



for Grades 6-8



Educator Guide



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TABLE OF CONTENTS

Welcome to Money Smart	4
Getting Started.....	5
Lessons At-a-Glance	10
Lesson 1: The Path to Success (Career and Job Opportunities)	13
Lesson 2: Bread and Butter (Introduction to Taxes)	19
Lesson 3: Designing Dreams (Financial Goals)	24
Lesson 4: Being a Savvy Shopper (Smart Shopping)	29
Lesson 5: Go with the Flow (Cash Flow and Budgeting)	34
Lesson 6: Super Savers (The Importance of Saving)	39
Lesson 7: How to Stash Your Cash (Savings Options)	44
Lesson 8: Money Doesn't Grow on Trees (Investing Options)	49
Lesson 9: Give Credit Where Credit Is Due (Credit and Debt)	55
Lesson 10: Protecting Yourself (Protecting Your Identity)	60
Lesson 11: Risky Business (Financial Risk)	65
Lesson 12: Spend, Save, or Give? (Personal Financial Choices)	69
Group Handouts.....	73
Answer Key.....	96
Glossary	105
Standards Chart	107

WELCOME TO MONEY SMART

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

In **Money Smart** you will find:

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

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

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

GETTING STARTED

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

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

STANDARDS

Each lesson promotes real-world connections through student-centered learning experiences and aligns to the following national education standards and learning outcomes, including Common Core State Standards in mathematics and English Language Arts. The **National Education Standards Chart** on pages 107-121 identifies which standards are met in each lesson.

- Financial Literacy JumpStart Standards
- English Language Arts Common Core State Standards
- Mathematics Common Core State Standards
- National Standards for Financial Literacy by the Council for Economic Education
- Partnership for 21st-Century Skills

GRADE-LEVEL MODIFICATIONS

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

PRESENTATION TIME

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

ASSESSMENTS

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

LESSON STRUCTURE

Each lesson is designed to include the following:

- **Warm Up** introduces students to the topic and sparks inquiry.
- **Guided Exploration** integrates cross-curricular and developmentally appropriate learning activities and assessments while focusing on the key financial literacy learning objectives of the lesson, with teacher guidance.
- **Money Smart Tips** are provided throughout lessons to offer additional guidance, interesting and relevant financial facts, and additional ideas to help make **Money Smart** a success in your classroom.
- **Group Exploration** allows students to work in small groups to explore concepts and solve problems together. Cooperative learning is considered a “best practice” in middle school instruction.
- **Independent Exploration** activities are designed to engage students in the process of learning through individual discovery, research, and interpretation. These activities are more independent than the Guided and Group Exploration activities and may also be used as homework assignments or independent study.
- **Wrap Up** provides a reflection question or activity to review lesson concepts and allow students to demonstrate their understanding.
- **Extended Exploration** provides teachers with additional opportunities to extend financial literacy concepts throughout the school year within core content areas including English Language Arts and Math. Activities can be completed as a class, in small groups, or by students individually. Useful resources (such as books, web links, games, or videos) are also included to promote even more student engagement. The books and online resources suggested in this guide are just a few of the many available resources that explore these topics, and are not endorsed by the FDIC.
- **Student Handouts** (found in the **Student Guide**), **Group Handouts** (found in this guide on page 73), and **Teacher Presentation Slides** provide dynamic instructional support. Student and group handouts create an opportunity for students to apply their knowledge and for teachers to assess their understanding. Teacher presentation slides offer visuals and interactive activities corresponding with lessons.
- The **Answer Key**, **Glossary**, and **Standards Chart** house all of the information needed to check for understanding, define key terms, and check which activities meet specific national education standards. Vocabulary words are **bolded** in each lesson as they are introduced. It may be helpful to distribute copies of the entire glossary (found on page 105) to students as a reference.

MONEY SMART AT HOME

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

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

INTERDISCIPLINARY PROJECTS

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

1. Financial Literacy Assembly or Community Awareness Campaign

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

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

2. Managing a Budget

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

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

3. School Store

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

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

4. Create and Use Financial Literacy Games

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

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

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

5. Solve a Community Problem

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

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

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

FINANCIAL LITERACY ALL YEAR LONG

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

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

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

LESSONS AT-A-GLANCE

Lesson Title	Topic	Learning Objectives	Time Required
1 The Path to Success	Career and Job Opportunities	<p>Identify and assess the skills and experience needed for a variety of careers</p> <ul style="list-style-type: none"> Examine the impact of education and other opportunities like internships on career trajectory Create a path for advancing in a career field 	<p>50 min</p> <p>Session 1 (25 min)</p> <ul style="list-style-type: none"> Career Pre-Assessment (10 min) Understanding Important Vocabulary (5 min) The Path to a Successful Career (part 1) <ul style="list-style-type: none"> Introduction (5 min) Job Cards (5 min) <p>Session 2 (25 min)</p> <ul style="list-style-type: none"> The Path to a Successful Career (part 2) <ul style="list-style-type: none"> Opportunity Card (10 min) Education Card (5 min) Creating My Career Plan (10 min)
2 Bread and Butter	Introduction to Taxes	<p>Understand and explain the purpose of federal income and state tax and how it affects personal income</p> <ul style="list-style-type: none"> Apply mathematical skills and concepts to tax brackets and personal income Describe and evaluate the importance of the current federal income tax system 	<p>60 min</p> <p>Session 1 (20 min)</p> <ul style="list-style-type: none"> Federal Spending (10 min) Understanding Important Vocabulary (10 min) <p>Session 2 (40 min)</p> <ul style="list-style-type: none"> Tax Impact (30 min) Progressive Tax versus Flat Tax (10 min)
3 Designing Dreams	Financial Goals	<p>Identify and explain needs and wants</p> <ul style="list-style-type: none"> Identify their own financial values and apply those values to their financial goals Create a financial goal and develop the process to achieve it, factoring in possible barriers to that goal Understand and explain the importance of creating financial goals 	<p>45 min</p> <p>Session 1 (20 min)</p> <ul style="list-style-type: none"> Finances Gone Wrong (10 min) Financial Values and Goals (part 1) <ul style="list-style-type: none"> Financial Values Slide (5 min) Goals Slide (5 min) <p>Session 2 (25 min)</p> <ul style="list-style-type: none"> Financial Values and Goals (part 2) <ul style="list-style-type: none"> Financial Values and Goals Worksheet (20 min) Financial Values and Goals Discussion (5 min)

LESSONS AT-A-GLANCE (continued)

Lesson Title	Topic	Learning Objectives	Time Required
4 Being a Savvy Shopper	Smart Shopping	<p>Consider the role of needs and wants in decision making</p> <ul style="list-style-type: none"> Evaluate the credibility and motivation of marketing and advertising Distinguish the best value of goods and services Define and apply opportunity cost to purchases 	<p>45 min</p> <p>Session 1 (25 min)</p> <ul style="list-style-type: none"> Dissecting an Ad (5 min) Becoming a Savvy Shopper (part 1) <ul style="list-style-type: none"> Cell Phones #1–3 Research (20 min) <p>Session 2 (20 min)</p> <ul style="list-style-type: none"> Becoming a Savvy Shopper (part 2) <ul style="list-style-type: none"> Opportunity Cost (5 min) Discussion (5 min) Student Choice (10 min)
5 Go with the Flow	Cash Flow and Budgeting	<p>Explain the purpose and value of budgeting</p> <ul style="list-style-type: none"> Explain the budget categories: fixed expenses, variable expenses, and discretionary expenses Create a budget accounting for income, expenses, and unexpected scenarios 	<p>50 min</p> <p>Session 1 (25 min)</p> <ul style="list-style-type: none"> What Is Cash Flow? (10 min) “Go with the Flow” Cash Flow Game Round 1 (15 min) <p>Session 2 (25 min)</p> <ul style="list-style-type: none"> “Go with the Flow” Cash Flow Game Round 2 (15 min) Why Cash Flow Matters Discussion (10 min)
6 Super Savers	The Importance of Saving	<p>Understand and explain the importance of saving money</p> <ul style="list-style-type: none"> Evaluate methods for saving money, both for a scenario and in their own lives 	<p>45 min</p> <p>Session 1 (25 min)</p> <ul style="list-style-type: none"> Saving Money and Me (5 min) Evaluating Saving Options (part 1) <ul style="list-style-type: none"> Group Work (20 min) <p>Session 2 (20 min)</p> <ul style="list-style-type: none"> Evaluating Savings Options (part 2) <ul style="list-style-type: none"> Presentations (15 min) The Best Methods (5 min)
7 How to Stash Your Cash	Savings Options	<p>Evaluate and differentiate a variety of banking and savings options</p> <ul style="list-style-type: none"> Identify the benefits of creating a savings account Understand compound interest and how it can increase savings 	<p>50 min</p> <p>Session 1 (25 min)</p> <ul style="list-style-type: none"> Understanding Compound Interest (10 min) Opening a Savings Account — Decision Making (15 min) <p>Session 2 (25 min)</p> <ul style="list-style-type: none"> Opening a Savings Account — Presentation (15 min) The Perfect Savings Account (10 min)
8 Money Doesn't Grow on Trees	Investing Options	<p>Understand investment growth, losses, reward, and risk by developing and tracking a stock portfolio</p> <ul style="list-style-type: none"> Demonstrate a general understanding of investment vehicles, like bonds, stocks, and mutual funds Create investment tips for an adult audience 	<p>65 min</p> <p>Session 1 (30 min)</p> <ul style="list-style-type: none"> Investing in a Friend (10 min) Investment Vocabulary and Vehicles (20 min) <p>Session 2 (35 min)</p> <ul style="list-style-type: none"> Investing in Stock Simulation (25 min) Investing Tips Letter (10 min)

LESSONS AT-A-GLANCE (continued)

Lesson Title	Topic	Learning Objectives	Time Required
9 Give Credit Where Credit Is Due	Credit and Debt	<p>Understand how to build credit and practices that may hurt credit</p> <ul style="list-style-type: none"> Identify the economic benefits of good credit Discuss the consequences of debt 	<p>55 min</p> <p>Session 1 (25 min)</p> <ul style="list-style-type: none"> Understanding Credit Anticipation Guide (5 min) Understanding Credit Mini-Lesson (10 min) Credit and Debt in the United States (10 min) <p>Session 2 (30 min)</p> <ul style="list-style-type: none"> Understanding Credit Jigsaw Groups (20 min) Letter to My Future Self (10 min)
10 Protecting Yourself	Protecting Your Identity	<p>Create a trifold informative brochure on identity theft and prevention methods</p> <ul style="list-style-type: none"> Apply information about identity theft and prevention in realistic role-plays 	<p>60 min</p> <p>Session 1 (30 min)</p> <ul style="list-style-type: none"> What Do You Know About Identity Theft? (10 min) Learning About Identity Theft Stations (20 min) <p>Session 2 (30 min)</p> <ul style="list-style-type: none"> Identity Theft Role-Plays (15 min) Identity Theft Trifold Brochure Closing (15 min)
11 Risky Business	Financial Risk	<p>Identify methods to protect oneself from unwanted financial risk</p> <ul style="list-style-type: none"> Create a risk management plan for a purchase 	<p>60 min</p> <p>Session 1 (20 min)</p> <ul style="list-style-type: none"> There's a Little Risk in Everything (10 min) Introducing Risk Management and Insurance (10 min) <p>Session 2 (40 min)</p> <ul style="list-style-type: none"> Making Insurance Decisions (30 min) Financial Risk Exit Options (10 min)
12 Spend, Save, or Give?	Personal Financial Choices	<p>Create a balanced budget that takes into consideration spending, saving, and giving</p> <ul style="list-style-type: none"> Analyze personal decision making when crafting a budget 	<p>55 min</p> <p>Session 1 (25 min)</p> <ul style="list-style-type: none"> What Goes into a Budget? (5 min) Spend, Save, or Give? — Personal Thinking Stations (20 min) <p>Session 2 (30 min)</p> <ul style="list-style-type: none"> Personal Budgeting (20 min) Explaining My Budget Quick-Write (10 min)