to avoid it, and what
 you should do if you suspect that you are a victim of it.
- Music/Choir: Write and perform a song or rap. For example: students can demonstrate their learning from Lesson 12: Spend, Save, or Give? by writing a song that helps other students identify the various ways that they can spend, save, or give their money. The song can be played on the school PA system, posted on the school website or performed at an assembly.
- Technology: Create PSAs using PowerPoint, Prezi, Microsoft Publisher, online cartoon
 creators like http://www.abcya.com/animate.htm or http://scratch.mit.edu/, or other design
 programs. For example: students could create an online cartoon to share with others that
 demonstrates their understanding of Lesson 7: How to Stash YourCash.

2. Managing a Budget

Planning a field trip, an assembly, or a school party? Develop an interdisciplinary project to allow students to create and manage the budget. Some options include:

- Social Studies: Assess the needs and wants of the event. Prioritize necessary items and then wanted items. Students can use their learning from Lesson 4: Being a Savvy Shopper to research to identify and evaluate costs.
- Math: Develop a suggested budget based on assessing needs and wants for the event. If
 and when the budget is accepted, manage the spending to ensure that the event does not go
 over budget. Students can use their learning from Lesson 3: Designing Dreams and
 Lesson 5: Go with the Flow.
- English: Write a persuasive letter to the school administration explaining the needs and wants
 of the event, analyzing the suggested budget, and requesting the funds to execute the event.
 Students can use their learning from Lesson 3: Designing Dreams and Lesson 5: Go with
 the Flow.

3. School Store

Whether your school has a school store, or it is something that the students might be interested in starting, consider developing a project to provide students with ownership, while allowing them to learn more about financial literacy. Some options include:

- Social Studies: In coordination with other students and staff in the building, develop an
 inventory of needs and wants that can be supplied in the school store. Use research to
 identify and evaluate costs. Students can use their learning from Lesson 4: Being a Savvy
 Shopper.
- Math: Develop a budget for purchasing bulk items. Consider options for and create sale prices for each item. Create a cash flow statement to determine the amount of product that must be sold in order to turn a profit. Students can use their learning from Lesson 3:
 Designing Dreams and Lesson 5: Go with the Flow.
- Art/Design: Use advertising techniques to advertise and sell the school store products. Students can use their learning from Lesson 4: Being a Savvy Shopper.
- English: Write a persuasive argument to open a school savings account to keep school store
 profits in a safe place and earn interest. Alternately, write a persuasive argument to invest
 the profits in an investment vehicle like stocks or bonds. Students can use their learning from
 Lesson 7: How to Stash Your Cash and Lesson 8: Money Doesn't Grow on Trees.

4. Create and Use Financial Literacy Games

Playing games is a great way to engage students in learning. Even better, is to allow students to create their own games to play. Students can demonstrate their learning from one, some, or all *Money Smart* lessons. These games can be created and played in several subject areas including Social Studies, English, Math, and Art. Some options include:

• The Path to Success: Create a game where you must make choices about your education, your career, the jobs you get and the associated income, the taxes you pay on your income, and the insurance purchases that you can make. Money Smart connections: Lesson 1: The Path to Success, Lesson 2: Bread and Butter, Lesson 11: Risky Business.

- Charge It! Create a game where you can make choices about which credit card to apply for, make purchases with credit versus cash, and build credit. *Money Smart* connection: Lesson 9: Credit and Debt.
- Money, Money: Create a game where you can make choices about how to earn and spend money, factoring in cash flow, saving, and charitable giving. Money Smart connections: Lesson 5: Go with the Flow, Lesson 12: Spend, Save, or Give?

5. Solve a Community Problem

The intersection of problem-solving and real-life application is important for middle school students. What better way to combine the two than to solve a community-wide problem? Start by considering problems in your community. Problems could be split along content lines, for example:

- **Science:** Does your community recycle? How "green" is your community? Investigate science career fields and discover how students might make a career of solving these community problems, using **Lesson 1:** *The Path to Success*.
- **Technology:** Who has access to technology in your community? Inform your community about online threats after covering **Lesson 10:** *Protecting Yourself*.
- Arts: Does any part of your community need beautifying? Determine a method to raise and spend money on community beautification using Lesson 5: Go with the Flow.
- **Foreign Language:** Do non–English speaking members of your community need access to resources? Consider developing a foreign-language PSA that ties to student learning from **Lesson 4:** *Being a Savvy Shopper*.

Encourage students to use the financial literacy topics learned in *Money Smart* lessons to identify community problem and develop and maintain a budget for solving the problem.

FINANCIAL LITERACY ALL YEAR LONG

Highlight financial literacy at your school all year long, especially in April, during National Financial Literacy and School Library Month.

- Create bulletin boards or posters with students about financial literacy themes learned in Money Smart.
- Develop interdisciplinary projects that incorporate financial literacytopics.
- Create a class or school newsletter with students to distribute to the school community about money skills and financial concepts covered in class.
- Integrate real-world applications of financial literacy into content area classes.

The more students are exposed to financial literacy, and the more opportunity they have to practice applying their new knowledge and understanding of concepts, at school and at home, the more prepared they will be to live *Money Smart* lives.

LESSON AT-A-GLANCE

	esson tle	Topic	Learning Objectives	Time Required
6	Super Saver	The Importance of Saving	 Understand and explain the importance of saving money Evaluate methods for saving money, both for a scenario and in their own lives 	45 min Session 1 (25 min) • Saving Money and Me (5 min) • Evaluating Saving Options (part 1) ∘ Group Work (20 min) Session 2 (20 min) • Evaluating Savings Options (part 2) ∘ Presentations (15 min) • The Best Methods (5 min)





LESSON OVERVIEW

Learners explore **savings** at a deeper level in Lesson 6 by debating when an emergency fund is applicable and discussing how to plan for special purchases and how to set and achieve long-term financial goals. Using collaborative learning, students will craft savings strategies that lead to positive savings habits and demonstrate how financial institutions can help grow money.

TOPIC: The Importance of Saving

TIME REQUIRED: 45 minutes

(excluding Extended Exploration activities)

LEARNING OBJECTIVES:

Students will be able to...

- Understand and explain the importance of saving money
- Evaluate methods for saving money, both for a scenario and in their ownlives

SUPPLIES:

- Projector (for teacher presentation slides)
- Access to the Internet(optional)

PREPARATION:

- Make copies of student handout
- Set up projector with presentation slides
- Set up individual or group computers with access to the Internet(optional)

STUDENT HANDOUT:

(found in Student Guide)

What Would You Do?

TEACHER PRESENTATION SLIDES:

- Scenarios
- Savings Options

ESSENTIAL QUESTIONS:

- How do you save money?
- Why should I save money?
- What are the most effective methods for saving money?

ASSESSMENT ACTIVITIES:

Pre-Assessment:

• Saving Money and Meactivity

Post-Assessment:

- What Would You Do? activity
- The Best Methods discussion

Answer Key	1	6	
Glossary with key vocabulary	1	7	

INSTRUCTION STEPS

WARM UP

SAVING MONEY AND ME [5 MINUTES]

Prompt students to think about getting their first paycheck. Remind them that it won't be a huge amount of money, but it might be more than they've ever had at one time. Ask them to consider how they might save that money.

Pose the questions:

- How could you save yourmoney?
- Why would you save some of your money?

Allow students some time to think about their answers, and then share. Prompt students to start thinking about how effective their money saving methods are. For example: if a student says that she puts money into a piggy bank, ask her whether she's ever tempted to use that money for something other than what she's saving for, or whether that money slowly grows over time by putting it in a piggy bank.

MONEY SMART TIP!

Lesson 7 goes into detail about a few savings options that may hook students' interest.

The lesson allows students to learn about several savings options and weigh them against one another.

GROUP EXPLORATION

EVALUATING SAVING OPTIONS [35 MINUTES]

Split your class into four groups and provide each student with the *What Would You Do?* handout. Then, on the *Scenarios* slide, provide each group with its scenario and have them write their scenario onto their handout:

- Group 1: Your parents have just informed you that, if you want a car, you'll have to pay for it
 yourself. You're 14, and right now you get a small allowance, but you plan to get a job as soon
 as you can. In the meantime, you want to make sure that you save money so that you'll be
 able to buy your car.
- Group 2: The school dance is just two weeks away. The cost is \$20. All of your friends
 are going, but you're not sure you'll have enough extra money for a ticket. You have two
 babysitting jobs lined up for the next two weeks, but that leaves you a few dollars short of
 purchasing a \$20 ticket.
- **Group 3:** You've achieved your goal of getting a full scholarship to the college of your dreams. The only problem is that the scholarship will not cover the cost of textbooks, which you estimate will run you about \$500 for the first semester. You have the summer to save money, and you have a summer job.



• **Group 4:** You like to look "very put-together" for the start of the new school year. This year, you're on your own. No one is paying for any of your back-to-school clothes. It's the summer, and you have a few bucks stashed away in your room, plus a couple of jobs lined up mowing neighbors' lawns for money.

Grade-Level Modifications:

Beginner: One scenario for the entire class. When student groups share their decisions, all students in the room will be familiar with the scenario and will be able to weigh the group's decisions against their own.

Advanced: Add costs and time limits into the scenario, so that students have to compute.

Highlight that in each scenario they have some income, and they want to be able to make a purchase. Display the *Savings Options* slide and review each option with students.

Start by explaining that all options begin and end with opening a savings account. Opening a savings account will allow you to protect your saved money from a variety of risks, including bank failure, theft, and fraud. Additionally, opening a savings account allows you to earn interest on your money while it remains in your account.

Then, explain the three additional options students could select for their scenarios. Remind students that selecting one of these options should pair with opening a savings account, in most cases.

- 1. Cut Back examples include eliminating expenses like going to the movies or going on a vacation
- 2. Go Cheaper examples include buying inexpensive clothing instead of name brands
- 3. Create New Habits examples include walking instead of driving, or eating at home instead of going out to eat

Explain that students can pick one or more of the savings options, but they should consider their scenario as they pick their savings options. As they make their group decisions, students should log information on their *What Would You Do?* handout. Explain that, when they have finished making their decisions, they must put together a presentation to their class where they must justify why this savings option was the best for this scenario. See the **Answer Key** for a completed sample of the *What Would You Do?* handout.

Before presentations, have the class review the rest of the *What Would You Do?* handout, and redisplay the *Scenarios* slide. Ask students to make some quick decisions about what they would do for the other three scenarios that groups worked on in class. Explain that students will be weighing their snap decisions against the group's decision and may have the opportunity to question the group about their decision.

Allow the first group to present their scenario, then explain which savings option(s) they choose, and why. As the group presents, listeners should log the group's decision on the *What Would You Do?* handout. When the group finishes, ask the audience to pose questions or make their own argument for the best savings option(s) in this scenario. (Note: There isn't necessarily a correct answer for any of the scenarios; what matters more is the justification that students use to support their savings options election.)



WRAP UP

THE BEST METHODS [5 MINUTES]

Ask students to consider something that they want to save for in the future. Then discuss: What would be the best savings option for making that purchase in the future? Why?

EXTENDED EXPLORATION

Note: Use the following ideas to extend financial literacy concepts throughout the school year within core content areas through English Language Arts, Math, Social Studies and Economics, and Technology activities, projects, and discussions. Duration of activities will vary.

ENGLISH LANGUAGE ARTS

Writing Prompts:

 Write a letter to your future self. Describe to your future self why saving money is so important. Remind your future self about a preferred savings option from today's lesson and how it could be used in the future that you've imagined for yourself.

Additional Readings/Resources:

- Save and Invest by the Financial Literacy and Education Commission:
 A short overview of tips on student saving and investing.
 http://www.mymoney.gov/save-invest/Pages/saveandinvest.aspx
- Saving and Investing for Your Future by BizKids: A short video clip on the importance
 of starting a savings plan early. (Time of video: 1:16 minutes)
 http://bizkids.com/clip/saving-and-investing

MATH

Activity/Project Ideas:

• Write down all of your spending over the course of a week. Review the "Cut Back" and "Go Cheaper" savings options. Using online or in-store research, determine how much money you would have saved had you either cut back on your expenses or purchased cheaper items. Explain: Are the savings worth the sacrifices to you?

SOCIAL STUDIES AND ECONOMICS

Activity/Project Ideas:

Consider teen Suvir Mirchandani's plan to save the government millions of dollars at http://www.thewire.com/national/2014/03/switching-fonts-wont-save-the-government-money/359925/. Although the plan was criticized, his idea about finding was for the federal government to save money. Research some of the expenses of your school or your local government. What money savings options would you suggest to your school or your local government? Why?

TECHNOLOGY

Online Games/Tools:

 Mad Money by PBS Kids: An online game to help students learn money-saving strategies. http://pbskids.org/itsmylife/games/mad_money_flash.html

ANSWER KEY

for Student Handouts

LESSON 6: SUPER SAVERS

Answers will vary. Completed sample:

Scenario	Savings Options I Would Use	Justification
#1 14 years old, must pay for car and allowance, and eventually will get a job.	1) open a savings account	Several years to save money and putting savings in an account will generate interest.
	2) cut back	Cut back on a few things here and there in order to put more money into savings.
#2 Dance costs \$20, two weeks away. Two babysitting jobs, but will still be short.	1) cut back	For two weeks, cut back on expenses to save an extra couple of dollars. Cut back on things like snacks at the store.
	2) go cheaper	If I must spend money, I'll try to save an extra couple of dollars by buying less-expensive things.
#3 Need \$500 for books for college. Have a summer job and the summer to save.	1) open a savings account	Savings account will generate interest and will need more money for books in other semesters.
	2) go cheaper	Buy cheaper things over the summer to save an extra few dollars AND consider cheaper book options like used textbooks.
#4 Want back-to-school clothes. Have some money and	1) create new habits	Make it a habit to watch movies and eat snacks at home.
a few lawn-care jobs lined up. Summer to save.	2) go cheaper	Plan to spend a little less on my back-to-school clothes.

GLOSSARY

Annual Percentage Rate (APR): The cost of borrowing money on a yearly basis, expressed as a percentage rate.

Bank: A financial institution and business that accepts deposits, makes loans, and handles other financial transactions.

Budget: A plan that outlines what money you expect to earn or receive (your income) and how you will save it or spend it (your expenses) for a given period of time.

Career: The type of work a person pursues for the majority of their life that may involve formal education, special training, or be within a specific industry.

Cash Flow: Income and expenses over a given period of time.

Credit: The ability to borrow money and pay it back later.

Credit Card: A plastic card that can be used to obtain credit (such as to purchase goods and services).

Debit: An amount of money taken out of a deposit account to pay for something.

Debit Card: A plastic card that can be used to deposit or withdraw cash from a checking or other bank deposit account, such as at automated teller machines or at retail locations that accept cards.

Debt: Money that is owed.

Discretionary Expenses: Money that is not essential to spend; money spent on wants.

Diversification: The approach of spreading your money among various investments with the hope that if one investment loses money, the others will make up for those losses; also referred to by the phrase "don't put all your eggs in one basket".

Earned Income: Money you get from working, such as wages, commissions and tips.

Expense: The cost of goods and services; the amount of money that is spent.

Federal Deposit Insurance Corporation (FDIC): Preserves and promotes public confidence in the U.S. financial system by insuring deposits in banks and thrift institutions for at least \$250,000. An independent agency of the federal government, the FDIC was created in 1933.

Financial Institution: A bank or credit union.

Fixed Expense: An expense that does not change from month to month.

Goal: Something you wish to achieve or accomplish in a specific amount of time.

Identity Theft: When someone steals another person's identity to commit fraud, such as by using his or her name or Social Security number to get something. Identity theft is a crime.

Income: Money that you receive from jobs, allowances, gifts, interest, dividends, and other sources.

Income Tax: Taxes on income, both earned (salaries, wages, tips, commissions) and unearned (interest, dividends). Income taxes can be levied on both individuals (personal income taxes) and businesses (business and corporate income taxes).

Insurance: A contractual relationship that exists when one party (the Insurer), for a fee (the

GLOSSARY (continued)

premium) agrees to reimburse another party (the Insured or third party on behalf of the Insured) for a specific loss.

Interest: Money that a bank or other financial institution pays you for keeping money on deposit with them, or the amount of money you pay a bank as a fee when you borrow money.

Invest: To put money at risk with the goal of making a profit in the future.

Investment Vehicles: The methods that a person (or business) can use to invest money.

Job: A specific duty, task, or activity someone completes using his or her time, skills, and energy to earn money.

Mutual Fund: An investment tool that pools the money of many investors and invests it in stocks, bonds, and money market assets, or other securities.

Need: Something you must have to survive, such as clothes, shelter, or food.

Opportunity Cost: The next best thing that you give up in order to do something else; a trade-off of a decision you make.

Payroll Deduction: Money that an employer withholds from earnings.

Phishing: When fraudsters impersonate a business or government agency to try to get you to give them personal information, such as through an email or text message. Can also be thought of as "fishing for confidential information".

Profit: The money gained or left over after money spent (expense) is subtracted from money earned (income).

Return: Money made (profit) from an investment.

Risk: The possibility that something unplanned or unintended may happen (such as losing money). Uncertainty about outcomes that are not equally desirable. In finance, it refers to the degree of uncertainty about the rate of return and the potential harm that could arise when financial returns are not what the investor expected.

Risk Management: The process of calculating risk and choosing approaches to minimize or manage loss.

Save: Setting something, like money, aside to use in the future.

Savings Account: A bank account that you can use to set aside money, and that pays you interest.

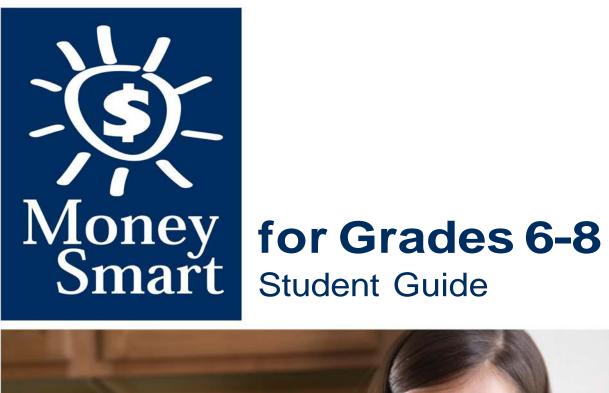
Savings Bond: People lend money to the Government so it can pay its bills. Over time, the Government gives that money, plus a bit extra (interest), back to those people as payment for using the borrowed money.

Stock: An investment that represents a share of ownership in a company.

Tax: Money that has to be paid to a government to provide public goods and services.

Variable Expense: Money that a person spends or gives away that varies from month to month.

Want: Something that you would like to have but that you could live without, such as a TV or tickets to a baseball game.





A fun way to help kids get smart about money.



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.

Scenario	Savings Options I Would Use	Justification