

SIX IN SIXTY

# LINKING COLLEGE & CAREER READINESS WITH FINANCIAL EDUCATION

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MARCH 30, 2020



# **Career Readiness Indicator for Future Ready PA Index**

Effective 2018-19 and beyond, there are career plan and portfolio requirements.

- **Grade 5 Benchmark — 6 pieces of evidence between grades K-5**
- **Grade 8 Benchmark — 6 pieces of evidence between grades 6-8, including individualized career plan**
- **Grade 11 Benchmark — 8 pieces of evidence between grades 9-11, including 2 pieces of evidence that demonstrate career plan implementation**



# **Career Education and Work Standards**

Each strand must be addressed at least once in each benchmark (grades 5, 8, and 11) and documented with evidence:

- **13.1 Career Awareness and Preparation**
- **13.2 Career Acquisition (Getting a Job)**
- **13.3 Career Retention and Advancement**
- **13.4 Entrepreneurship**

# Handout with Links



## Linking College and Career Readiness with Financial Education: a Making Cents Project Six in Sixty Webinar

### Career Readiness Indicator for Future Ready PA Index

- [Career Readiness Indicator Guidance Document](#)
- [Frequently Asked Questions](#)

### PA Career Standards

- [The Career Education and Work Standards PDF on SAS](#)
- [Main PDE Resource Page](#)
- [Resources](#)
- [Curriculum](#)
- [Assessment](#)

### PA Financial Education Resources

- [The Making Cents Project](#)
- [Model Curriculum Framework PDF on SAS](#)
- [Long Term Transfer Goals, Big Ideas, and Essential Questions PDF on SAS](#)
- [Model High School Course](#) (must be logged in to [www.pdesas.org](http://www.pdesas.org) to access all resources)

### Specific Sites Discussed During the Webinar

- [Budget Your Life](#) from PA CareerZone
- [Making Cents Library](#)
- [Would You Rather: Career Edition](#)
- [Payback](#) from Next Gen Personal Finance (companion [worksheet](#))
- [Choosing and Using a Checking Account](#) from the Council for Economic Education's Financial Fitness for Life: Grades 6-8
- [Checking Activities](#) from Next Gen Personal Finance
- [Deciding Where and How to Bank](#) self-paced module from [Pathway to Financial Success](#) by Discovery Education and Discover
- Can't Stop [game](#) and upcoming [webinars](#) (May 11th)
- [Compound Interest Video and Kahoot Quiz](#) from the Council for Economic Education
- Two Cents videos from PBS
  - [Is it Even POSSIBLE to Save for Retirement?](#)
  - [What the Heck is an IRA?](#)
  - [Can You Really Retire in Your 30s?](#)
  - [What the Heck are Mutual Funds?](#)
  - [Is the Stock Market Just a Big Casino?](#)
  - [Bond. Savings Bond.](#)

# Academic Standards for Career Education and Work



*Pennsylvania Department of Education*

Academic Standards for Career Education and Work

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Introduction.....XXXVIII.

THE ACADEMIC STANDARDS

Career Awareness and Preparation .....13.1.

- A. Abilities and Aptitudes
- B. Personal Interests
- C. Nontraditional Workplace Roles
- D. Local Career Preparation Opportunities
- E. Career Selection Influences
- F. Preparation for Careers
- G. Career Plan Components
- H. Relationship Between Education and Career

Career Retention and Advancement.....13.3.

- A. Work Habits
- B. Cooperation and Teamwork
- C. Group Interaction
- D. Budgeting
- E. Time Management
- F. Workplace Changes
- G. Lifelong Learning

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- A. Interviewing Skills
- B. Resources
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- D. Career Planning Portfolios
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**13.1. Career Awareness and Preparation**

13.1.3. GRADE 3	13.1.5. GRADE 5	13.1.8. GRADE 8	13.1.11. GRADE 11
<i>Pennsylvania's public schools shall teach, challenge and support every student to realize his maximum potential and to acquire the knowledge and skills needed to:</i>			
<p>A. Recognize that individuals have unique interests.</p> <p>B. Identify current personal interests.</p> <p>C. Recognize that the roles of individuals at home, in the workplace and in the community are constantly changing.</p> <p>D. Identify the range of jobs available in the community.</p> <p>E. Describe the work done by school personnel and other individuals in the community.</p>	<p>A. Describe the impact of individual interests and abilities on career choices.</p> <p>B. Describe the impact of personal interest and abilities on career choices.</p> <p>C. Relate the impact of change to both traditional and nontraditional careers.</p> <p>D. Describe the range of career training programs in the community such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Two-and-four year colleges</li> <li>• Career and technical education programs at centers (formerly AVTS) and high schools</li> <li>• CareerLinks</li> <li>• Community/recreation centers</li> <li>• Faith-based organizations</li> <li>• Local industry training centers</li> <li>• Military</li> <li>• Registered apprenticeship</li> <li>• Vocational rehabilitation centers</li> <li>• Web-based training</li> </ul> <p>E. Describe the factors that influence career choices, such as, but not limited to:</p>	<p>A. Relate careers to individual interests, abilities, and aptitudes.</p> <p>B. Relate careers to personal interests, abilities and aptitudes.</p> <p>C. Explain how both traditional and nontraditional careers offer or hinder career opportunities.</p> <p>D. Explain the relationship of career training programs to employment opportunities.</p> <p>E. Analyze the economic factors that impact employment opportunities, such as, but not limited to:</p>	<p>A. Relate careers to individual interests, abilities, and aptitudes.</p> <p>B. Analyze career options based on personal interests, abilities, aptitudes, achievements and goals.</p> <p>C. Analyze how the changing roles of individuals in the workplace relate to new opportunities within career choices.</p> <p>D. Evaluate school-based opportunities for career awareness/preparation, such as, but not limited to:</p> <ul style="list-style-type: none"> <li>• Career days</li> <li>• Career portfolio</li> <li>• Community service</li> <li>• Cooperative education</li> <li>• Graduation/senior project</li> <li>• Internship</li> <li>• Job shadowing</li> <li>• Part-time employment</li> <li>• Registered apprenticeship</li> <li>• School-based enterprise</li> </ul> <p>E. Justify the selection of a career.</p>

# 13.1. Career Awareness and Preparation

13.1.3 Grade 3	13.1.5 Grade 5	13.1.8 Grade 8	13.1.11 Grade 11
E. Describe the work done by school personnel and other individuals in the community.	E. Describe the factors that influence career choices, such as, but not limited to: <ul style="list-style-type: none"><li>• Geographic location</li><li>• Job description</li><li>• Salaries/benefits</li><li>• Work schedule</li><li>• Working conditions</li></ul>	E. Analyze the economic factors that impact employment opportunities, such as, but not limited to: <ul style="list-style-type: none"><li>• Competition</li><li>• Geographic location</li><li>• Global influences</li><li>• Job growth</li><li>• Job openings</li><li>• Labor supply</li><li>• Potential advancement</li><li>• Potential earnings</li><li>• Salaries/benefits</li><li>• Unemployment</li></ul>	E. Justify the selection of a career.



# 13.1. Career Awareness and Preparation

13.1.3 Grade 3	13.1.5 Grade 5	13.1.8 Grade 8	13.1.11 Grade 11
F. Explore how people prepare for careers.	F. Investigate people's rationale for making career choices.	F. Analyze the relationship of school subjects, extracurricular activities, and community experiences to career preparation.	F. Analyze the relationship between career choices and career preparation opportunities, such as, but not limited to: <ul style="list-style-type: none"><li>• Associate degree</li><li>• Baccalaureate degree</li><li>• Certificate/licensure</li><li>• Entrepreneurship</li><li>• Immediate part/full time employment</li><li>• Industry training</li><li>• Military training</li><li>• Professional degree</li><li>• Registered apprenticeship</li><li>• Tech Prep</li><li>• Vocational rehabilitation centers</li></ul>

# 13.3. Career Retention and Advancement

13.3.3 Grade 3	13.3.5 Grade 5	13.3.8 Grade 8	13.3.11 Grade 11
D. Explain how money is used.	D. Explain budgeting.	D. Analyze budgets and pay statements, such as, but not limited to: <ul style="list-style-type: none"><li>• Charitable contributions</li><li>• Expenses</li><li>• Gross pay</li><li>• Net pay</li><li>• Other income</li><li>• Savings</li><li>• Taxes</li></ul>	D. Develop a personal budget based on career choice, such as, but not limited to: <ul style="list-style-type: none"><li>• Charitable contributions</li><li>• Fixed/variable expenses</li><li>• Gross pay</li><li>• Net pay</li><li>• Other income</li><li>• Savings</li><li>• Taxes</li></ul>

Six in Sixty

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# Six Connections in Sixty Minutes





# Model Curriculum for Pennsylvania Financial Education: Six Big Ideas

Money  
Management

Earning  
Money

Borrowing  
Money

Financial  
Services

Risk  
Management

Saving and  
Investing



# A Model Curriculum for Pennsylvania Financial Education Programs

**Long-Term Transfer Goals:** Students will be able to independently use their learning to:

- Make decisions related to managing personal financial resources, building earning capability, protecting assets, and adapting to unexpected events.
- Apply sound financial decision making principles through the many stages of life.
- Exhibit mindful money management behaviors that benefit themselves and their families.

Big Ideas	Essential Questions
<p><b>Money Management:</b> Money management includes setting goals and developing a plan for how to spend, save, and share financial resources.</p>	<ul style="list-style-type: none"> <li>• How do financial goals vary across a person’s lifetime?</li> <li>• In what ways does money management impact reaching financial goals?</li> <li>• What constitutes sound financial decision making?</li> <li>• How does organized record keeping impact finances?</li> <li>• What factors impact a person’s spending plan?</li> </ul>
<p><b>Earning Money:</b> Earning capabilities over a lifetime are maximized by career planning, education, and job choices.</p>	<ul style="list-style-type: none"> <li>• What impacts a person’s earning potential over a lifetime?</li> <li>• How do people develop a career plan?</li> <li>• What factors do people consider when accepting a job?</li> </ul>
<p><b>Borrowing Money:</b> Borrowing money has costs and benefits.</p>	<ul style="list-style-type: none"> <li>• How do people decide when and how to use credit?</li> <li>• What rights and responsibilities do people have when borrowing money?</li> <li>• What impacts a person’s creditworthiness?</li> </ul>
<p><b>Financial Services:</b> Financial institutions offer services for people to secure, access, and transfer money.</p>	<ul style="list-style-type: none"> <li>• How do people choose and use financial services?</li> <li>• In what ways do people safeguard their financial assets and information?</li> </ul>
<p><b>Risk Management:</b> Risk management strategies are used to protect against potential loss.</p>	<ul style="list-style-type: none"> <li>• Why do people choose to limit their risk?</li> <li>• How do people protect themselves from financial loss throughout their life?</li> <li>• How does insurance work?</li> </ul>
<p><b>Saving and Investing:</b> Saving and investing habits influence lifelong opportunities for financial independence.</p>	<ul style="list-style-type: none"> <li>• Why do people choose to save and invest money?</li> <li>• In what ways do people save and invest their money?</li> <li>• Why do some investments have the potential for greater return and risk than others?</li> </ul>



College



Careers



Employability

**PERSONAL FINANCE**

Six in Sixty

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# Money Management



# Money Management

Money management includes setting goals and developing a plan for how to spend, save, and share financial resources.

- How do financial goals vary across a person's lifetime?
- In what ways does money management impact reaching financial goals?
- What constitutes sound financial decision making?
- How does organized record keeping impact finances?
- What factors impact a person's spending plan or budget?



# 13.3. Career Retention and Advancement

13.3.3 Grade 3	13.3.5 Grade 5	13.3.8 Grade 8	13.3.11 Grade 11
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## Budget Your Life

Forming a budget is one of the most important parts of financial success. As you first enter the workforce, or even if you switch jobs, knowing how much money you will have available to spend on different aspects of your life will help you avoid debt and possibly even save some money for a rainy day.

**To get started, select an option below**



### Choose Your Lifestyle

When you select this option, you will be asked a series of questions to help you determine the lifestyle you want to lead and how much it will cost you. When you are finished you can look at occupations that might support that lifestyle.

**Budget how much money you'll need**



### Pick Your Salary

If you think you know how much money you are going to make, you can work backwards to see if that salary will support the lifestyle you want to lead. If it does not, you can search for alternative occupations that might.

**Budget from a starting salary**



## Budget Your Life

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**Budget how much money you'll need**

## Budget Your Life

Enter your zip code

Begin

Or, select the county you would like to live in by clicking the name in list below.

State

Pennsylvania

- Adams
- Allegheny
- Armstrong
- Beaver
- Bedford
- Berks
- Blair
- Bradford
- Bucks
- Butler
- Cambria
- Cameron
- Carbon
- Centre
- Chester
- Clarion
- Clearfield
- Clinton
- Columbia
- Crawford
- Cumberland
- Dauphin
- Delaware
- Elk
- Erie
- Fayette
- Forest
- Franklin
- Fulton
- Greene
- Huntingdon
- Indiana
- Jefferson
- Juniata
- Lackawanna
- Lancaster
- Lawrence
- Lebanon
- Lehigh
- Luzerne
- Lycoming
- McKean
- Mercer
- Mifflin
- Monroe
- Montgomery
- Montour
- Northampton
- Northumberland
- Perry
- Philadelphia
- Pike
- Potter
- Schuylkill
- Snyder
- Somerset
- Sullivan
- Susquehanna
- Tioga
- Union
- Venango
- Warren
- Washington
- Wayne
- Westmoreland
- Wyoming
- York

# Budget Your Life :: Housing Costs

There are many options when it comes to places to live. Choose an option or, if you know how much you will pay each month, enter it in the Monthly Cost box below.



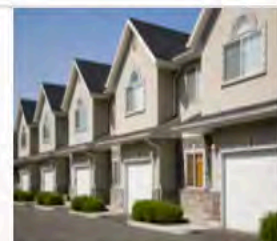
Live with parents, family or friends



Rent an apartment



Buy a place of your own



Own a place that is already paid for

## Monthly Cost

\$ 0

Next Section



Location: **Adams**



Housing

\$0



Utilities

\$0



Food

\$0



Entertainment

\$0



Clothes

\$0



Transport

\$0



Insurance

\$0



Education

\$0



Savings

\$0



Total

\$0

## Budget Your Life :: Utilities

Power, water, telephone... There are many expenses that go along with having a place to live. How much these will cost you. Check off the boxes for items you'd want to have in your apartment. For each expense, enter that amount in the Monthly Cost box below.



### Mobile Phone Service

This gives you voice-mail, a base number of minutes and text messages. You'll need to figure out how many of each you will need when you sign up.



### Gas, electric, water, and trash pickup.

Without this, you'll need to find some other way to charge your cell phone and stay warm. When you rent, some or all of these may be included each month.



### Home Telephone Service



### Cable Television

Cable gives you access to network television, and a bunch of premium channels like movies, sports, and concerts.



### Internet

The internet is part of our daily lives and having an internet connection at home lets you connect your computer and check your e-mail whenever you want.

## Budget Your Life :: Food

Whether you buy groceries or eat out, food costs money. How much do you need each month? Check off the box below that best describes you or, if you know how much you will spend on food each month, enter that amount in the Monthly Cost box below.



I mostly eat at home, and only keep the essentials in my house

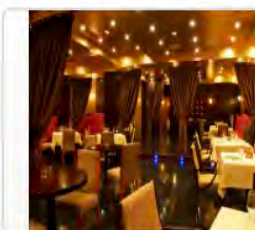


I mostly eat at home, and like to cook fancy foods.

Fresh sauces, salads, and maybe a grilled steak. You like to cook yourself a feast at home instead of going out.



I mostly eat out, but normally nothing fancy



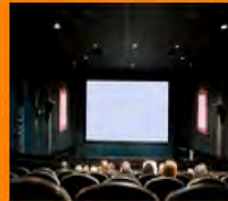
I mostly eat out and like nice restaurants.

## Budget Your Life :: Entertainment

Movies, music, books.... A lot of entertainment costs money. How often you go out and how much you need to keep entertained? Click on the statement below that best describes you or, if you don't go out each month, enter that amount in the Monthly Cost box below.



I don't go out often, I usually watch TV or read a book.



**I go out once a week for a movie or a show.**

A couple of movie tickets a month, or maybe a concert every now and again.



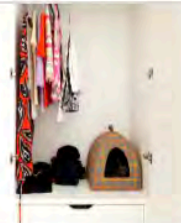
I go out more than I stay in, I like clubs and seeing shows.



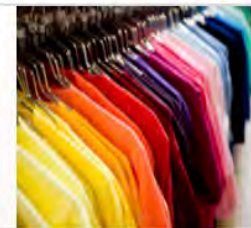
I am out all the time.

## Budget Your Life :: Clothing

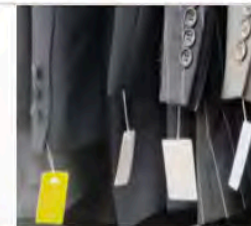
Looking good has a cost. The type of clothes you buy, and how often you buy them, will tell you how much you'll need to spend. Click on the statement below that best describes you or, if you don't spend on clothes each month, enter that amount in the Monthly Cost box below.



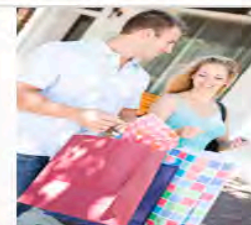
I don't buy new clothes ever



I buy a new outfit every few months



I need to buy work clothes, but don't really shop otherwise










I shop every week or two

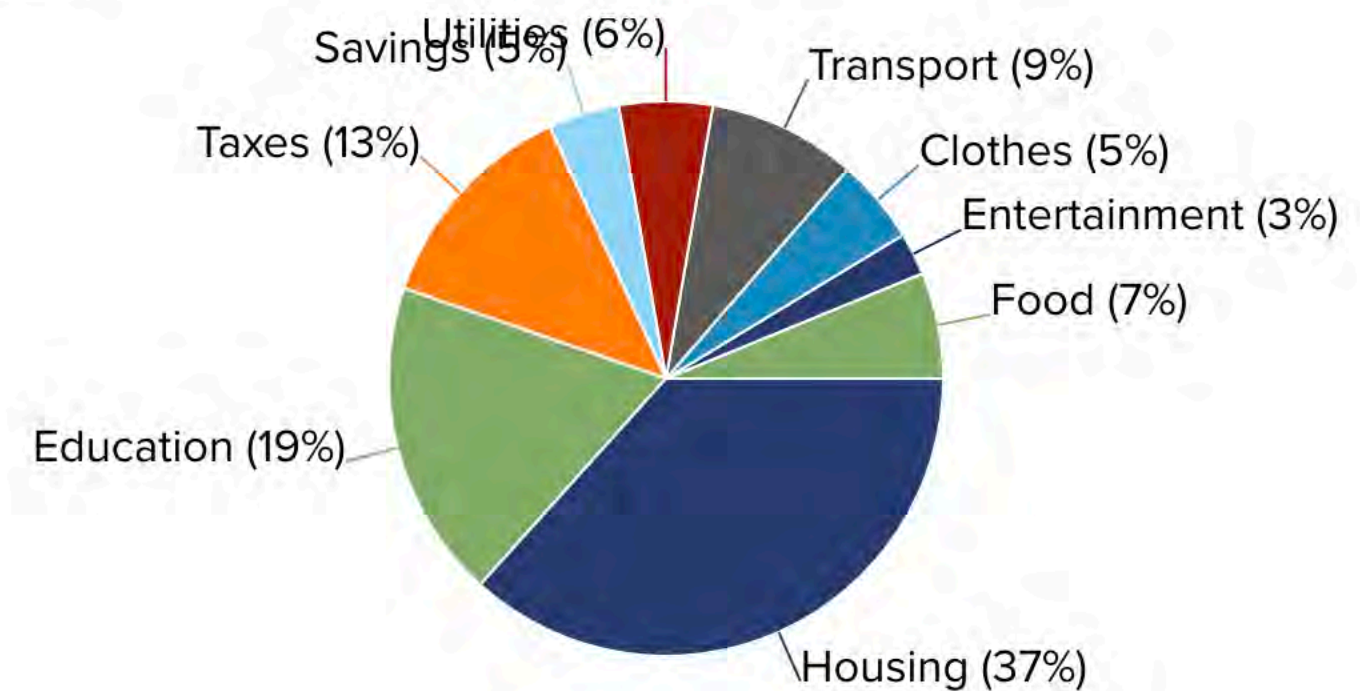


Based on your responses, you will need to have a job where you take home **\$4,038** a month, or at least **\$48,452** a year when you include taxes.

## Monthly Spending: **\$4,038**

 <b>Housing</b> Buy a place of your own	<b>\$1,481</b>
 <b>Utilities</b> Cable Television, Mobile Phone Service, Internet, Gas, electric, water, and trash pickup.	<b>\$220</b>
 <b>Food</b> I mostly eat at home, and like to cook fancy foods.	<b>\$250</b>
 <b>Entertainment</b> I go out once a week for a movie or a show.	<b>\$100</b>
 <b>Clothes</b> I need to buy work clothes, but don't really shop otherwise	<b>\$200</b>
 <b>Transport</b> I own a used compact car	<b>\$350</b>
 <b>Insurance</b>	<b>\$0</b>

Below you can see how your budget choices relate to your overall budget.



### Need to make changes or add items?

You can select any of the sections in the summary to change selections.

Didn't see an option you expected? You can add it to your budget link by using the button below.

[Add Other Items](#)

Some financial aid



### Savings

**\$168**

I'd like to save at least 5% of what I spend



### Other

**\$0**



### Taxes

**\$518**

Though only a rough estimate, without any deductions you will likely pay around \$417 in Federal Taxes and \$100 in State Taxes.



**Minimum Annual Salary: \$48,452**

To find out which jobs might support your lifestyle, click the button below.

[View Occupations](#)

# Occupations that Meet Your Budget

You can compare up to four occupations by selecting the boxes to the left of the desired occupations and then clicking on the Compare Selected button at the bottom of the page. You can also filter occupation lists by Job Zone (preparation required), salary, and more to help you refine your search.

**Job Zone is between 1 & 5**

**Salary is between \$48,452 & \$160,000**

**Has Video**

**In Career Pathway**  
Any Career Pathway










**HPO**

**STEM**

**Filter**

## Occupations that Meet Your Budget

527 results found

Title	Video	Job Zone
<input type="checkbox"/> Accountants  	<input type="checkbox"/>	
<input type="checkbox"/> Actuaries  	<input type="checkbox"/>	
<input type="checkbox"/> Accountants  	<input checked="" type="checkbox"/>	



# Actuaries



A member of Finance and Insurance

Average Salary

📍 Pennsylvania

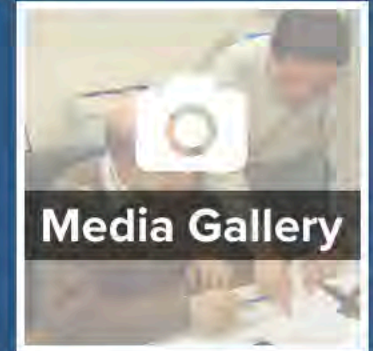
**\$120,090**

Annual Openings

**140**

Preparation

Job Zone **4**



Media Gallery



## About the Job

Analyze statistical data, such as mortality, accident, sickness, disability, and retirement rates and construct probability tables to forecast risk and liability for payment of future benefits. May ascertain insurance rates required and cash reserves necessary to ensure payment of future benefits.

## What They Do

Ascertain premium rates required and cash reserves and liabilities necessary to ensure payment of future benefits.

Design, review and help administer insurance, annuity and pension plans, determining financial soundness and calculating premiums.

Determine or help determine company policy, and explain complex technical matters to company executives, government officials, shareholders, policyholders, or the public.

## You and This Occupation



Your Rating



Compatibility

**0**

Resumes

Add

**0**

Journals

Add

**0**

Plans

Add

## Your Opportunities





## Budget Your Life

Forming a budget is one of the most important parts of financial success. As you first enter the workforce, or even if you switch jobs, knowing how much money you will have available to spend on different aspects of your life will help you avoid debt and possibly even save some money for a rainy day.

**To get started, select an option below**



### Choose Your Lifestyle

When you select this option, you will be asked a series of questions to help you determine the lifestyle you want to lead and how much it will cost you. When you are finished you can look at occupations that might support that lifestyle.

**Budget how much money you'll need**



### Pick Your Salary

If you think you know how much money you are going to make, you can work backwards to see if that salary will support the lifestyle you want to lead. If it does not, you can search for alternative occupations that might.

**Budget from a starting salary**



## Budget Your Life

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If you think you know how much money you are going to make, you can work backwards to see if that salary will support the lifestyle you want to lead. If it does not, you can search for alternative occupations that might.

**Budget from a starting salary**

# Budget Your Life

You are about to begin a budget.

The average worker across all occupations in Pennsylvania make between **\$19,480** and **\$61,050**. Depending on your experience, you can generally expect to make somewhere in this range. You can enter your expected salary in the box below, or use the slider to select one of the common values and fill it in.



**Expected Annual Salary:**

\$ 50030

**Next Section**



Location

Location: **United States**



Salary



Housing

\$0



Utilities

\$0



Food

\$0



Entertainment

\$0



Clothes

\$0



Transport

\$0



Insurance

\$0



Education

\$0



Savings

\$0



Total



Location: **Adams**



Salary  
**\$3,333**



Housing  
**\$158**



Utilities  
**\$220**



Food  
**\$0**



Entertainment  
**\$0**



Clothes  
**\$0**



Transport  
**\$0**



Insurance  
**\$0**



Education  
**\$0**



Savings  
**\$0**

=



Total  
**\$2,471**



You created a budget where you take home **\$3,333** a month, and budgeted **\$2,901** towards expenses. This will leave you **\$432** a month.

## 📌 Monthly Earnings: **\$3,333** - Spending: **\$2,901** = Remaining: **\$432**



### Housing

**\$158**

Live with parents, family or friends



### Utilities

**\$220**

Cable Television, Mobile Phone Service, Internet, Gas, electric, water, and trash pickup.



### Food

**\$250**

I mostly eat at home, and like to cook fancy foods.



### Entertainment

**\$100**

I go out once a week for a movie or a show.



### Clothes

**\$650**

I shop every week or two

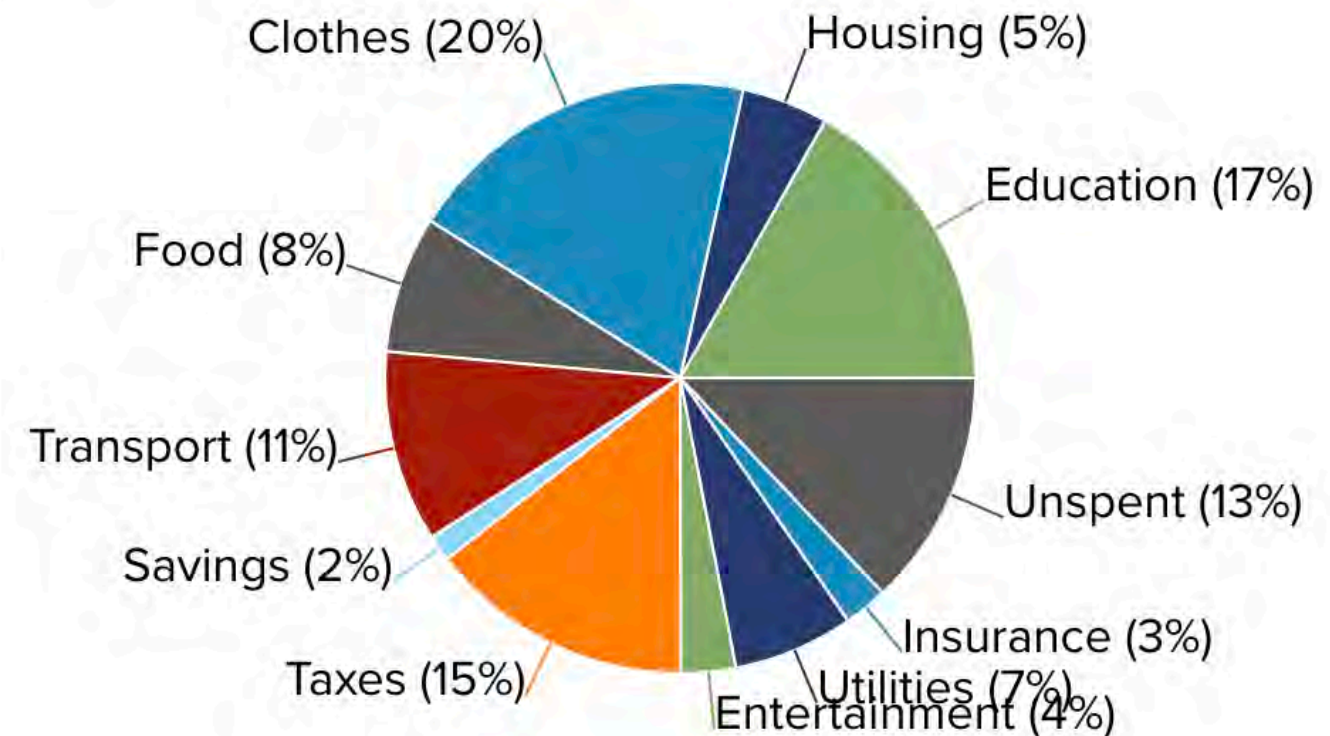


### Transport

**\$350**

I own a used compact car

Below you can see how your budget choices relate to your overall budget.



### Need to make changes or add items?

You can select any of the sections in the summary to change selections.

Didn't see an option you expected? You can add it to your budget link by using the button below.

---

# Discuss and Reflect

**Which is the better or preferable approach?**

**What expenses may not have been included in your budget (e.g., pets, vacation, etc.)?**

**How would your answers change at different periods in your life?**

**What should you do if the salary you need requires more education than you planned to obtain?**

Six in Sixty

---

# Earning Money





# Earning Money

Earning capabilities over a lifetime are maximized by career planning, education, and job choices.

- What impacts a person's earning potential over a lifetime?
- How do people develop a career plan?
- What factors do people consider when accepting a job?



**Do Not  
Assume**

**Why do people have  
jobs?**

**Why is it important to  
prepare for a career?**



# 13.1. Career Awareness and Preparation

13.1.3 Grade 3	13.1.5 Grade 5	13.1.8 Grade 8	13.1.11 Grade 11
E. Describe the work done by school personnel and other individuals in the community.	E. Describe the factors that influence career choices, such as, but not limited to: <ul style="list-style-type: none"><li>• Geographic location</li><li>• Job description</li><li>• Salaries/benefits</li><li>• Work schedule</li><li>• Working conditions</li></ul>	E. Analyze the economic factors that impact employment opportunities, such as, but not limited to: <ul style="list-style-type: none"><li>• Competition</li><li>• Geographic location</li><li>• Global influences</li><li>• Job growth</li><li>• Job openings</li><li>• Labor supply</li><li>• Potential advancement</li><li>• Potential earnings</li><li>• Salaries/benefits</li><li>• Unemployment</li></ul>	E. Justify the selection of a career.



MAKINGCENTSPA



Libraries

Behavioral Economics 11

Financial Education: Books for Parents 10

Financial Education: Chapter Books 22

Financial Education: General 47

Financial Education: Gr K-8 Non-Fiction 58

Financial Education: High School 23

Financial Education:

Powered by Liblib

search



Titles



Tag List

Limit search to Financial Education: Picture Books

A B C D E F G H I J K L M N O P Q R S T U V W X Y Z # ALL

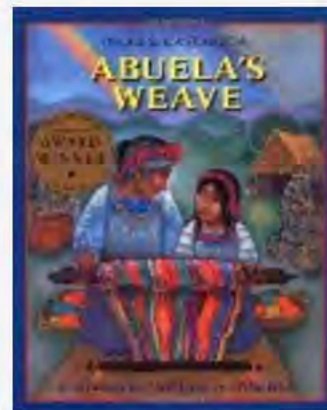
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26 Letters and 99 Cents

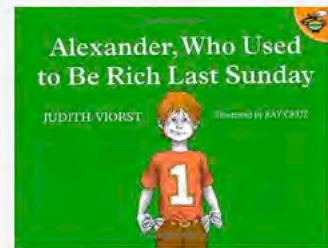
OOO

A



Abuela's Weave

OOO



Alexander, Who Used to Be Rich Last Sunday

OOO



Alexander, Who Used to Be Rich Last Sunday

OOO



Alexander, Who Used to Be Rich Last Sunday

OOO



Amazing Grace (Reading Rainbow Books)

OOO



Apple Picking Time (Dragonfly Books)

OOO

<https://makingcentspa.liblib.com/>



**Making  
CentsPA**

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Financial Education:  
Books for Parents 10

Financial Education:  
Chapter Books 22

Financial Education:  
General 47

Financial Education:  
Gr K-8 Non-Fiction 58

Financial Education:  
High School 23

Financial Education:  
Picture Books 152

# Seven Libraries

- Behavioral Economics
- Financial Education:
  - Books for Parents
  - General
  - Gr K-8 Non-Fiction
  - High School
  - Picture Books

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Financial Education: General 47

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Financial Education: High School 23

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Titles



Tag List

Limit search to Financial Education: Picture Books

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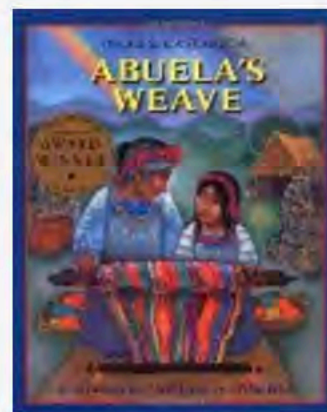
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26 Letters and 99 Cents

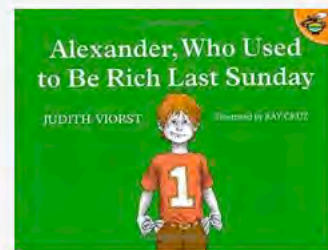
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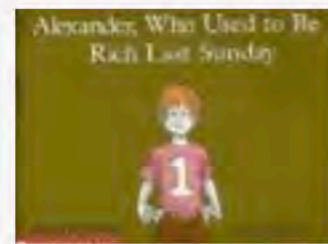
Abuela's Weave

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Alexander, Who Used to Be Rich Last Sunday

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Alexander, Who Used to Be Rich Last Sunday

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Alexander, Who Used to Be Rich Last Sunday

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Amazing Grace (Reading Rainbow Books)

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Apple Picking Time (Dragonfly Books)

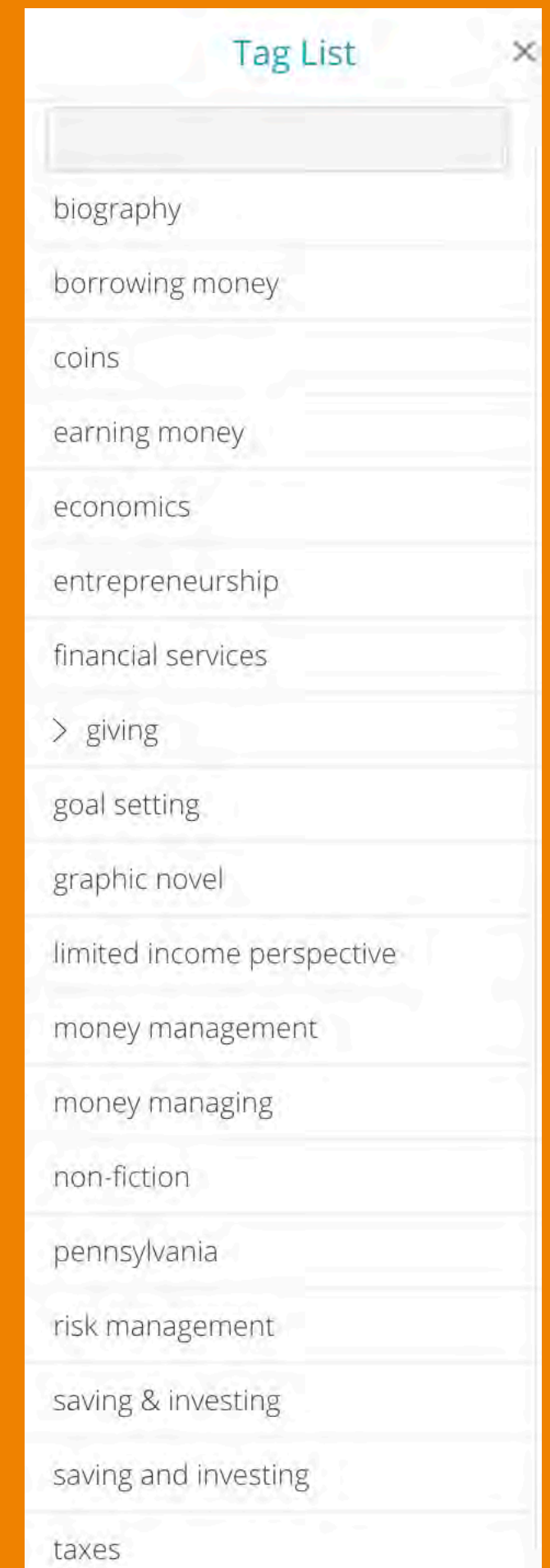
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<https://makingcentspa.liblib.com/>

# Tag List

- **Earning money**
- **Entrepreneurship**
- **Taxes**

<https://makingcentspa.libib.com/>





MAKINGCENTSPA



Libraries

- Behavioral Economics 11
- Financial Education: Books for Parents 10
- Financial Education: Chapter Books 22
- Financial Education: General 47
- Financial Education: Gr K-8 Non-Fiction 58
- Financial Education: High School 23
- Financial Education: Picture Books 152

Powered by Libib

tag: earning money

Limit search to Financial Education: Picture Books

46 results (0.473 seconds)

Financial Education: Picture Books



Read Reviews

Copy Link

### Berenstain Bears' Trouble with Money, The

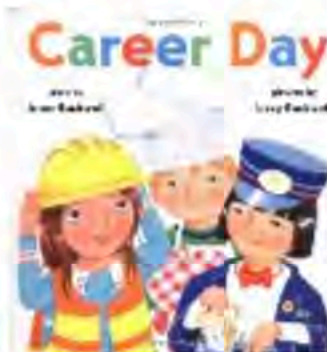
Stan Berenstain, Jan Berenstain

1983 32 Pages (Random House Books for Young Readers)  
ISBN 13: 9780394859170 ISBN 10: 0394859170  
Lexile: AD740L

To earn coins for the Astro Bear video game, Brother and Sister Bear find ways to work for money. How they ground between being spendthrifts and little misers makes for a funny, realistic story.

Earning Money

Financial Education: Picture Books



Read Reviews

### Career Day

Anne Rockwell

2000 40 Pages (HarperCollins)  
ISBN 13: 9780060275655 ISBN 10: 0060275650  
Lexile: AD600L

Michiko's mother writes books. Jessica's mother is a veterinarian. Pablo's father is a construction worker. What

Tag List

- biography
- borrowing money
- > coins
- earning money
- economics
- entrepreneurship
- financial services
- giving
- goal setting
- graphic novel
- limited income perspective
- money management
- money managing
- non-fiction
- pennsylvania
- risk management
- saving & investing
- saving and investing
- taxes

---

# Discuss and Reflect

**Why does this person/character work?**

**Why do you think he or she selected \_\_\_\_\_ as a career?**

**What preparation would have been needed to do that job?**




# Would You Rather?

## **Income**

- take the higher paying position or the slightly lower paying one with benefits?
- work for fulfillment or for salary?
- choose a career in a growing field that you don't really love or go after your true passion knowing it might be hard to find a job?
- earn less as an employee (with benefits and reliability) or earn more as an independent contractor (without benefits and more flexibility)?

## **Work Conditions**

- work 5 evenings a week or every weekend?
  - have a job you love or a boss you love?
  - work for an established company or for a new start-up?
- 



# Would You Rather?

## **Education and Training**

- get a job that requires further education or one that does not?
- attend a local college for 2 years and finish at a major university or attend all 4 years at a major university?

## **Future Opportunities**

- accept a lower level job with the hopes of promotion or wait for a better job?
- get steady pay raises or raises based on your individual performance?

## **Other**

- be the best in a non-glorified career or mediocre in an admirable career?
  - work for yourself or for someone else?
- 

# Would You Rather?

B	I	N	G	O
Be part of a team or work on your own?	Work for an established company or for a new start-up?	Make minimum wage or make \$3.50 an hour plus tips?	Interact directly with clients or work behind the scenes?	Get a job that requires further education or one that does not?
Have a high starting salary with no chance of promotion or lower starting pay with chances to move up?	Be the best in a non-glorified career or mediocre in an admirable career?	Attend a local college for 2 years and finish at a major university or attend all 4 years at a major university?	Earn less as an employee with benefits or more as a contractor with no benefits?	Do the same thing every day or have work requirements change periodically?
Do a job that is more physically challenging or more mentally challenging?	Work with friends or keep work & social life separate?	<b>FREE SPACE</b>	Do easy work for less pay or hard work for more pay?	Take a higher paying position or a slightly lower paying one with benefits?
Attempt to launch a career on <i>Shark Tank</i> or <i>America's Got Talent</i> ?	Earn less money at a job you enjoy or more money at a stressful job?	Accept a lower level job with the hopes of promotion or wait for a better job?	Live with your parents while you're going to college or after you graduate?	Get steady pay raises or raises based on your individual performance?
Work for fulfillment or for salary?	Have a job you love or a boss you love?	Work 5 evenings a week or every weekend?	Take out loans or work during college?	Work for yourself or for someone else?

# 13.1. Career Awareness and Preparation

13.1.3 Grade 3	13.1.5 Grade 5	13.1.8 Grade 8	13.1.11 Grade 11
E. Describe the work done by school personnel and other individuals in the community.	E. Describe the factors that influence career choices, such as, but not limited to: <ul style="list-style-type: none"><li>• Geographic location</li><li>• Job description</li><li>• Salaries/benefits</li><li>• Work schedule</li><li>• Working conditions</li></ul>	E. Analyze the economic factors that impact employment opportunities, such as, but not limited to: <ul style="list-style-type: none"><li>• Competition</li><li>• Geographic location</li><li>• Global influences</li><li>• Job growth</li><li>• Job openings</li><li>• Labor supply</li><li>• Potential advancement</li><li>• Potential earnings</li><li>• Salaries/benefits</li><li>• Unemployment</li></ul>	E. Justify the selection of a career.



Six in Sixty

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# Borrowing Money





# Borrowing Money

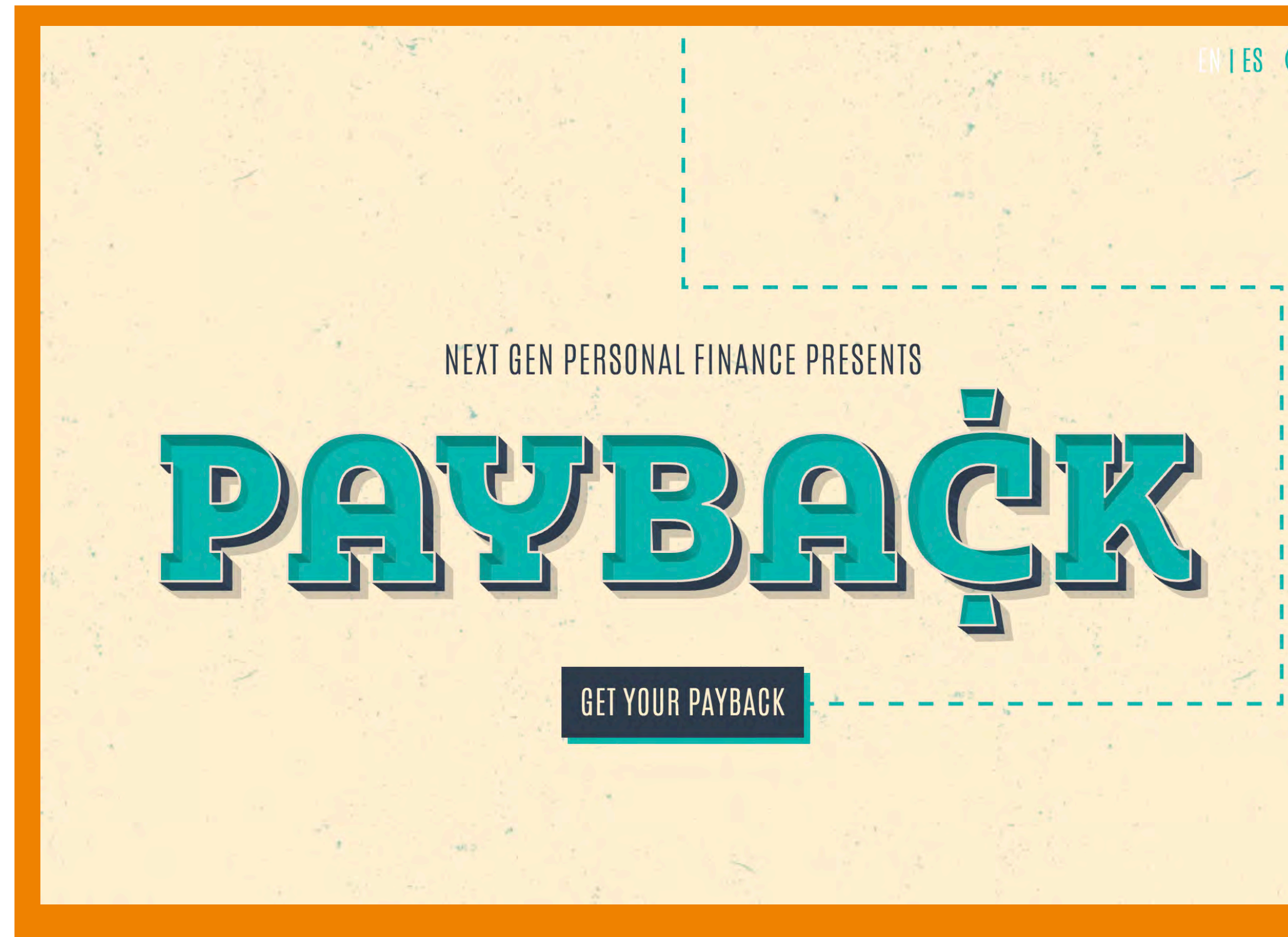
Borrowing money has costs and benefits.

- How do people decide when and how to use credit?
- What rights and responsibilities do people have when borrowing money?
- What impacts a person's creditworthiness?

# Payback

from NGPF

Simulating college living and financing decisions



<https://www.timeforpayback.com/>

It's time to apply for college. Enter your details to find out where you'll be accepted.

GPA



EXTRACURRICULARS



HOME STATE



APPLY

It's time to apply for college. Enter your details to find out where you'll be accepted.

3.3-3.6



MEDIUM



PENNSYLVANIA



APPLY

You've received four decision letters.  
Where will you go?

### In-State Public



Pennsylvania Bells

prestige	★★★★☆
cost	\$27,440
aid	\$17,528



### Out-of-State Public



South Dakota Buffaloes

prestige	★★★★☆
cost	\$20,503
aid	\$11,719



### Private School



The Knights

prestige	★★★★☆
cost	\$62,850
aid	\$47,783



### Community College



The Commuters

prestige	★☆☆☆☆
cost	\$8,500
aid	\$100



## YOU'RE A BELL!

You'll be saving a ton of money on tuition and you're still close enough to come home on the weekends. Not too bad.

CONTINUE



Your friend is throwing one last pool party before college starts. But your neighbor offered you \$100 for a few hours of work.

MAKE THAT CASH

MAKE MEMORIES



When you get to college, you'll have to eat.

Choose your meal plan.

EXTRA-HUNGRY

\$1000

THE STANDARD



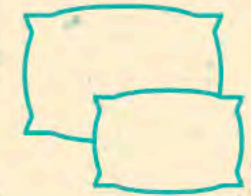




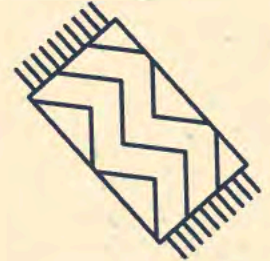



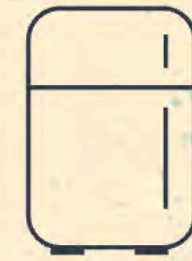
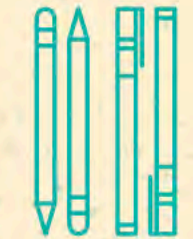
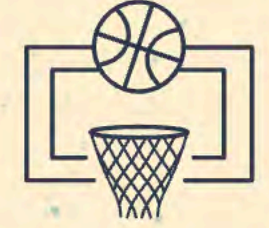

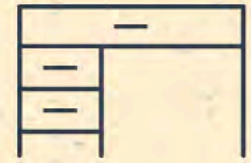



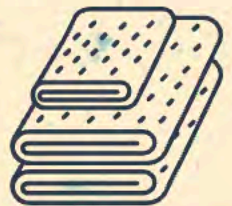

\$0

LIKE A BIRD

\$-1000

What do you need to buy?



CHECKOUT

YEAR 1:

# FRESHMAN

CONTINUE

Working a job can help offset your expenses. How many hours a week do you want to work?

5

SELECT



**FOCUS:** You need to keep up with your classes.



**\$ 11,102** IN DEBT

**CONNECTIONS:** It's all about who you know.



**\$ 11,102** IN DEBT

**HAPPINESS:** All work and no play  
is no way to live.



**\$ 11,102** IN DEBT

**DEBT:** Every penny you spend now,  
you'll have to pay back later.



**\$ 11,102** IN DEBT



YEAR 2:

# SOPHOMORE

CONTINUE

You can't be undecided forever. What's your major going to be?

### CRIMINAL JUSTICE

starting salary	\$37,000
unemployment rate	14.7%

### CULTURAL STUDIES

starting salary	\$41,000
unemployment rate	13.5%

### ECONOMICS

starting salary	\$53,488
unemployment rate	11.0%

YEAR 3:

**JUNIOR**

CONTINUE

LIKE ROYALTY

Living on your own means buying your own groceries.  
How do you want to eat?

ALL RAMEN, ALL THE TIME

WELL ENOUGH

FIND ME IN THE LIBRARY

This is the last spring break you'll ever have. How  
will you celebrate?

ROAD TRIP, ANYONE?

CANCUN, HERE I COME

YOU MADE IT TO

# GRADUATION

CONTINUE

# YOU WIN!

As a general rule, your student loan debt should be less than your starting salary.

OVERALL	MONTHLY
STUDENT LOAN DEBT <b>\$44,593</b>	STARTING SALARY <b>\$53,488</b>

PLAY AGAIN

Share Your Results:



LEARN MORE ABOUT PAYING FOR COLLEGE AT **NGPF** Next Gen Personal Finance

# YOU WIN!

As a general rule, your student loan debt should be less than your starting salary.

OVERALL	MONTHLY
MONTHLY LOAN PAYMENT <b>\$473</b>	MONTHLY PAYCHECK <b>\$2,674.4</b>

PLAY AGAIN

Share Your Results:





# Student Worksheet

Play the game, Payback. As you play, make realistic decisions to keep your debt manageable and maintain your focus, connections, and happiness. Record your decisions in the Round #1 column below.

## Part I: Play

Play the game, [Payback](#). As you play, make realistic decisions to keep your debt manageable and maintain your focus, connections, and happiness. Record your decisions in the **Round #1** column below.

	Round #1	Round #2
What type of school did you choose? Why?		
Living arrangement:		
Will you work? How many hours per week?		
Major, including starting salary & unemployment rate:		
Your final debt amount:		
Your starting salary:		
Your paycheck amount:		
Your estimated monthly student loan payment:		
What percentage of your paycheck is used to pay your student loan debt?		

# Student Worksheet

Play the game a **second** time. This time, choose a **different scenario**. This is your opportunity to see the financial impact of your school type, housing, and other college decisions. Record your decisions in Round #2 in the chart above.


## Part I: Play

Play the game, [Payback](#). As you play, make realistic decisions to keep your debt manageable and maintain your focus, connections, and happiness. Record your decisions in the **Round #1** column below.

	Round #1	Round #2
What type of school did you choose? Why?		
Living arrangement:		
Will you work? How many hours per week?		
Major, including starting salary & unemployment rate:		
Your final debt amount:		
Your starting salary:		
Your paycheck amount:		
Your estimated monthly student loan payment:		
What percentage of your paycheck is used to pay your student loan debt?		


# Student Worksheet: Reflection Questions



1. What two lessons did you learn by playing this game that you could apply to your real life?
  2. What were the factors that you considered in choosing a college the first time you played the game? Did that change the second time you played?
  3. Did you find it difficult to balance the three factors: happiness, focus, and connections? Describe a decision you made and how it impacted each of these factors.
  4. What impact do you think GPA and Extracurriculars might have on the college you attend and how much you will have to pay?
- 


# Student Worksheet: Reflection Questions



5. If you were the game designer, what are two changes that you would make to the game? Explain why.
  6. How did you feel as you saw your student debt grow during the game? Did you make changes later in the game to try and keep your debt more manageable, and if so, what were they?
  7. What is your attitude about student loan debt after playing the game? What do you think will have the biggest impact on your debt amount?
  8. Do you think this game is reflective of the expenses you will have in college? Explain.
- 

# Student Worksheet: Reflection Questions



9. As a rule of thumb, your total student loan debt should be less than your starting salary after graduation. In the first round, was your total debt amount more or less than your starting salary? Does this worry you? Why or why not?
  10. How can you use the experience of this game to minimize debt in college?
- 

Six in Sixty

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# Financial Institutions





# Financial Institutions

Financial institutions offer services for people to secure, access, and transfer money.


- How do people choose and use financial services?
- In what ways do people safeguard their financial assets and information?

82% of employees receive  
their paycheck via: a) Cash  
b) Direct Deposit c) Check



# Direct Deposit

- In your own words, what do you think direct deposit is?
- What do you think might be a few advantages to receiving your paycheck this way?
- In order to receive a paycheck via direct deposit, what does an employee need to have?
- Many employees use direct deposit and split their paycheck between their checking and savings accounts. What do you think is a good percentage to put into your savings account?



**When  
should  
you  
teach  
this?**

At what age do most banks allow children to open a checking account?

**Age 13**

At what age can children in Pennsylvania obtain a work permit?

**Age 14**



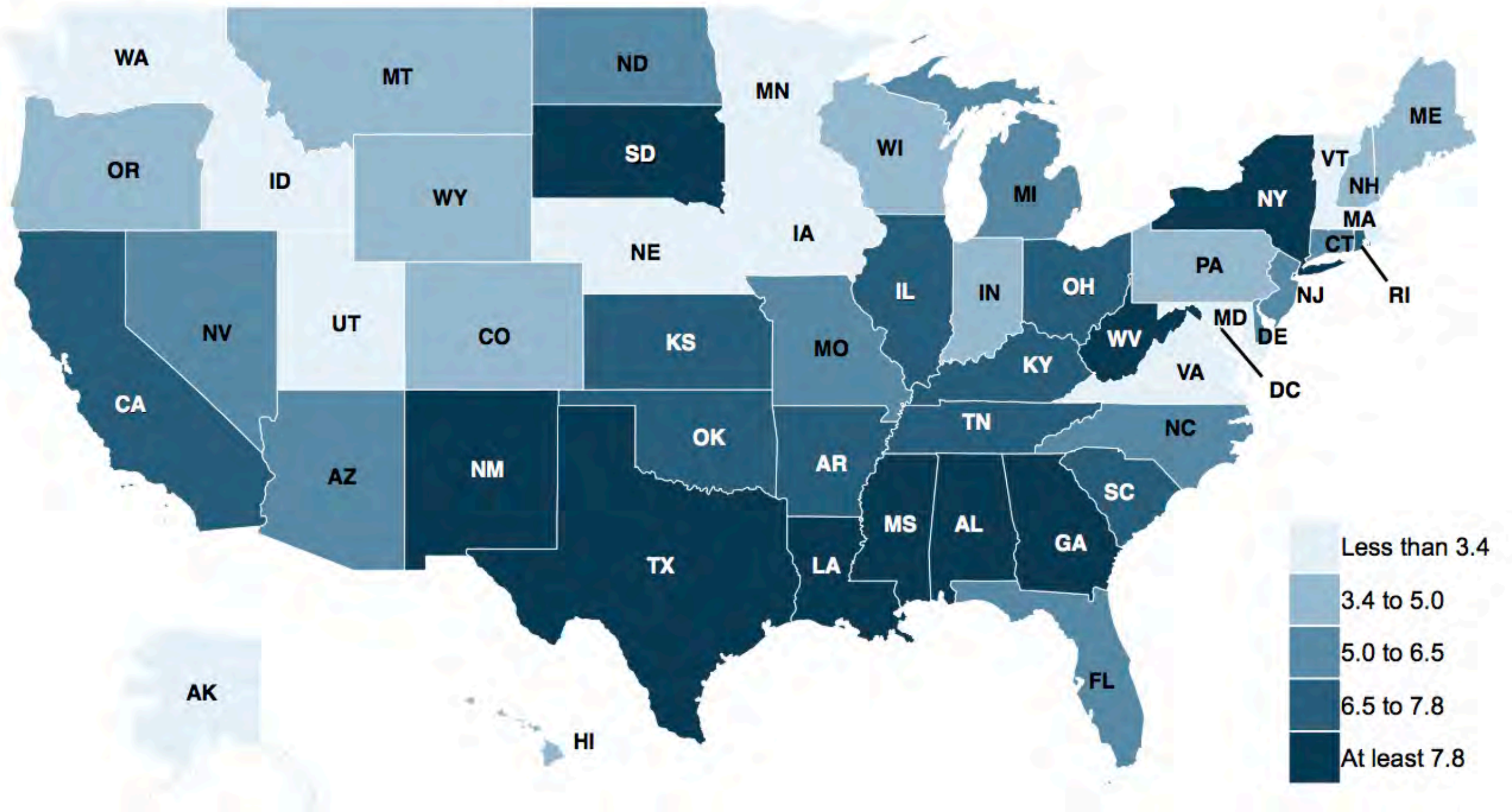


# **Why Not Leave This to Parents?**



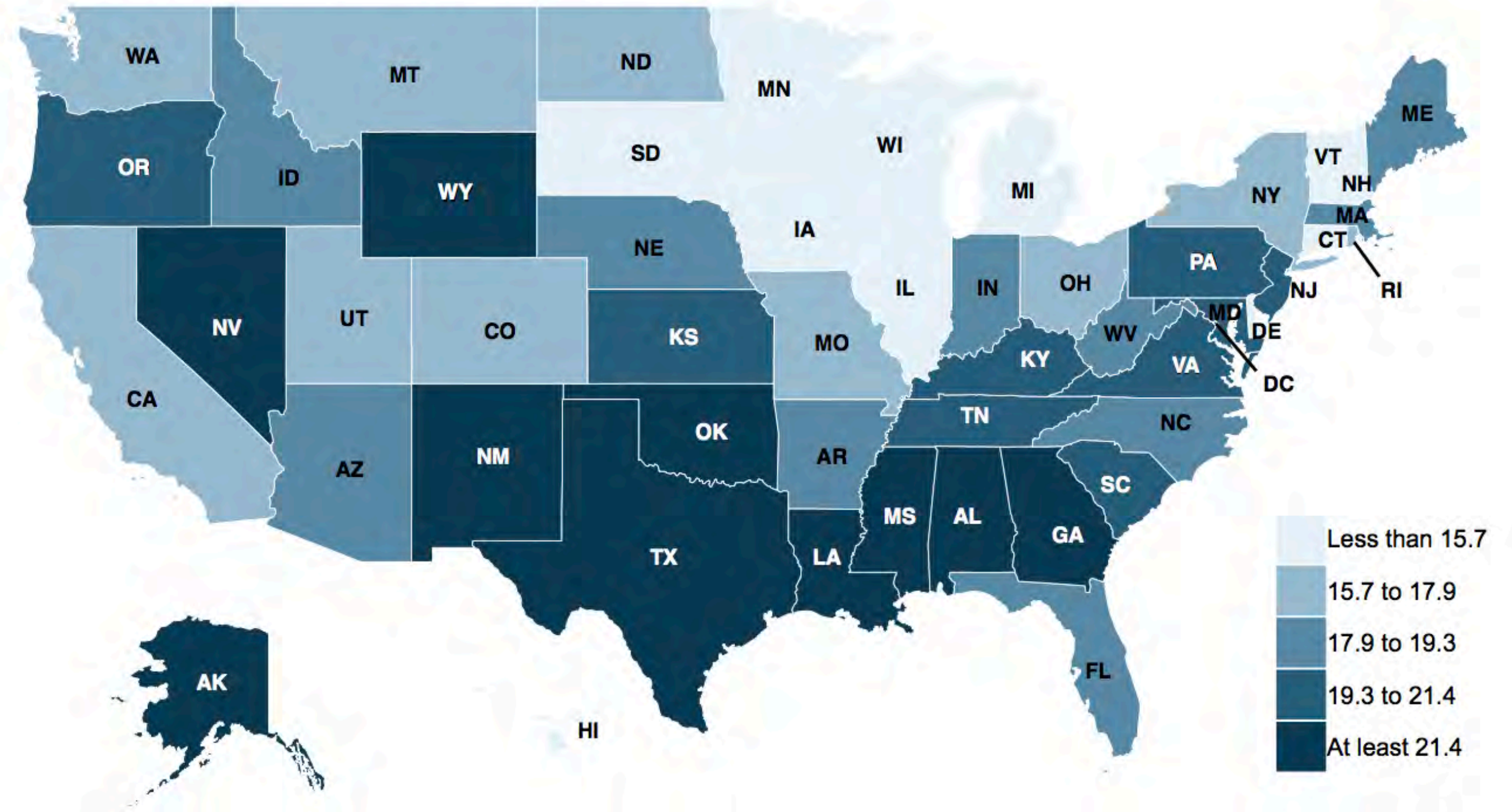
**Not All  
Parents  
are  
“Banked”**

Figure 3.3 Unbanked Rates by State, 2017



# Not All Parents are "Banked"

Figure 3.4 Underbanked Rates by State, 2017





# Not All Parents are “Banked”

	Unbanked	Underbanked
US	6.5%	18.7%
PA	4.7%	19.3%

# Resources

[Choosing and Using a Checking Account](#) from the Council for Economic Education's Financial Fitness for Life: Grades 6-8



[Checking Activities](#) from Next Gen Personal Finance

[Deciding Where and How to Bank](#) self-paced module from Discovery Education and Discover



# Pathway to Financial Success

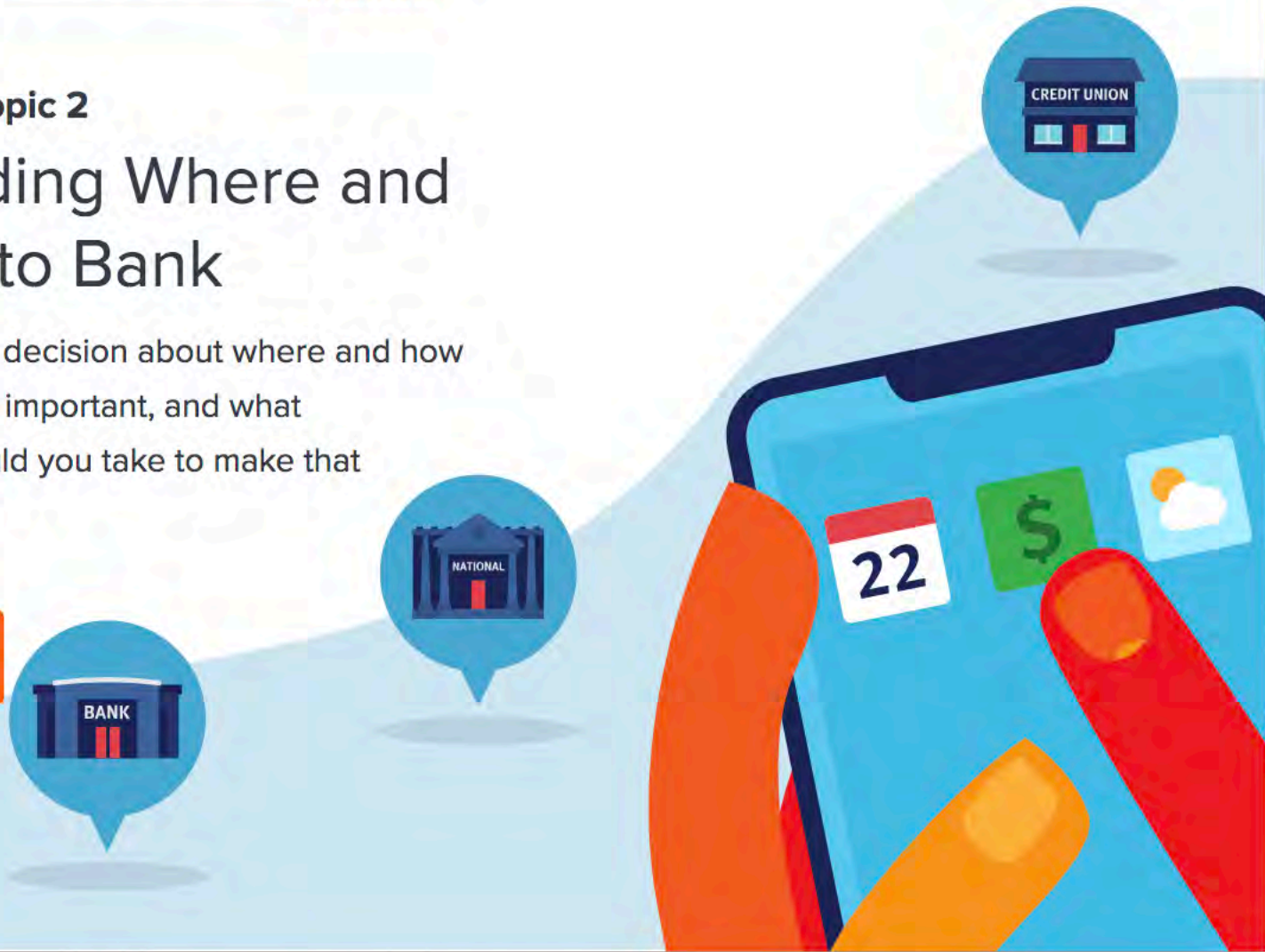
In Schools

## Unit 2: Topic 2

# Deciding Where and How to Bank

Why is the decision about where and how to bank so important, and what steps should you take to make that decision?

Begin



Types — Services — What to Consider



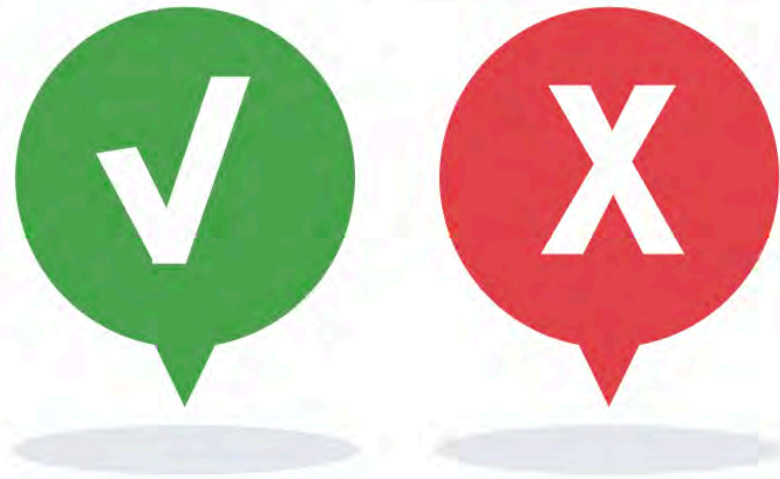
Continue





### Show What You Know

Select the best answer to each question.



**Which statements about banks and credit unions are TRUE?**  
**Select ALL that apply.**

- The only difference between banks and credit unions is their names.
- Banks are for-profit companies, while credit unions are nonprofit organizations.



Continue



## Common Banking Services

You may not be ready for each of these services right now, but they might be important soon. Expand each section to learn more.

Click to expand each section.

### Checking Accounts



Why do you need a checking account? Checking accounts are often used to pay bills, make purchases, and deposit money you earn from working.

Ask yourself:

- How easy is it to set up direct deposit with your employer?
- Can you pay your bills automatically to avoid late fees?

Are there any fees associated with opening a checking account?

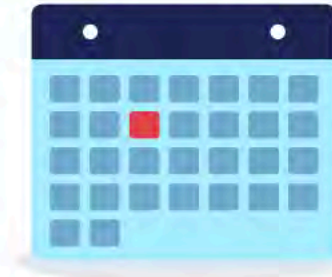


## Avoid Costly Fees

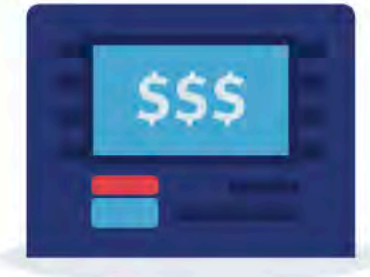
Check out these common fees and how to avoid them.

Select each card to learn more.

### Maintenance Fees



### ATM Fees



### Mobile Banking Fees



### Fees for Spending Too Much



Six in Sixty

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# Risk Management





# Risk Management

Risk management strategies are used to protect against potential loss.

- Why do people choose to limit their risk?
- How do people protect themselves from financial loss throughout their life?
- How does insurance work?

# Risk Management & How People Work

Traditional  
Employees

Independent  
Contractors

Entrepreneurs

How much risk can you take with your PAY?

Amount? Timing? Reliability?

# Risk Management & How People Work

Traditional  
Employees

Independent  
Contractors

Entrepreneurs

How much risk can you take with your TIME?

Paid time off for vacations and illness?

# Risk Management & How People Work

Traditional  
Employees

Independent  
Contractors

Entrepreneurs

How much risk can you take with your **INSURANCE?**

Health? Dental? Vision? Disability? Worker's  
Compensation? Unemployment Compensation?



# 13.1. Career Awareness and Preparation

13.1.3 Grade 3	13.1.5 Grade 5	13.1.8 Grade 8	13.1.11 Grade 11
E. Describe the work done by school personnel and other individuals in the community.	E. Describe the factors that influence career choices, such as, but not limited to: <ul style="list-style-type: none"><li>• Geographic location</li><li>• Job description</li><li>• Salaries/benefits</li><li>• Work schedule</li><li>• Working conditions</li></ul>	E. Analyze the economic factors that impact employment opportunities, such as, but not limited to: <ul style="list-style-type: none"><li>• Competition</li><li>• Geographic location</li><li>• Global influences</li><li>• Job growth</li><li>• Job openings</li><li>• Labor supply</li><li>• Potential advancement</li><li>• <b>Potential earnings</b></li><li>• <b>Salaries/benefits</b></li><li>• <b>Unemployment</b></li></ul>	E. Justify the selection of a career.

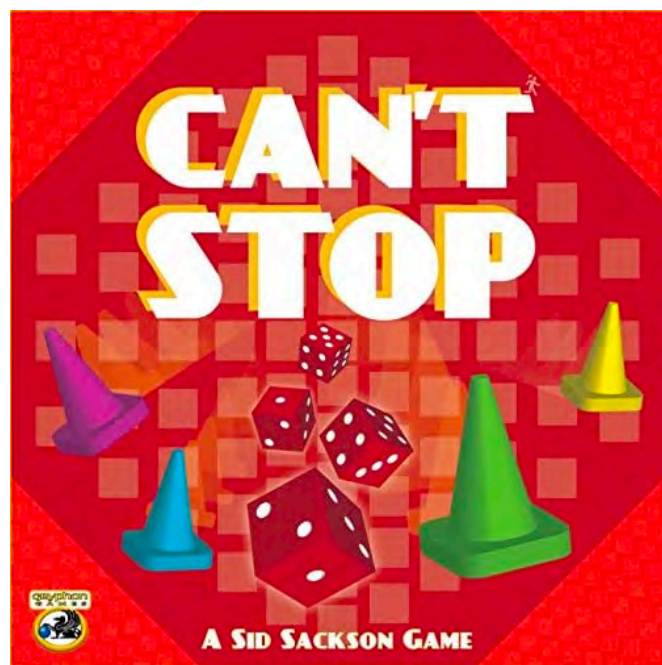
# 13.4. Entrepreneurship

13.4.3 Grade 3	13.4.5 Grade 5	13.4.8 Grade 8	13.4.11 Grade 11
A. Define entrepreneurship.	A. Identify the risks and rewards of entrepreneurship.	A. Compare and contrast entrepreneurship to traditional employment, such as, but not limited to: <ul style="list-style-type: none"><li>• Benefits</li><li>• Job security</li><li>• Operating costs</li><li>• Wages</li></ul>	A. Analyze entrepreneurship as it relates to personal career goals and corporate opportunities

# 13.4. Entrepreneurship

13.4.3 Grade 3	13.4.5 Grade 5	13.4.8 Grade 8	13.4.11 Grade 11
<p>B. Describe the character traits of successful entrepreneurs, such as, but not limited to:</p> <ul style="list-style-type: none"><li>• Adaptability</li><li>• Creative thinking</li><li>• Ethical behavior</li><li>• Leadership</li><li>• Positive attitude</li><li>• Risk-taking</li></ul>	<p>B. Discuss the entrepreneurial character traits of historical or contemporary entrepreneurs.</p>	<p>B. Evaluate how entrepreneurial character traits influence career opportunities.</p>	<p>B. Analyze entrepreneurship as it relates to personal character traits.</p>

# Can't Stop



Join one of  
our May 11<sup>th</sup>  
webinars to  
learn more!



Six in Sixty

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# Saving and Investing





# Saving and Investing

Saving and investing habits influence lifelong opportunities for financial independence.

- Why do people choose to save and invest money?
- In what ways do people save and invest their money?
- Why do some investments have the potential for greater return and risk than others?



# **New Job Questions**

**Is there defined benefit or defined contribution retirement plan?**

**Will the company match what I invest?**

**How much can I contribute?**

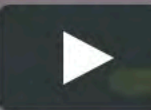
**What are the tax implications?**



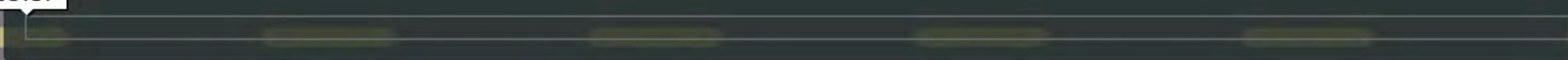


# Compound Interest Concept Video

from Council for Economic Education



03:57





# What is interest?



16



Skip

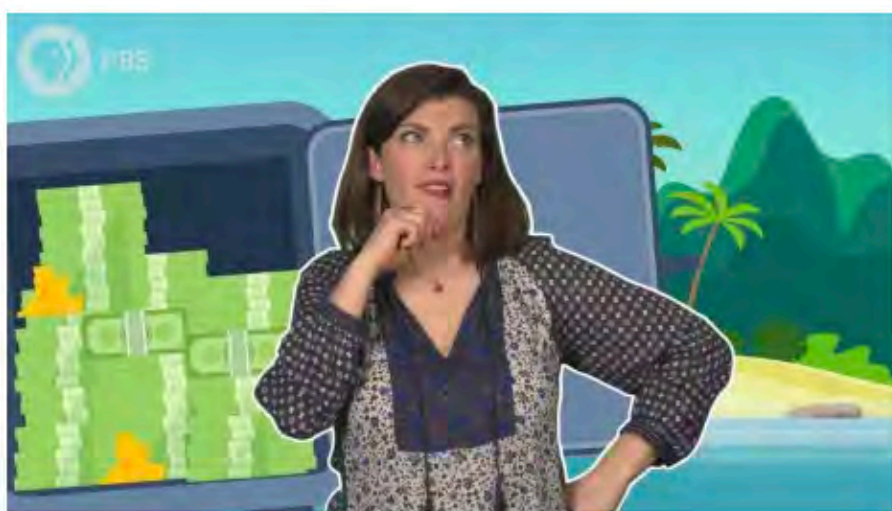
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Answers

▲ A return to people who own shares of stock in a corporation.

◆ A tax refund to a household from the government.

● Extra income to someone who works overtime for a company.

■ Money paid by financial institutions on customers' deposits.



## What the Heck is an IRA?

05/31/2019 | 6m 27s



## What the Heck Are Mutual Funds?

05/07/2018 | 4m 45s



## Is It Even POSSIBLE to Save for Retirement?

10/23/2018 | 6m 50s



## Is the Stock Market Just a Big Casino?

05/07/2018 | 6m 8s



## Can You Really Retire in Your 30s?

04/02/2019 | 6m 28s



## Bond. Savings Bond.

03/06/2020 | 5m 39s

SIX IN SIXTY

# LINKING COLLEGE & CAREER READINESS WITH FINANCIAL EDUCATION

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MARCH 30, 2020