

# The Making Cents Project



April 30, 2019  
Webinar for Educators

# Today's Webinar

## Our Agenda for Today

The Making Cents Project

Curriculum Deep Dive: Pathway to Financial  
Success

Upcoming Webinars

Additional Opportunities

Evaluation and Act 48 Information



Hilary Hunt, Making Cents Project

# The Making Cents Project



## *Partnership*

Pennsylvania Department of Education

- Sally Flaherty, Social Studies Advisor

Pennsylvania State University

- Dr. Cathy Bowen, Professor

## *Overall Program*

Part of a series of financial literacy and economic education initiatives



# OUR WEBINARS



*Enhance content knowledge.*



*Highlight financial literacy resources.*



*Share professional information.*



PATHWAY TO FINANCIAL SUCCESS

# CURRICULUM DEEP DIVE

April 30, 2019

# Pathway to Financial Success

## In Schools



### EDUCATORS

Find tools to teach your students key financial success skills, including lessons, educator guides, and videos.



[Learn More about Educator Resources](#) ›

### STUDENTS

Take hold of your financial future. Get the skills you need to set and reach your goals with our videos and interactive modules.



[Middle School](#) › [High School](#) ›

### FAMILIES

Use our resources to show your children how to make good financial decisions with these money management basics.



[Learn More about Resources for Families](#) ›

# Pathway to Financial Success

**In Schools**

## High School Program Overview

Designed for use in grades 9 through 12

Comprehensive - eight instructional units

### Variety of resources

- Self-paced modules
- Classroom activities
- Family connections
- Suggested resources



## 1: Being Financially Responsible

Imagining Your Financial Future  

Setting SMART Financial Goals 

Examining Money Habits  


Budgeting for Success 

Spending Wisely  

## 2: Using Financial Services

Understanding Financial Institutions 

Deciding Where and How to Bank  

Opening New Accounts 

Using Mobile Banking  

Managing Everyday Purchases  

## 3: Financing Your Future

Exploring Earning Potential 



Weighing Your Career Options  

Choosing Your Path after High School  

Financing Higher Education  

Understanding Education Financing Options  

## 4: Getting Paid

Preparing for Work  


Calculating Different Types of Pay 

Comparing Job Offers  

Paying Taxes  

Creating Your Own Job 

 Interactive Module

 Classroom Activity

 Family Connection




 Resource Links



## 5: Paying Yourself First

<b>Deciding to Save Money</b> 	<b>Setting Savings Goals</b> 	<b>Finding Money to Save</b> 	<b>Growing Savings through Interest</b> 	<b>Choosing a Savings Method</b> 
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## 6: Using Credit Wisely





<b>Understanding Credit</b> 	<b>Deciding When to Use Credit</b> 	<b>Checking Your Credit Report</b> 	<b>Improving Your Credit Score</b> 	<b>Managing Debt</b> 
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## 7: Making Major Financial Decisions

<b>Paying for a Vehicle</b> 	<b>Renting or Buying a Home</b> 	<b>Understanding Insurance</b> 	<b>Choosing an Insurance Plan</b> 	<b>Knowing Your Consumer Rights</b> 
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## 8: Growing and Protecting Your Finances

<b>Understanding Investing Options</b> 	<b>Building a Diversified Portfolio</b> 	<b>Making Charitable Donations</b> 	<b>Avoiding Financial Fraud</b> 	<b>Getting Help with Financial Decisions</b> 
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-  Interactive Module
-  Classroom Activity
-  Family Connection
-  Resource Links

# Pathway to Financial Success

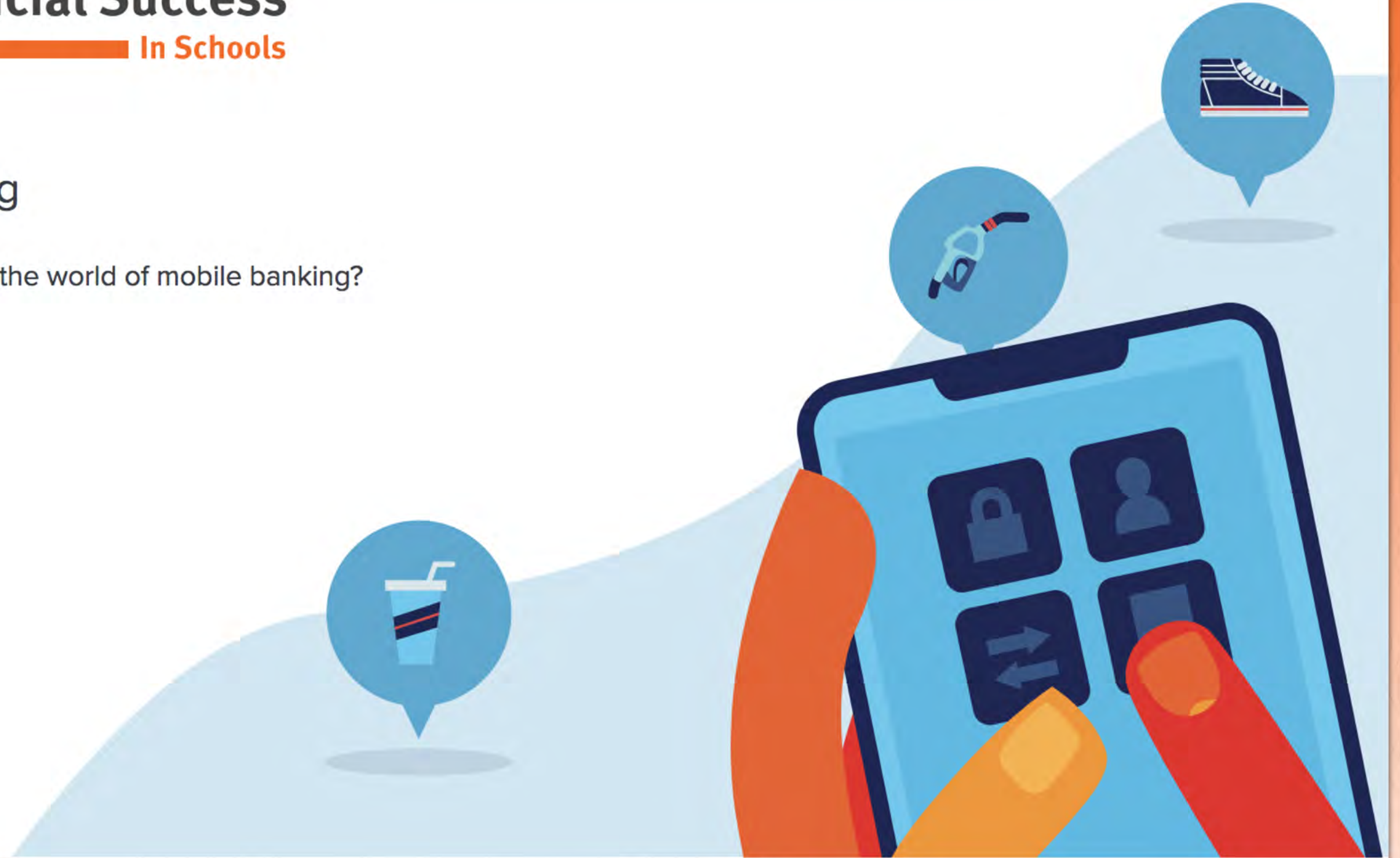
In Schools

Unit 2: Topic 4

## Using Mobile Banking

How much do you know about the world of mobile banking?

Begin





< Pathway to Financial Success

In Schools

Unit 2 | Topic 4

Using Mobile Banking

**Prepare** (1 of 6) ^

• Setup

Show What You Know

Question 1

Question 2

Question 3

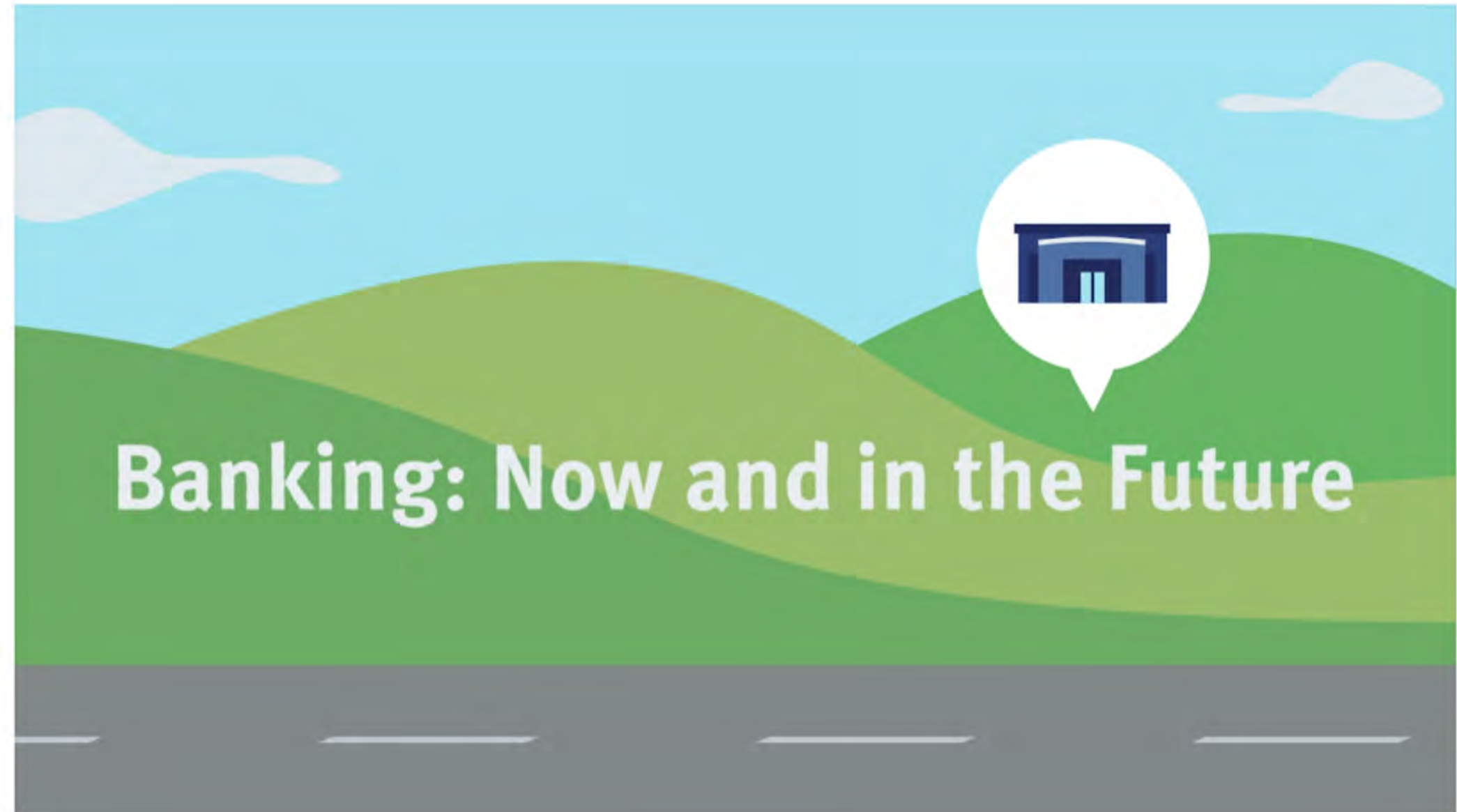
Confidence Ranking

**Learn** (0 of 7) v

**Reflect** (0 of 2) v

**Challenge** (0 of 6) v

**Certificate** (0 of 1) v



Continue

< Pathway to Financial Success

In Schools

Unit 2 | Topic 4

Using Mobile Banking

🔒 Prepare (1 of 6) ^

> Setup

• Show What You Know

Question 1

Question 2

Question 3

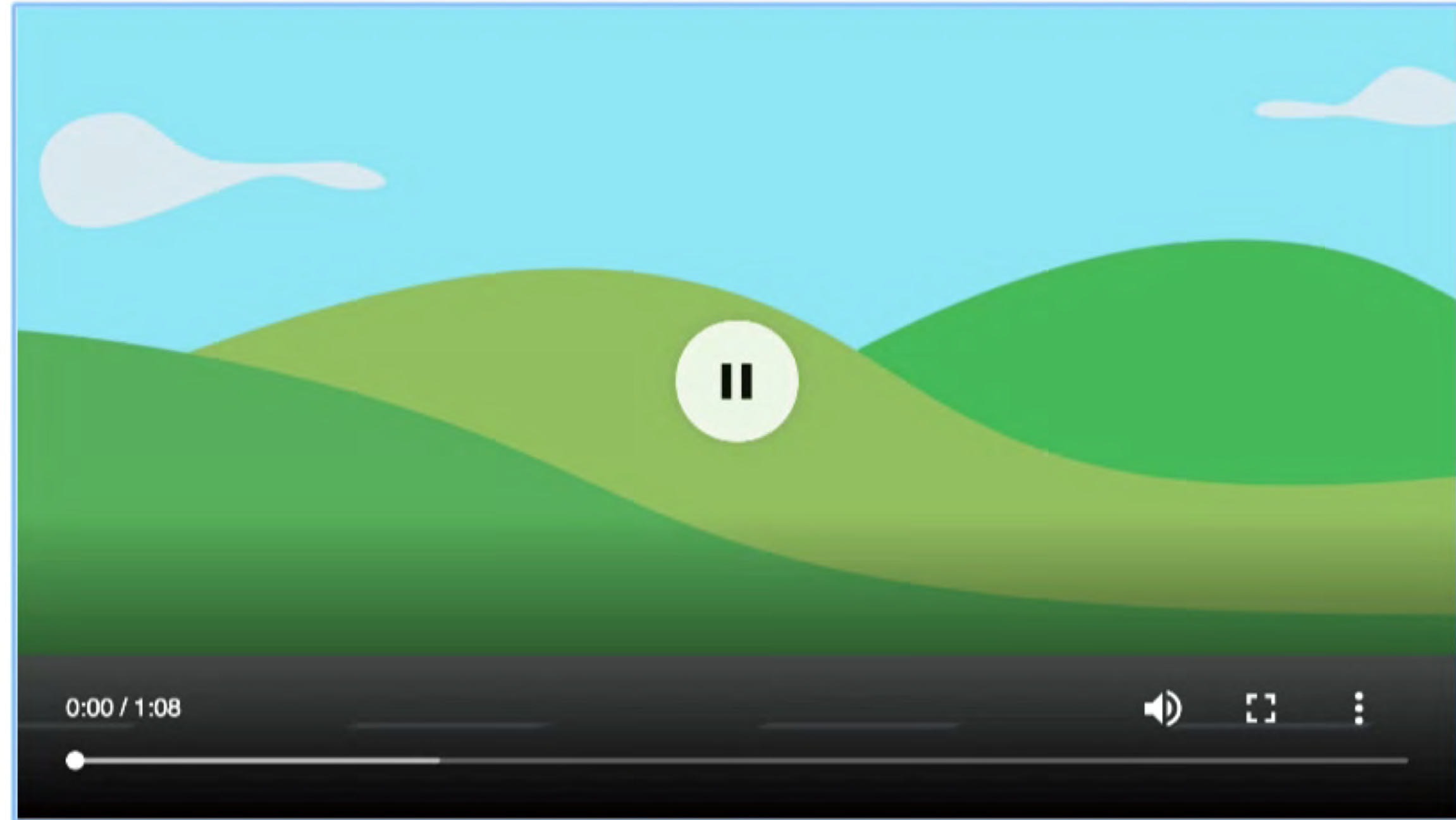
Confidence Ranking

🔒 Learn (0 of 7) v

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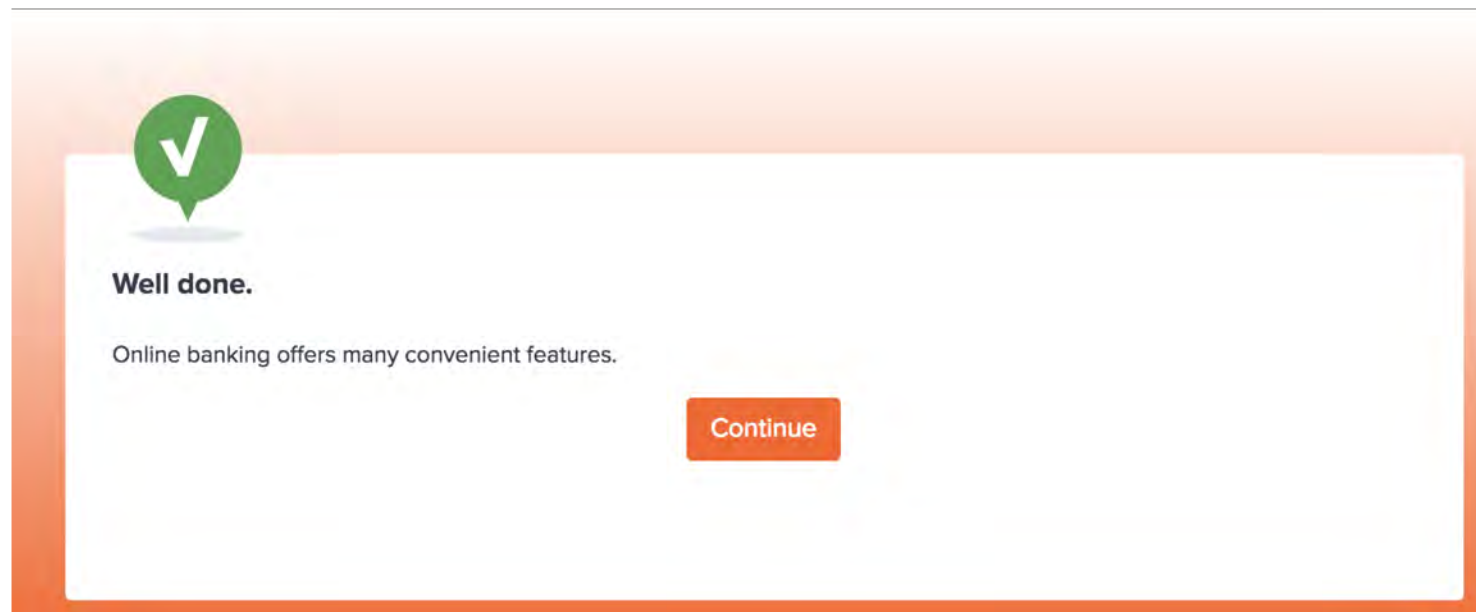
🏆 Certificate (0 of 1) v



Continue

# Show What You Know

- Three-question pre-test
- Multiple choice
- Immediate feedback



Well done.

Online banking offers many convenient features.

Continue

## Show What You Know



Select the best answer to each question.

Which of the following are features of online banking? Select ALL that apply.

You can transfer money between different accounts.

Your bank can send email alerts if your balance gets too low.

You can withdraw cash before going shopping.

You can check account balances.

You can deposit cash you earn each day from tips.

Submit

# Pre-Test

Select the best answer to each question.

Which are special features that only mobile banking can provide? Select ALL that apply.

Depositing a check by taking its photo

Checking account balances

Transferring money between accounts

Getting a text alert when a balance is low

Select the best answer to each question.

Which are special features that only mobile banking can provide? Select ALL that apply.

Depositing a check by taking its photo

Checking account balances

Transferring money between accounts

Getting a text alert when a balance is low



**Incorrect.**

There are differences between mobile and online banking that you'll learn in the module.

Continue

Your Answer Correct Answer



**Incorrect.**

There are differences between mobile and online banking that you'll learn in the module.

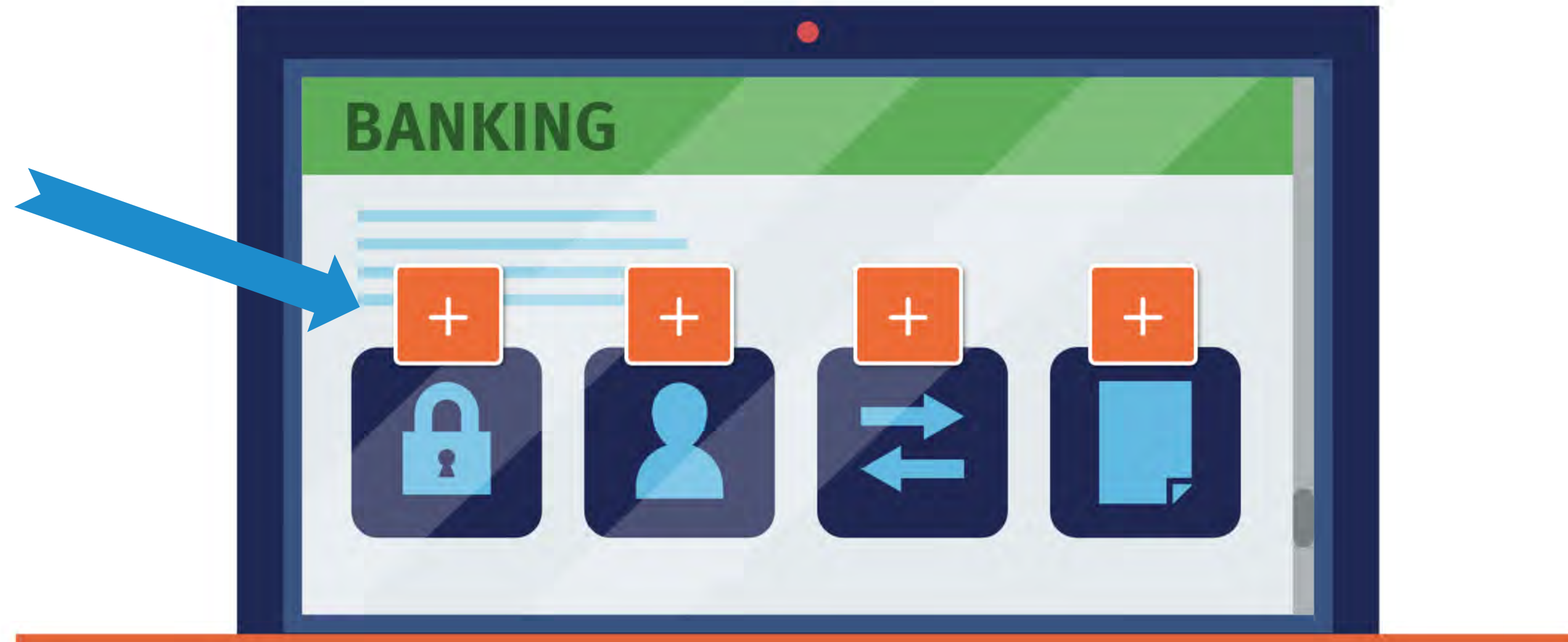
Continue

Your Answer Correct Answer

## Online Banking

Take a look at this screenshot of a typical bank website, and explore some of the features you might look for when banking online.

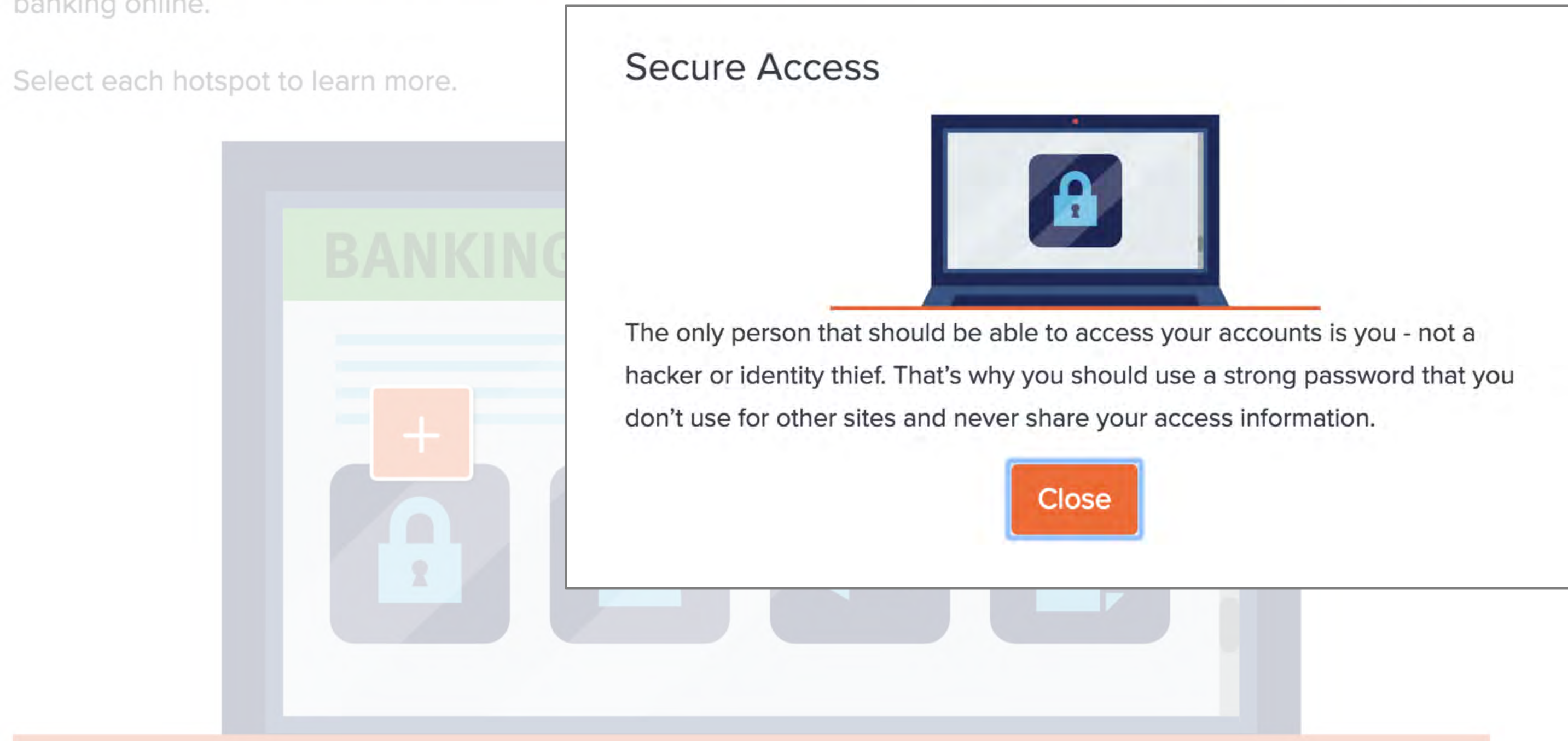
Select each hotspot to learn more.



## Online Banking

Take a look at this screenshot of a typical bank website, and explore some of the features you might look for when banking online.

Select each hotspot to learn more.



**Secure Access**

The only person that should be able to access your accounts is you - not a hacker or identity thief. That's why you should use a strong password that you don't use for other sites and never share your access information.

Close



## Mobile Banking

Mobile banking apps can vary from one financial institution to another. Be sure you know what the app can do and how to take full advantage of it.

Select each card to learn more.



### Deposit Checks

Is going to the bank a hassle? You can now deposit checks by taking a photo of the signed check and depositing it with the app. DON'T throw the check away, though. Find out from your bank how long you must keep it.

3 of 5

Continue

## Which Would You Use?

Think about how you might use a mobile banking app. Select the best description of your use.

Answer each question.



### Check your account balances

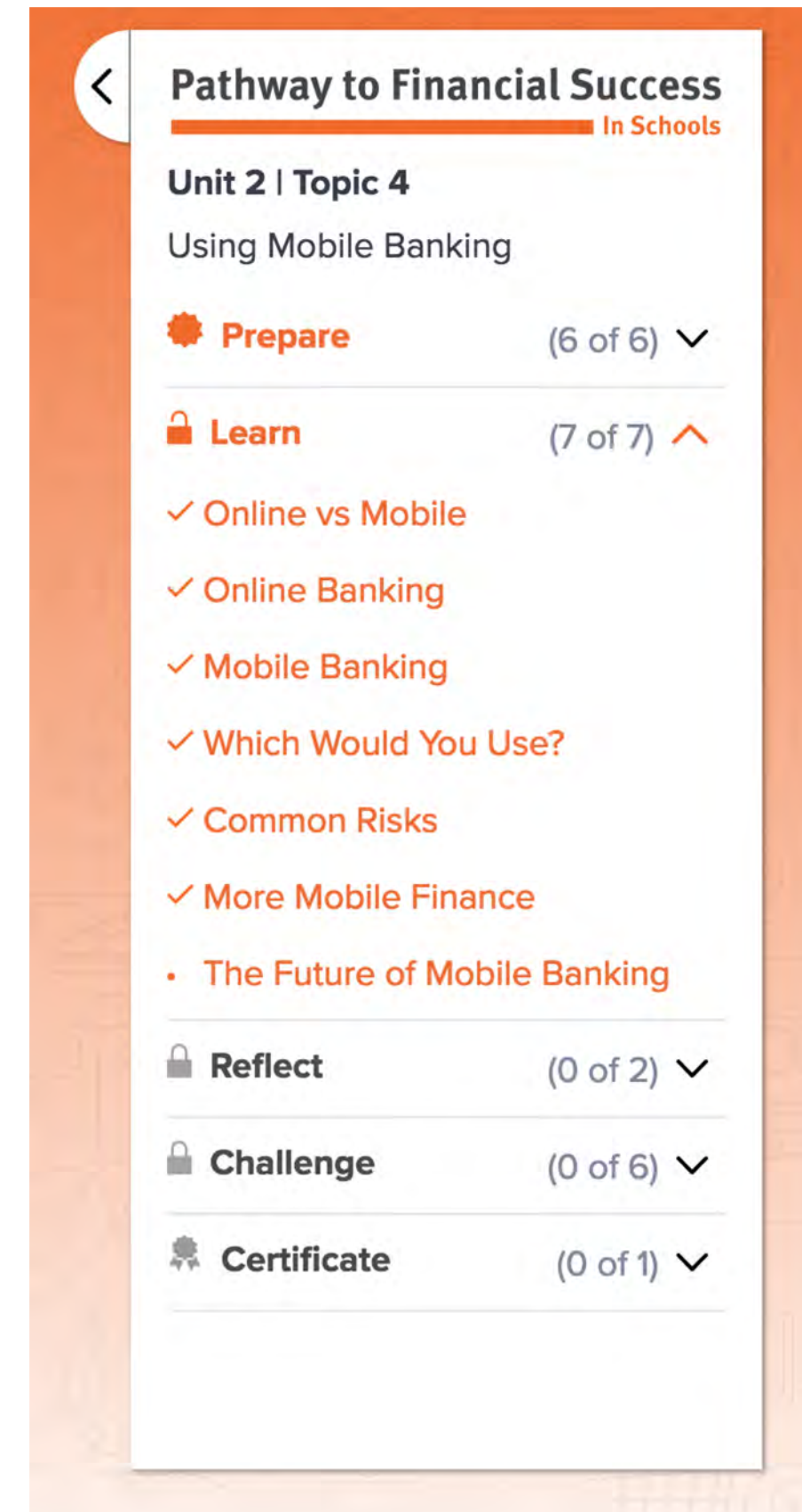
Use now

Might use later

Probably won't use

# Learn

- Information presented on specific topics
- Variety of interaction types
- Followed by a wrap-up to summarize key takeaways



## Wrap Up



**Technology is changing the way we bank.**

### ✕ Audio Transcript

Technology is changing the way we bank. We can now easily check bank accounts, pay bills, deposit checks, and more with online and mobile banking.

# Show What You Learned

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- Five-question post-test
- Not a repeat of the pre-test
- Variety of question types
- Some questions offer the ability to retry
- Immediate feedback
- Score and certificate provided upon completion



Select the word/phrase that best completes each sentence.

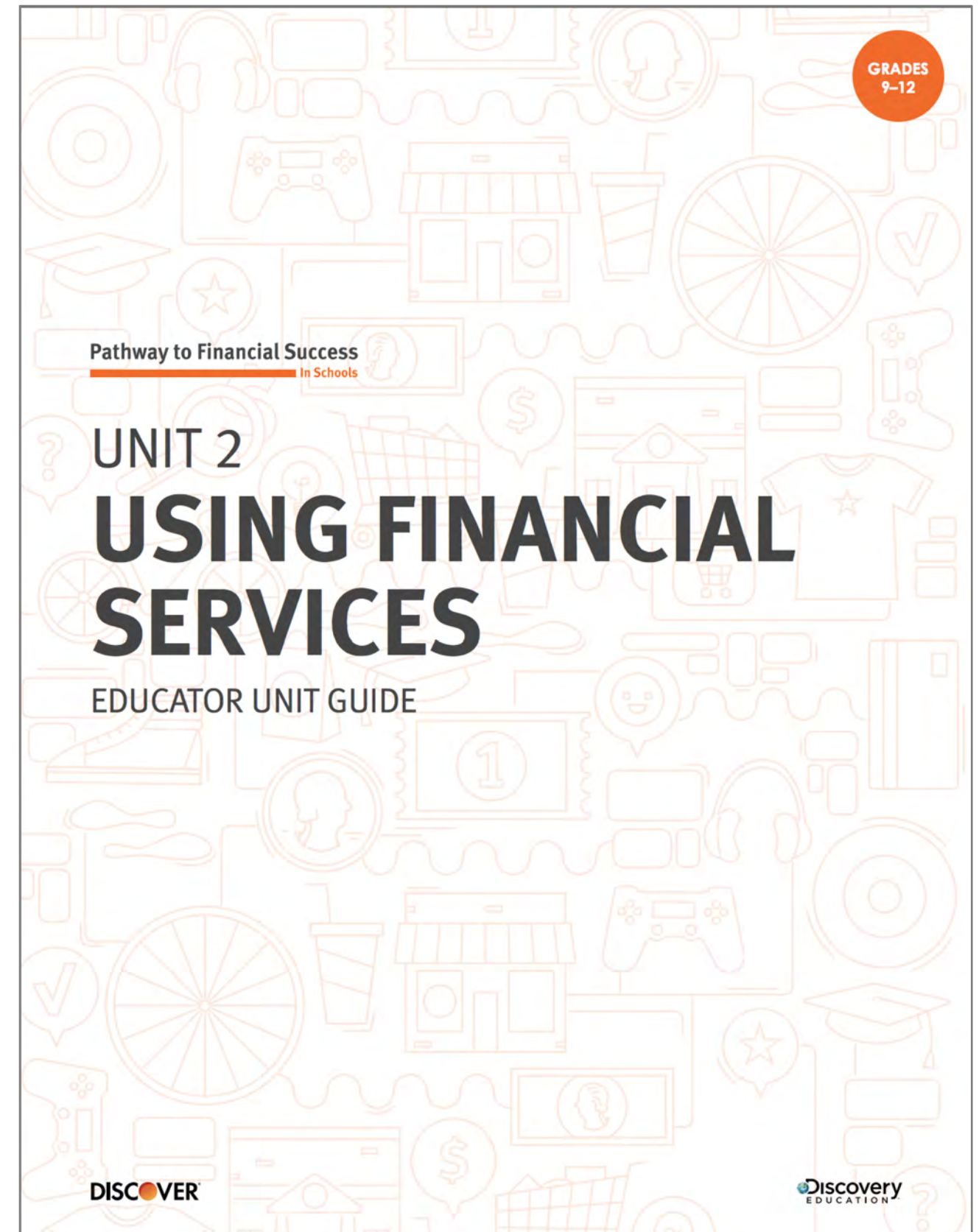
banking is done by accessing your bank's website through an internet browser.

Like online banking, with mobile banking you can  .

Both online and mobile banking require  .

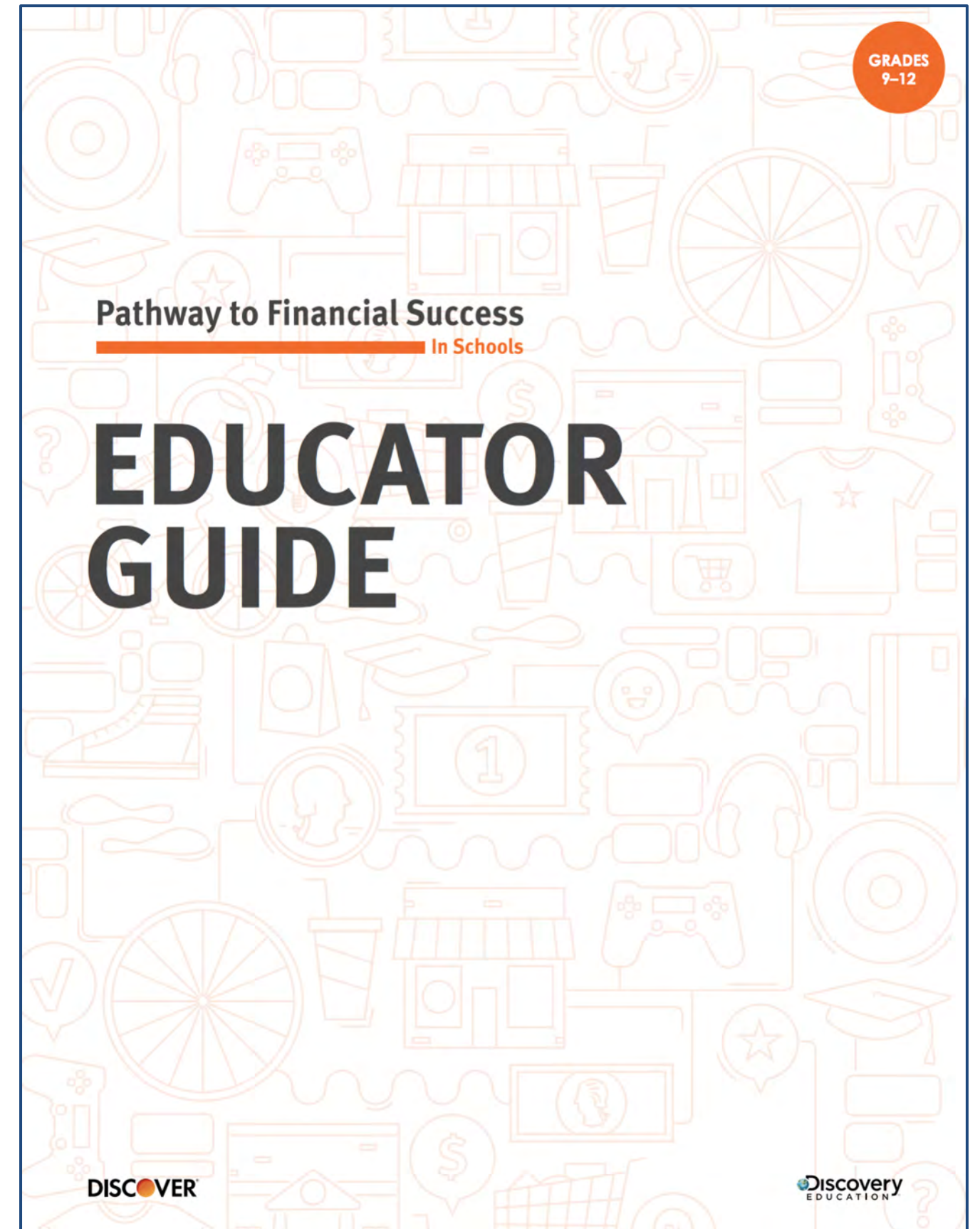
# High School Educator Unit Guide

- Background information
- Topics and resources
- Self-paced modules
  - Overview
  - Key learning objectives
  - Section-by-section educator tips
  - Extension activities
  - Standards correlation
- Key terms



# High School Educator Program Guide

- Program overview
- Eight thematic units
- Review of the instructional resources
- Educator tips
  - Using the self-paced modules
  - Tracking student use
  - Technology requirements



# Pathway to Financial Success

## In Schools



[www.pathwayinschools.com](http://www.pathwayinschools.com)

### EDUCATORS

Find tools to teach your students key financial success skills, including lessons, educator guides, and videos.



[Learn More about Educator Resources](#) ›

### STUDENTS

Take hold of your financial future. Get the skills you need to set and reach your goals with our videos and interactive modules.



[Middle School](#) › [High School](#) ›

### FAMILIES

Use our resources to show your children how to make good financial decisions with these money management basics.



[Learn More about Resources for Families](#) ›



# Pathway to Financial Success

## In Schools

- Overview
- Middle School
- High School



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# Pathway to Financial Success

**In Schools**

EDUCATORS

## High School

As your high school students journey towards adulthood, they can dig deeper into concepts such as using credit wisely and making major financial decisions. Within the eight units, you will find:

- Self-paced modules
- Classroom activities
- Family connections
- Relevant resource links
- Educator guides

[Educator Program Guide](#) 



### Unit Quick Links

[Being Financially Responsible](#) | [Using Financial Services](#) | [Financing Your Future](#) | [Getting Paid](#) | [Paying Yourself First](#) | [Using Credit Wisely](#) | [Making Major Financial Decisions](#) | [Growing and Protecting Your Finances](#)

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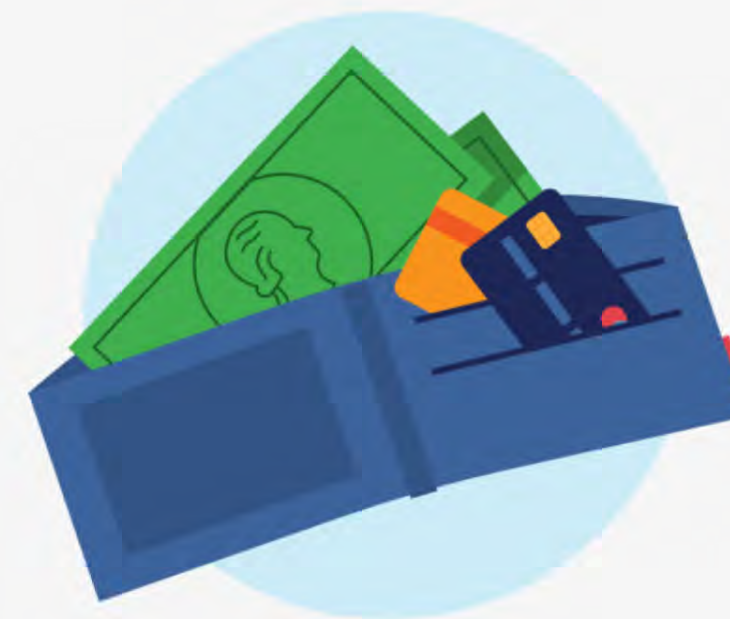
## UNIT 1

# Being Financially Responsible

Learn about managing money wisely. These resources will help your students build a strong foundation for a financially responsible future.

2 Classroom Activities | 1 Family Connection | 3 Self-paced Modules | Relevent Resource Links

[Explore Unit 1 : Being Financially Responsible](#) ›



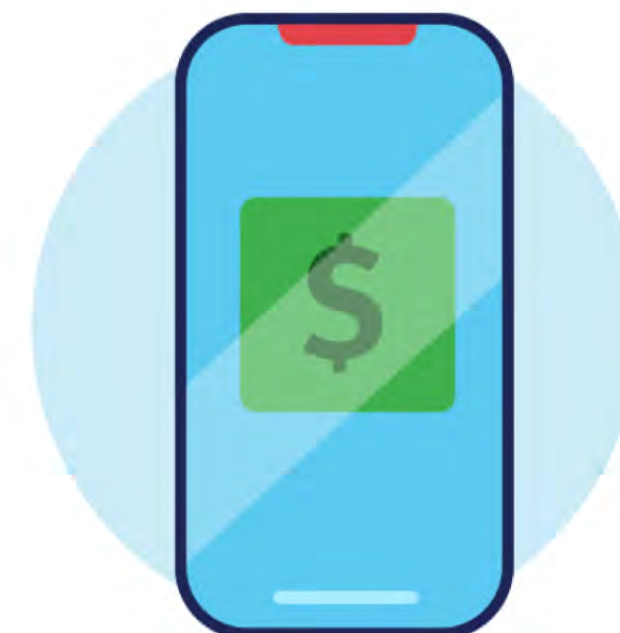
## UNIT 2

# Using Financial Services

Your students will be choosing from a growing number of services offered by banks and other financial institutions. These resources will help your students safely and efficiently achieve financial goals.

1 Classroom Activity | 1 Family Connection | 2 Self-paced Modules | Relevent Resource Links

[Explore Unit 2 : Using Financial Services](#) ›

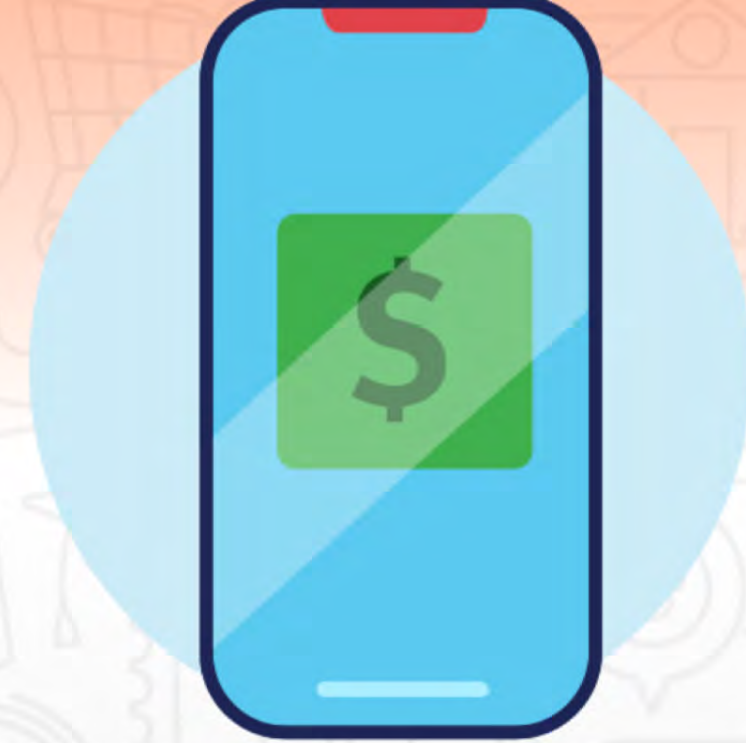




# Using Financial Services

Your students will be choosing from a growing number of services offered by banks and other financial institutions. These resources will help your students safely and efficiently achieve financial goals.

[Educator Guide: Unit Two](#) 



## TOPIC 1

# Understanding Financial Institutions

Your students will consider how can banks and credit unions help them achieve their financial goals? Use these resources with your students to explore the various services offered by financial institutions.

## Supplemental Resource Links

### [Introductions to Depository Institutions](#)

University of Arizona's Take Charge Today

You can set up an activity for your students: After watching a video and discussing the benefits of depository institutions such as banks and credit unions, students help a character choose a financial institution. (When you get to the site, please create a free account to access the resources.)

### [How to Get the Best Banking Experience](#)

American Institute of Certified Public Accountants 360 Degrees of Financial Literacy

Your students can learn why people bank, what account types are available, how to automate payments and savings, and the importance of avoiding fees.

# Deciding Where and How to Bank

What factors should students consider when selecting a financial institution? Help them learn how to compare features and costs of services offered by financial institutions.

**SELF-PACED MODULE**



### Examining Money Habits

🕒 10 to 15 minutes (plus optional discussion)

This module will give your students an overview of factors to consider when choosing where to bank. They will learn how to compare features and costs of services offered by financial institutions.

[Launch Module](#) ↗

**FAMILY CONNECTIONS**



### How Our Family Banks

🕒 10-minute read, plus discussion

Banking has changed significantly, and students have several options. This guide gives tips for parents on discussing their family's banking choices with links on mobile banking and teen accounts.

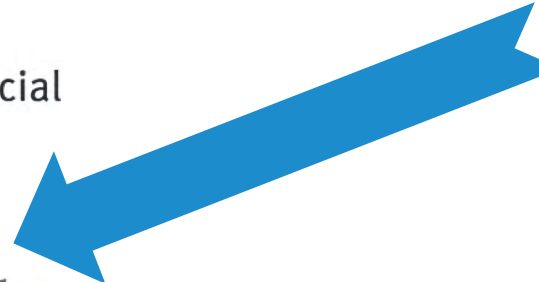
[Download Activity](#) ↓

### Supplemental Resource Links

**Electronic Banking**  
Federal Trade Commission  
Students learn how to protect their finances when banking online.

**Dial M For Money: Can Mobile Banking Lift People Out Of Poverty?**  
National Public Radio (NPR)  
National Public Radio explains how people in Kenya are using mobile banking to improve their economic well-being.

**How Mobile Banking Works**  
How Stuff Works  
This article explains how mobile banking started and what happens behind the scenes of mobile banking transactions.





## FAMILY CONNECTIONS

Unit:

- 1 Being Financially Responsible
- › 2 Using Financial Services
- 3 Financing Your Future
- 4 Getting Paid

UNIT 2  
Using Financial Services

## Topic

Deciding Where  
and How to Bank

## Title

How Our Family Banks

## Connect

In school, students have been learning about different types of financial institutions and what to consider when selecting a bank, credit union, or other financial services provider. Families play a crucial role in their child's banking habits, most notably in helping him or her establish a first bank account and making decisions about what products are needed. It is important to understand the different types of accounts teens can open and the role a parent or guardian plays with each. Some financial institutions will also offer incentives to children and teens for opening an account and/or making deposits. Be sure to ask what is available and shop around.

## Talk

- Many children open their first accounts at the same financial institution as a parent or family member. Talk about the accounts you have such as checking and savings accounts. If you don't have an account with a bank or credit union, share your reasons for this. What services do you use instead?
- Just like people comparison shop for the best deal on a major purchase, you can also shop around for your financial institution. Discuss what factors would be most important to you such as a convenient location or hours, a great mobile app and/or online banking platform, or low fees.
- Do you use mobile or online banking? If so, how do you use it? If not, what is preventing you from giving it a try? Children are often more comfortable with mobile technology than their parents and could help you set up or maximize your use of mobile banking technology. Talk with your child about the convenience of mobile banking. If you have not yet set up your own mobile banking, do it together.

## Act

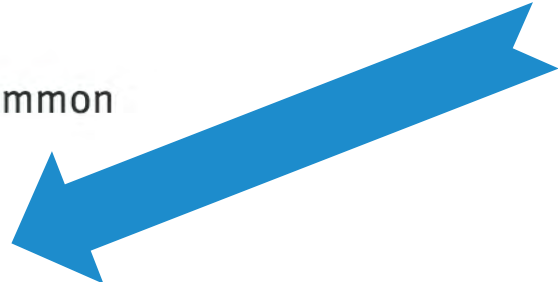
- Make your banking visible. Children used to know when their parents were conducting their banking. It meant a trip to the bank or credit union (and often a lollipop). Nowadays, though, many families conduct their banking almost entirely online. If your paycheck is automatically deposited or you transfer money between accounts or pay bills online, your child may not realize that you are, indeed, doing your banking. Engage your teen in this process. Let him or her see what you are doing and discuss the process.
- Visit a financial institution or two. If your child hasn't been to a bank or credit union, take a trip to one. If possible, call ahead and see if a manager is available to talk to your child about the different types of accounts and services that are available.
- Explore a variety of financial account options. Are the checks free? Is there a minimum amount you have to keep in the account? What fees are charged and when? Do some research and find out what accounts and features are offered by different financial institutions. Compare their mobile banking features, too, since they will likely matter a lot to your teen.
- Develop a banking plan. Talk about when and how your child will open an account and/or use additional services such as debit or credit cards.

## Learn

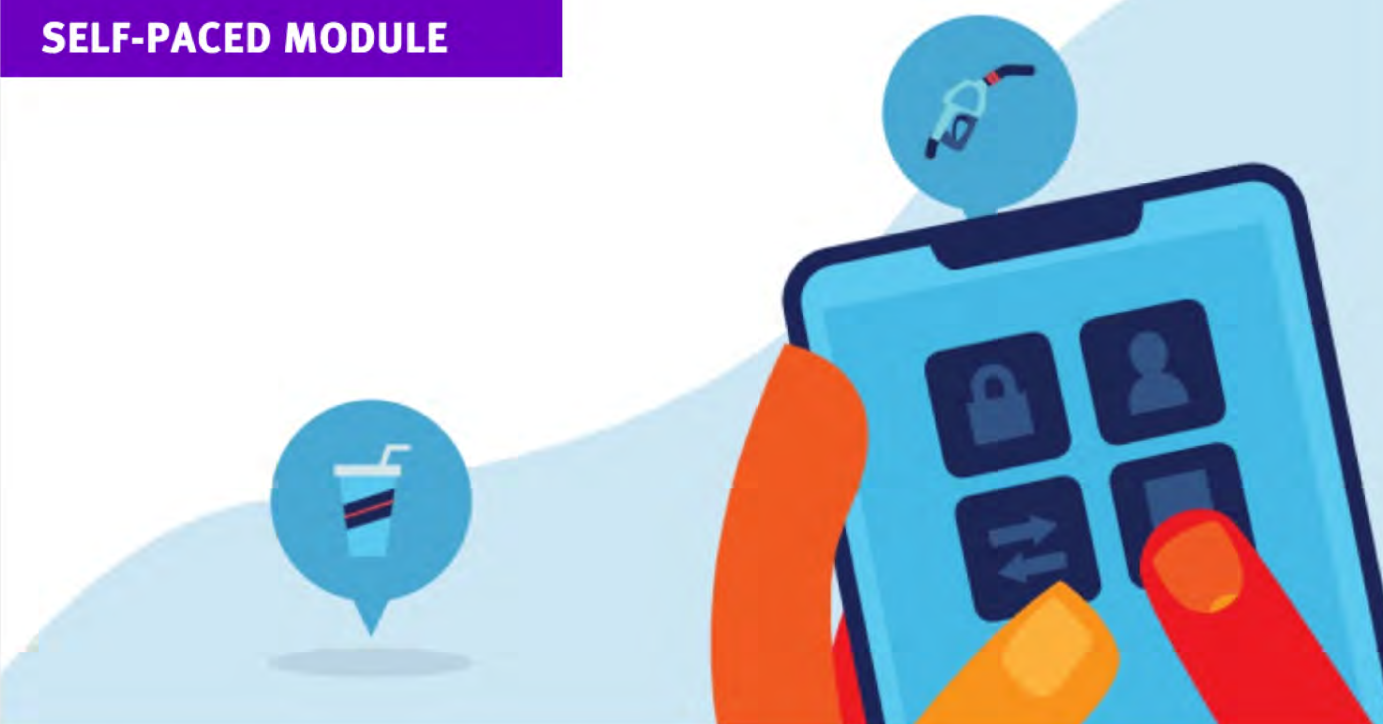
- [Introduction to Mobile and Online Banking](#) from NerdWallet explains the benefits of online banking and the growth of mobile banking.
- [Bank Accounts and Services](#) from the Consumer Financial Protection Bureau provides information on a variety of topics including how to open and manage a checking account, a checklist for opening new accounts, and what it means to have overdraft protection.
- [Teen Checking Account—5 Tips to Keep in Mind](#) from Bankrate offers suggestions for helping your teen set up a bank account and explore what financial products are needed.
- [A Guide to Personal Finance for Teens](#) from Discover explores the differences between joint and custodial accounts and provides information for parents and teens about getting started with financial products.
- [Types of Financial Institutions and their Roles](#) from Investopedia gives background information on different types of financial institutions.

# Using Mobile Banking

Your students are likely to prefer to bank from their phones or tablets. Help them learn how to bank safely from their devices. Share these tools to explore common online and mobile banking features, and learn how to prioritize personal mobile banking needs.




**SELF-PACED MODULE**



## Using Mobile Banking

🕒 10 to 15 minutes (plus optional discussion)

This module will guide your students in how to bank safely from their mobile devices. They will explore common online and mobile banking features, and learn about other mobile financial tools.

[Launch Module](#) 


**CLASSROOM ACTIVITY**



## Banking on the Go

🕒 1 to 2 Class Sessions

This module will guide your students in how to bank safely from their mobile devices. They will explore common online and mobile banking features, and learn about other mobile financial tools.

[Download Activity](#) 

## Supplemental Resource Links

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Federal Trade Commission  
Students learn how to protect their finances when banking online.

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This article explains how mobile banking started and what happens behind the scenes of mobile banking transactions.



UNIT 2  
Using Financial Services

## Topic Using Mobile Banking

### LEARNING OBJECTIVE(S)

Students will:

- **explain** common mobile banking features and uses.
- **research** and **evaluate** mobile banking services offered by a variety of financial institutions.

### Title

Banking on the Go

### Overview

*Which mobile banking services are important to you?* Students learn about common mobile banking features, rank them in order of personal importance, and compare their responses with peers. In small groups, students research mobile banking options from various financial institutions and prepare a recommendation for their class

### Financial Literacy Theme

Using Financial Services

### 21st Century Skill(s)

Critical Thinking, Collaboration, Communication

### Key Terms

Mobile banking, balance, transfer, remote deposit capture, alert, bill payment

### Materials

- **Mobile Banking Feature Student Handout**—one copy per student, cut into cards
- **Signs**—four signs, each with one of the following written on it: Mobile, In Person, Both, Neither
- **Internet access**
- **Mobile Banking Comparison Student Handout**—one per group of 3–4 students

### Connect

#### How does this connect to the student?

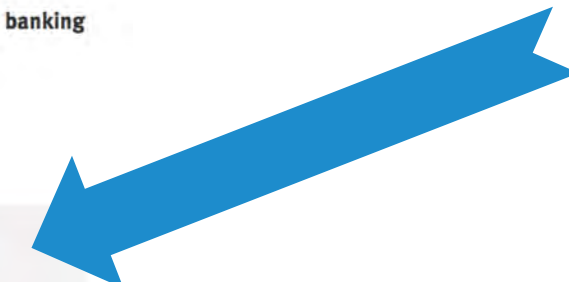
Students use mobile devices like smartphones and tablets to perform basic, daily functions. They likely will conduct as much—if not more—banking from their phones or tablets than in person at their financial institutions. This activity arms them with consumer skills to compare mobile banking services.

#### How does this connect to careers?

**Mobile App Developer:** Imagine being able to create the next popular social media site. Jobs in mobile web development tend to be high paying and in demand. Developing good apps also involves people in other roles such as graphic designers and user experience experts.

#### How does this connect to the world?

Mobile banking is credited with getting more people access to financial services in areas of India, Africa, and other developing countries. Being able to use mobile technology to receive and send money has a huge impact on people's overall economic well being.



### Prepare

**Background:** Use of mobile banking is widespread, and younger consumers are adopting its use at very high rates<sup>5</sup>. Many people now use mobile apps provided by their financial institutions or third parties to perform functions previously done at a branch. Mobile banking features vary from one institution to another, but the most common are the ability to check an account balance, transfer money, locate an ATM, deposit a check, and receive an alert such as those for low balances.

In advance of this activity, consider your own personal use of mobile banking. If you have not downloaded, explored, and used a mobile banking app, consider doing so. Alternatively, ask someone who is a frequent user of mobile banking services to show you how they use a device to conduct banking services. Being familiar with mobile banking services and how they can vary from one financial institution to another is very helpful when teaching about this topic. Some financial institutions also offer videos which highlight their mobile banking features. Exploring these can also be useful.

### Engage

Note: Before class, hang the signs in different corners of the room.

- Ask students what they know about **mobile banking** (banking that is done through a mobile device like a smartphone or tablet usually using an app). Explain that some people use mobile banking instead of going to their financial institution in person.
- Read the scenarios below with students and direct them to move to the sign that best describes the institution/technology they would use. If they would use both or neither, they should move to that sign.
  - You want to **transfer** money from your saving account to your checking account. Will you go into the bank or transfer it using a mobile app?
  - You get a check in the mail for your birthday. How will you deposit it? You can go in person to a branch or take a photo of it using your bank's mobile app (the technical term for this is **remote deposit capture**).
  - You need to check to see how much money is in your account before making a purchase using your debit card. How will you check your **balance**?

<sup>5</sup><https://www.federalreserve.gov/econresdata/consumers-and-mobile-financial-services-report-201603.pdf>



# Connect

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  - You want to **transfer** money from your saving account to your checking account. Will you go into the bank or transfer it using a mobile app?
  - You get a check in the mail for your birthday. How will you deposit it? You can go in person to a branch or take a photo of it using your bank's mobile app (the technical term for this is **remote deposit capture**).
  - You need to check to see how much money is in your account before making a purchase using your debit card. How will you check your **balance**?

**In Person**

**Mobile App**

**Both**

**Neither**

**You want to transfer money from your savings account to your checking account. Will you go **into the bank** or transfer it using **a mobile app**?**

**You get a check in the mail for your birthday.  
How will you deposit it? You can go in  
person **to a branch** or take a photo of it  
using your bank's **mobile app** (the technical  
term for this is *remote deposit capture*).**

Pathway to Financial Success

In Schools

Teach

- Explain that transfers, deposits, and checking balances are just three common features of mobile banking. Invite student groups to brainstorm other mobile banking features they have used or heard about others using. Challenge students to use the key vocabulary terms such as **alerts** (text messages, push notifications, or e-mails sent to inform such as those for low balances) and **bill payments** (a money transfer from your account to pay a bill) to accurately describe their answers.
- Explain to students that mobile banking features vary from one financial institution to another and that you can “shop around” for a financial institution that has the features most important to you.
- With students still in their small groups, distribute one set of cards from the **Mobile Banking Features Student Handout** to each student. Direct students to sort the features and put them in order from most to least likely to use. They can set aside features they would not use. Give students time to compare their results with members of their groups. Discuss how individual responses varied and why.
- Introduce **fees** and **limits**. Tell students that some financial institutions charge fees or place limits on certain features. For example, there may be a maximum amount which can be transferred, a limit on the value of a check that is being deposited remotely, or there may be fees if too many checks are deposited each month. Invite students to share how fees or limits might change their minds about how they use mobile banking.
- Distribute one copy of the **Mobile Banking Comparison Student Handout** to each group. Review the directions, and give students 20 minutes to locate information online and reach a consensus about which mobile banking product they would recommend to the class. Encourage students within the group to select a variety of different types of financial institutions. (Optional: Provide a list of local and large banks and credit unions from which the students can choose.) Consider first whether students will be allowed to contact institutions to gather additional information. If groups struggle to locate information encourage them to search online using the name of their financial institution and the term “mobile banking” or “mobile banking tutorial.”
- Call on groups to present their recommendations and the reasons behind their choices. Ask students if they found services or features that were not previously mentioned, such as the ability to track purchases in a budget or alert the institution of travel plans. These are examples of less common mobile banking features.
- If time allows, poll students to see which institution they would select based on the information presented. Challenge student volunteers to justify their choices.

Extend

- **Technology:** Challenge students to take on the role of app developers charged with developing a mobile banking app for teens. What features would it have and why?
- **Family:** Encourage students to ask members of their families about their use of mobile banking and offer assistance, if possible, to those that are interested in trying it.

Standards Correlation

[National Standards for Financial Literacy](#) from the [Council for Economic Education](#)

2. Consumer decisions are influenced by the price of a good or service, the price of alternatives, and the consumer’s income as well as his or her preferences.

Mobile Banking Features

**Directions:** Cut into cards. Sort the features and put them in order from most to least likely to use. Set aside any you think you will not use. Compare results with the members of your group.

<p><b>Check an account balance</b></p>	<p><b>Transfer money between your bank accounts</b> (such as from savings to checking)</p>
<p><b>Receive an alert</b> (e.g., a text message, push notification, or e-mail) <b>from your bank or credit union</b></p>	<p><b>Deposit a check to your account electronically using the camera on your smartphone or tablet</b></p>
<p><b>Check recent transactions</b></p>	<p><b>Make a bill payment</b></p>
<p><b>Locate your financial institution’s nearest walk-in branch or ATM</b></p>	<p><b>Send money to relatives or friends</b></p>
<p><b>Contact your financial institution with a question or concern</b></p>	<p><b>Additional feature of your choice (optional)</b></p>

## Mobile Banking Comparison

STUDENT HANDOUT

**Directions:** Each member of the group will select one financial institution and research the features and limitations of its mobile banking services. Compare results. Which would you recommend to the class and why? Prepare a recommendation to share with the class.

	#1	#2	#3	#4
Name of Institution				
<b>Features</b>				
Check account balances				
Monitor recent transactions				
Transfer money				
Remote deposits				
Locate a branch or ATM				
Send money to people				
Receive alerts				
Pay a bill				
Contact financial institution				
Other features				

## 1: Being Financially Responsible

Imagining Your Financial Future  

Setting SMART Financial Goals 

Examining Money Habits  


Budgeting for Success 

Spending Wisely  

## 2: Using Financial Services

Understanding Financial Institutions 

Deciding Where and How to Bank  

Opening New Accounts 

Using Mobile Banking  

Making Everyday Purchases  



## 3: Financing Your Future

Exploring Earning Potential 



Weighing Your Career Options  

Choosing Your Path after High School  

Financing Higher Education  

Understanding Education Financing Options  

## 4: Getting Paid

Preparing for Work  


Calculating Different Types of Pay 

Comparing Job Offers  

Paying Taxes  

Creating Your Own Job 

 Interactive Module

 Classroom Activity

 Family Connection




 Resource Links



## 5: Paying Yourself First

<b>Deciding to Save Money</b> 	<b>Setting Savings Goals</b> 	<b>Finding Money to Save</b> 	<b>Growing Savings through Interest</b> 	<b>Choosing a Savings Method</b> 
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## 6: Using Credit Wisely





<b>Understanding Credit</b> 	<b>Deciding When to Use Credit</b> 	<b>Checking Your Credit Report</b> 	<b>Improving Your Credit Score</b> 	<b>Managing Debt</b> 
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## 7: Making Major Financial Decisions

<b>Paying for a Vehicle</b> 	<b>Renting or Buying a Home</b> 	<b>Understanding Insurance</b> 	<b>Choosing an Insurance Plan</b> 	<b>Knowing Your Consumer Rights</b> 
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## 8: Growing and Protecting Your Finances

<b>Understanding Investing Options</b> 	<b>Building a Diversified Portfolio</b> 	<b>Making Charitable Donations</b> 	<b>Avoiding Financial Fraud</b> 	<b>Getting Help with Financial Decisions</b> 
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-  Interactive Module
-  Classroom Activity
-  Family Connection
-  Resource Links

# Pathway to Financial Success

## In Schools



### EDUCATORS

Find tools to teach your students key financial success skills, including lessons, educator guides, and videos.



[Learn More about Educator Resources >](#)

### STUDENTS

Take hold of your financial future. Get the skills you need to set and reach your goals with our videos and interactive modules.



[Middle School >](#) [High School >](#)

### FAMILIES

Use our resources to show your children how to make good financial decisions with these money management basics.



[Learn More about Resources for Families >](#)



# Pathway to Financial Success



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# Pathway to Financial Success

**In Schools**

[Educators](#) ▼

[Students](#) ▼

[Families](#)

[About](#)

EDUCATORS

## Middle School

Middle school is a great time to get students started on a solid financial success path. Each unit includes:

- One student video introducing key personal finance concepts from the Council for Economic Education (CEE) financial literacy standards.
- Three standards-aligned classroom activities—English Language Arts, Math, and Social Studies.
- One educator video that guides your instruction with best practices.



Unit Quick Links

[Being Financially Responsible](#) | [Getting Paid](#) | [Paying Yourself First](#)

# Pathway to Financial Success

In Schools

## Middle School Program Overview

Designed for use in grades 6 - 9

Six instructional units (three live, three coming soon)

Variety of resources

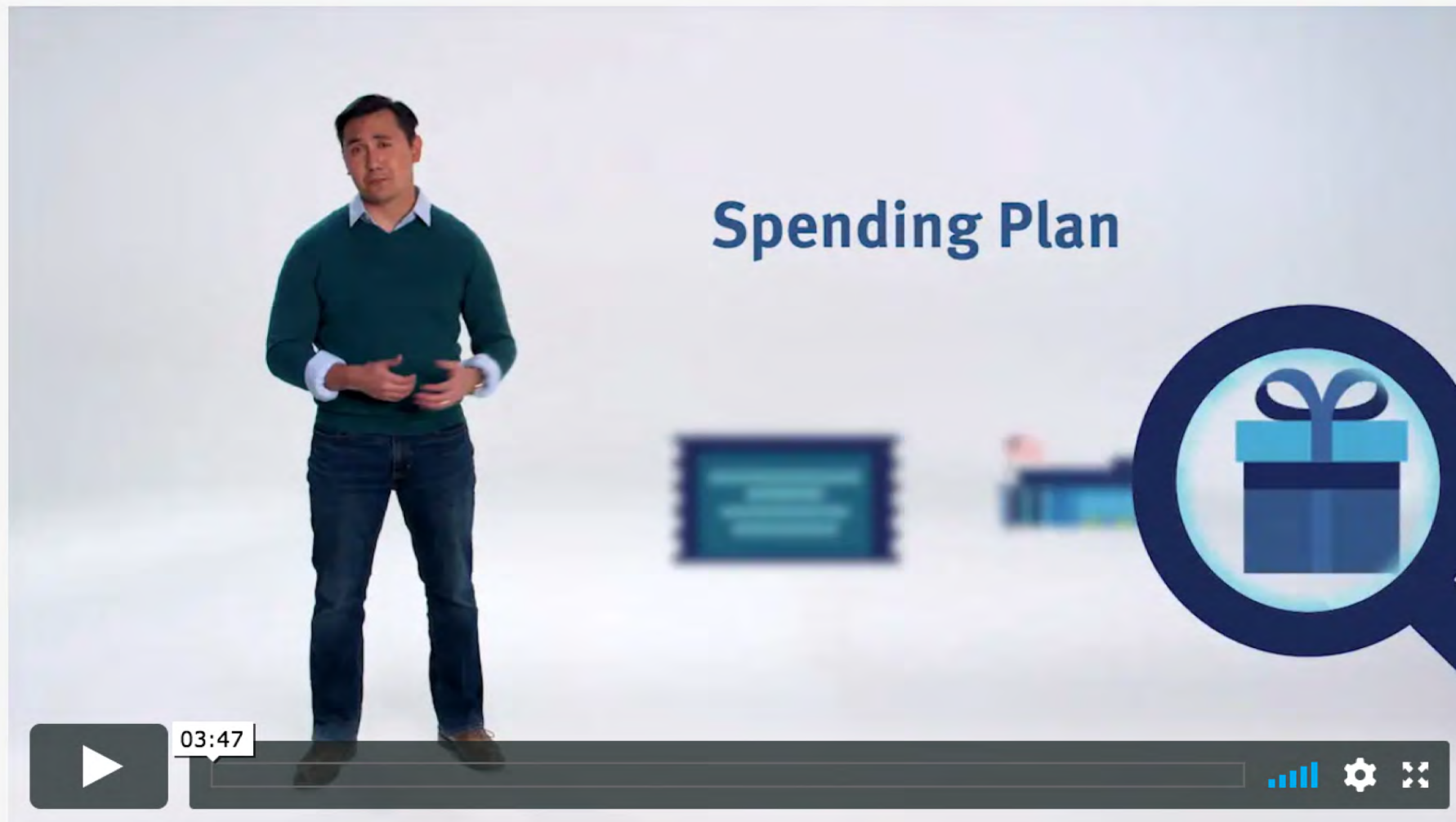
- Videos for teachers and students
- Classroom activities
  - Math
  - Social studies
  - English language arts



# Being Financially Responsible

Your students will examine how to use a budget as a spending plan to map out their financial success. During class activities, they will find out

- How to develop a family budget (**math**)
- How behavioral economics influence decisions (**English language arts**)
- How personal and government budgeting differ (**social studies**)

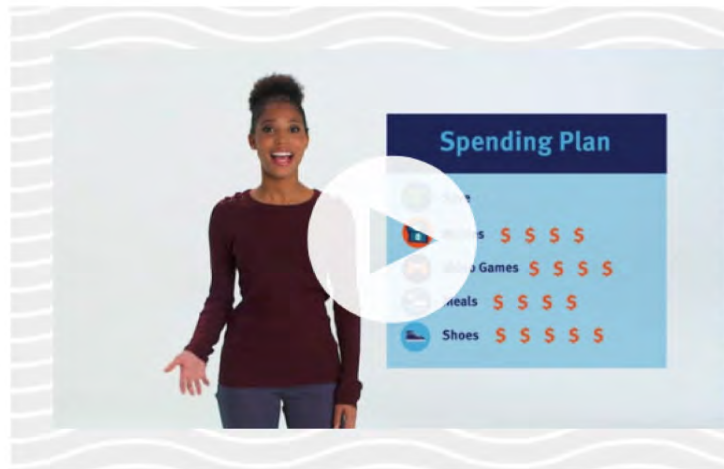


## FOR EDUCATORS

# Budgeting and Financial Goals

🕒 3 minutes, 47 seconds

Watch this video for a refresher on budgeting basics and tips on showing your students how budgets work as spending plans.



## COMPANION VIDEO FOR STUDENTS

# Budgeting: What It Is and How Does It Work?

Use this video to introduce students to the concept of budgets, how people use them, and why they are important.

## Classroom Activities



MATH

### Development of a Family Budget

Middle School

🕒 1 to 2 Class Sessions

Show your students how to use math principles and skills to create a family budget.

[Download Activity](#) 



ENGLISH LANGUAGE ARTS

### Behavioral Economics and Financial Decisions

Middle School

🕒 1 to 2 Class Sessions

Guide your students in a reflection on their own financial decisions and explore what factors may have influenced their choices.

[Download Activity](#) 



SOCIAL STUDIES

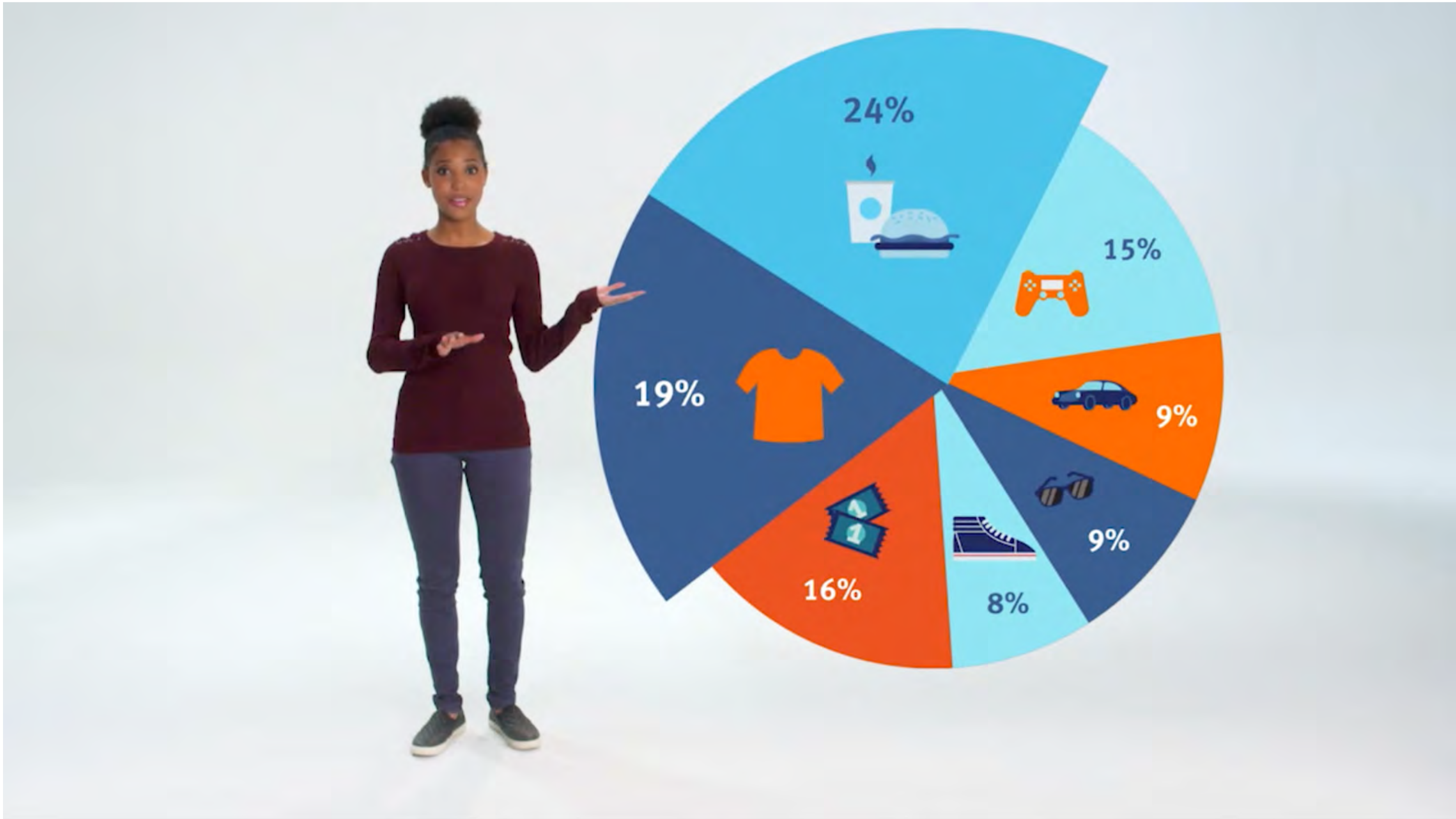
### Personal vs. Government Budgeting

Middle School

🕒 1 to 2 Class Sessions

Compare and contrast personal and government budgeting using a life-sized Venn diagram.

[Download Activity](#) 





# Middle School Activities

Core-content focused

Aligned to core standards

Use engaging strategies

Offer extensions



MIDDLE SCHOOL | UNIT 1  
Being Financially Responsible

## Title Recommendations versus Reality: Budgeting in the Real World

### Content Area

Math

### Grades

6–8

### Overview

*How does developing a budget help you manage your money?* Students practice calculating percentages by creating personal budgets. The activity begins with students considering how teens spend money and comparing their responses to national averages. Students then work in pairs to develop a budget given recommended percentages and random income and expense scenarios.

### Themes

**Personal Finance:** Financial Responsibility

**Math:** Ratios and Percents

### Common Core Math Standards

**6.RP.A.3.C:** Find a percent of a quantity as a rate per 100 (e.g., 30% of a quantity means 30/100 times the quantity); solve problems involving finding the whole, given a part and the percent.

**7.RP.A.3:** Use proportional relationships to solve multistep ratio and percent problems. Examples: simple interest, tax, markups and markdowns, gratuities and commissions, fees, percent increase and decrease, percent error

**MP1:** Make sense of problems and persevere in solving them.

**MP4:** Model with mathematics.

### LEARNING OBJECTIVES

Students will:

- **convert** monthly budget percentages to dollar amounts.
- **identify** components of a budget including income and expenses.
- **draw conclusions** about the use of budgets to track personal finances.
- **explain** why percentages are more useful than dollar amounts when providing financial advice.

**Our Income**

	Partner #1	Partner #2
<b>Name</b>		
<b>Annual Gross Pay</b> (annual income from card)		
<b>Taxes and Deductions</b> (25% of annual gross pay)		
<b>Annual Net Pay</b> (annual gross pay minus taxes and deductions)		
<b>Monthly Net Pay</b> (annual net pay divided by 12) <i>*Use this amount for each person's income in Round 1 of the budget simulation</i>		

**Patient Registrar**  
Average Annual Income: \$33,574

**Database Administrator**  
Average Annual Income: \$64,116

**Electrician**  
Average Annual Income: \$47,465

**Environmental Engineer**  
Average Annual Income: \$62,174

	Recommended %	Round 1	Round 2	Round 3
<b>INCOME</b>				
Partner 1:	_____	\$	\$	\$
Partner 2:	_____	\$	\$	\$
<b>TOTAL INCOME</b>	_____	\$	\$	\$
<b>EXPENSES</b>				
Housing	25%	\$	\$	\$
Utilities	7%	\$	\$	\$
Insurance	10%	\$	\$	\$
Food	14%	\$	\$	\$
Transportation	17%	\$	\$	\$
Personal Items	5%	\$	\$	\$
Recreation	3%	\$	\$	\$
Charitable Giving	5%	\$	\$	\$
Saving	10%	\$	\$	\$
Miscellaneous	4%	\$	\$	\$
<b>TOTAL</b>	<b>100%</b>	\$	\$	\$

**LIFE HAPPENS**

You make some calls and find out you can save 10% a month by switching to a different insurance company.

**LIFE HAPPENS**

You are diagnosed with Celiac disease. You can only eat food that is gluten-free. Your food budget increases by 30%.

**LIFE HAPPENS**

You learn to do your own oil changes and basic car maintenance. You expect to decrease your transportation costs by an average of \$10 per month.

**LIFE HAPPENS**

Friends are visiting from out of town. Your monthly entertainment budget increases by 50%.

Questions?

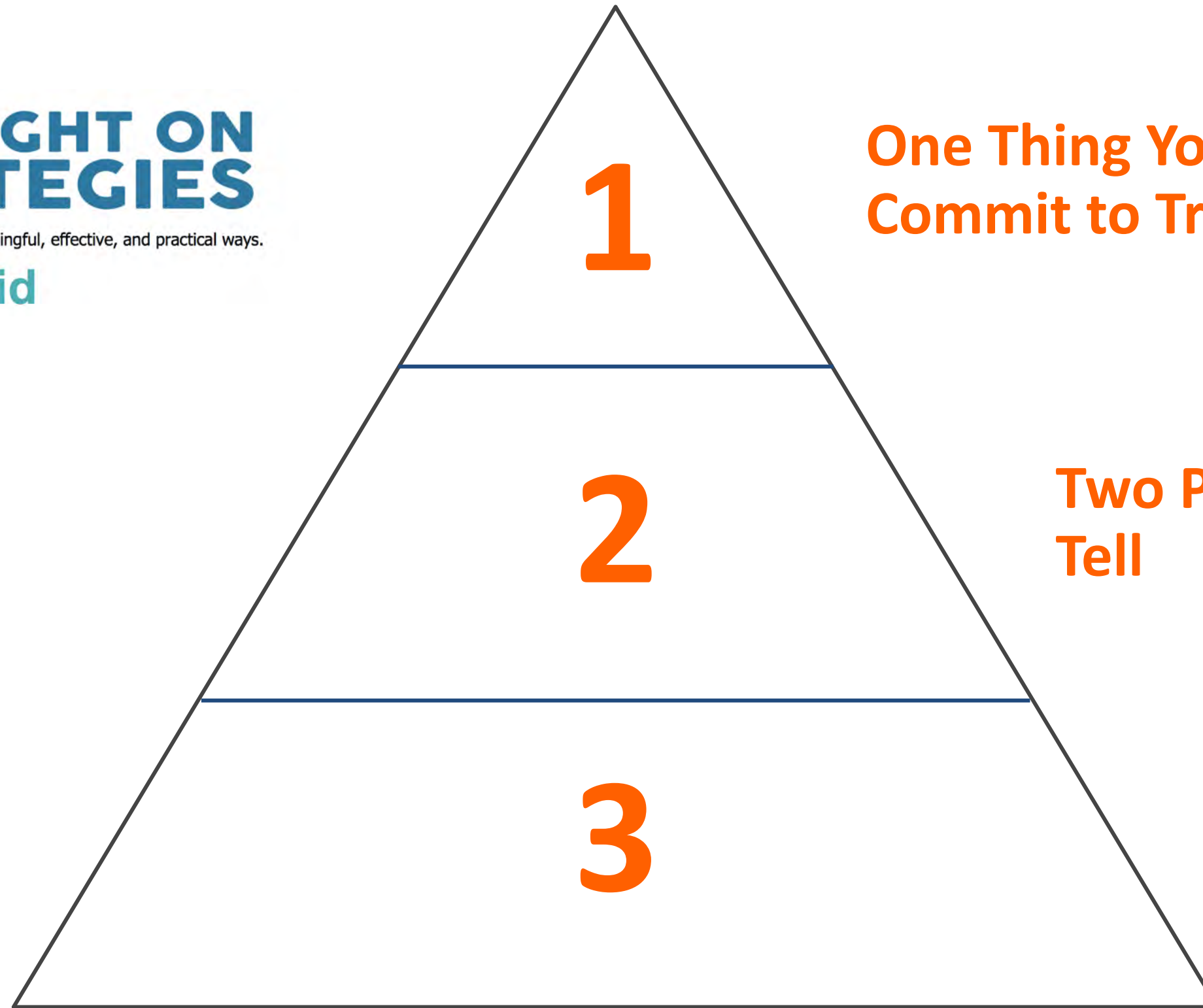


# SOS: 3-2-1 Pyramid



Simple instructional strategies that incorporate digital media in meaningful, effective, and practical ways.

## 3-2-1 Pyramid



**One Thing You'll  
Commit to Trying**

**Two People You'll  
Tell**

**Three Things  
You Learned**



PATHWAY TO FINANCIAL SUCCESS

# CURRICULUM DEEP DIVE

April 30, 2019