Student Handout 3: ***Comparing Choices***

	University of Michigan	Indiana State University	Butler University
Location	Ann Arbor, MI	Terre Haute, IN	Indianapolis, IN
Type	Public	Public	Private Nonprofit
Number of Students	29,821	11,591	4,229
Admissions	Very Selective	Less Selective	Somewhat Selective
Tuition Costs	In-state: $15,262; Out-of-state: $49,350	In-state: $9,090; Out-of-state: $19,836	In-state: $41,120; Out-of-state: $41,120
Room and Board Costs	$11,534	$10,590	$13,830

1. Which university will be the most expensive for Mariel to attend? Why do you think this is?
   University of Michigan, because Mariel will pay much more for out-of-state tuition.
2. If you were Mariel, which school would you pick, and why?
   Answers will vary.
3. Based on your research, which college do you think you would like to attend, and why?
   Answers will vary. Use handout to assess student ability to compare data and make an informed choice.
4. What other factors go into deciding which college to attend?
   Answers will vary, but encourage students to think about other benefits and drawbacks of different college choices, such as location and size, marketability to employers, and internship opportunities.

Student Handout 4: ***College ROI (Return on Investment)***.

Answers will vary. Use handout to assess student ability to compare data and make an informed choice.



Lesson 12: Halls of Knowledge

POSTSECONDARY PLANNING PREP

Name: _____

Directions: Choose one postsecondary option (e.g., vocational, two-year college, four-year college or university, apprenticeship) to research and become an expert on. Record your research in the table below and be prepared to present your findings to the class.

Helpful websites to guide you in research include the following:

www.careeronestop.org
www.bls.gov/ooh/
www.apprenticeship.gov

Research Questions	**Postsecondary Option:**
Overview ▪ Provide a brief definition of the postsecondary option. ▪ Why does this option interest you? ▪ Why do people choose this option?	
Education and Training ▪ What qualifications, skills, and abilities are needed to pursue this postsecondary option? ▪ What does the education or training look like (e.g., traditional classroom, on-the-job training, etc.)? ▪ How long is the education or training and what type of credentials are earned (e.g., certification, academic degree)?	
Careers ▪ What career opportunities are available as a result of this postsecondary choice? Describe at least three career options. ▪ What does a typical workday look like for the three careers you researched? ▪ What are the average salaries available for the careers? ▪ What is the employment outlook for the careers (e.g., how many people are employed in the sector, is the career expected to grow, etc.)?	
Learn More What resources provide more information about the postsecondary option? Include at least three relevant websites beyond those provided on this handout where people can learn more about how to pursue the postsecondary option.	



Lesson 12: Halls of Knowledge

FEDERAL STUDENT AID OPTIONS

Name: _____

Directions: Working with your group, research the student aid option assigned by your teacher and record your findings in the chart below. Be prepared to present your research to the class and explain where we can find more information about your assigned aid.

PELL GRANT

- How does it work?
- How much money is it for?
- Who is eligible to receive it?
- Where can we learn more about it?

DIRECT LOAN (SUBSIDIZED AND UNSUBSIDIZED)

- How does it work?
- How much may be borrowed?
- What are the terms of the loan?
- Who is eligible to receive it?
- Where can we learn more about it?

COLLEGE WORK-STUDY PROGRAMS

- How do they work?
- How much do you earn?
- What kinds of jobs are available?
- Who is eligible for these programs?
- Where can we learn more about them?



Lesson 12: Halls of Knowledge

COMPARING CHOICES

Name: _____

Meet Mariel

Mariel is 18 years old and from Indiana. She is heading to college soon and can't wait for dorm life! She loves meeting new people. She plans on majoring in biology and hopes to earn her bachelor's degree.

The Problem?

While Mariel is so excited to start college, she is really torn on which college to attend. She has been accepted to University of Michigan, Indiana State University, and Butler University. To help her make a decision, research the costs associated with each category in the chart below and compare and contrast her three choices.

Research Tip

Use a comparing college costs tool at https://bigfuture.collegeboard.org/compare-colleges.

	University of Michigan	Indiana State University	Butler University
Location			
Type			
Number of Students			
Admissions			
Tuition Costs	$	$	$
Room and Board Costs	$	$	$

Which university will be the most expensive for Mariel to attend?
Why do you think this is?

If you were Mariel, which school would you pick, and why?

What other factors go into deciding which college to attend?



Lesson 12: Halls of Knowledge
COMPARING CHOICES *(continued)*

Your Turn!
Now that you have helped Mariel research her college choices, pick three new colleges of your own to research, and complete the chart below. Remember to consider in-state versus out-of-state tuition costs and the cost of living in one geographical area versus another.

Use a comparing college costs tool at **https://bigfuture.collegeboard.org/compare-colleges**.

	1:	2:	3:
Location			
Type			
Number of Students			
Admissions			
Tuition Costs	$	$	$
Room and Board Costs	$	$	$

Which college was the most expense?

Which was the least expensive?

Based on your research, which college do you think you would like to attend, and why?



Lesson 12: Halls of Knowledge

COLLEGE ROI (RETURN ON INVESTMENT)

Name: _____

Directions: Deciding on a college involves a number of factors, including location, cost, and academic programs. Learn more about how to measure your potential return on investment by following the steps below.

STEP 1: Write down the names of three colleges or universities that you are interested in attending.

1. _____

2. _____

3. _____

STEP 2: Write down three different majors you are interested in pursuing.

1. _____

2. _____

3. _____

STEP 3: Using the college names and majors you wrote above, visit the College ROI Report at **www.payscale.com/college-roi/**. Review your 20-year net ROI for each academic area and school and then answer the following questions.

Which major and degree had the greatest ROI?

Which had the lowest?

What was surprising to you about the different ROIs?

What did you learn that you didn't know before?



Lesson 13: The Policy of Personal Choice

YOU'RE IN CHARGE!

Name: _____

What would you do if you were in charge of monetary policy? Would you know how to balance recession and inflation? Visit the Fed Chairman Game at **http://sffed-education.org/chairman** and try your hand at managing monetary policy. When you are finished, analyze your results and answer the questions below.

How successful were you in keeping inflation low and stable while balancing unemployment rates?

What headlines did you get? What did the headlines tell you about your management strategies?

Under what circumstances did inflation rise and fall?

Under what circumstances did unemployment rise and fall?



Lesson 13: The Policy of Personal Choice

ECONOMIC FUTURE

Name: _____

Directions: Write a brief, one-page reflection answering the following questions.

- *What prices have you witnessed rise or fall in your life so far?*
- *Are there items you used to buy at lower prices that are now more expensive? Why do you think the cost has gone up?*
- *How do you think prices will change in the future?*
- *How will economic conditions affect your financial decisions, such as whether to borrow money or make a large purchase?*



Lesson 14: Increasing the Value of Your Money

BUCKET LIST

Name: _____

What are the experiences, adventures, and accomplishments you want to achieve in your life? If you had unlimited money and time, what would you do?

Write your top ten bucket list items below!

1.

2.

3.

4.

5.

6.

7.

8.

9.

10.



Lesson 14: Increasing the Value of Your Money

INVESTMENT PRODUCTS

Name: _____

Read the scenarios below and then identify the type of investment in each story.

1. Olivia received an electronic investment gift from her grandmother through **www.TreasuryDirect.gov** that was purchased for $25. Her grandmother told her the investment was a loan to the government and that she could collect her repayment and interest at the end of the term.
   What type of investment does Olivia have?

2. Ian bought a share in his favorite company last year, and he periodically receives dividends or a portion of the company's profits.
   What type of investment does Ian have?

3. Anna's new employer offers her the opportunity to set aside a percentage of pay to invest for retirement.
   What type of investment does Anna have?

4. Rujul works for a company that combines money from many different investors in order to purchase numerous separate investments.
   What type of investments does Rujul work with?



Lesson 14: Increasing the Value of Your Money

WHAT TYPE OF INVESTOR ARE YOU

Name: _____

You're 18 years old and you have just inherited $5,000! What will you do with it? First, decide your risk tolerance. Select Aggressive if you can handle the ups and downs of the market or Conservative if you prefer less volatility. Use the formula for compounding interest annually and follow the prompts for your path to see what happens to your $5,000 from age 18 to 65.

Compound Interest Formula $FV = P (1 + r/n) (nt)$

	AGGRESSIVE	CONSERVATIVE
Risk Tolerance ↓	Go big, or go home! I'll invest all **$5,000.**	I'll invest some and save some. Here's how much I will invest:
Asset Allocation ↓	Put it all in stocks and let's see what happens!	Diversify me, please! Give me a mix of stocks and bonds.
Steady Growth ↓	You're 25 now, and your money is growing fast. For the past eight years, you have been earning an annual return of 8% on your investments. **How much is your investment worth today?**	You're 25 now, and your money is growing steadily. For the past eight years, you have been earning an annual return of 4% on your investments. **How much is your investment worth today?**
Holding Steady ↓	From age 25 to 30 the market holds steady and your investment is still bringing in an 8% return.	From age 25 to 30 the market holds steady and your investment is still bringing in a 4% return.
Down It Falls ↓	When you're 50, the market drops slightly and you're earning a 2% return. The market lasts five years. **How much money do you have after the five years?**	When you're 50, the market drops, and now you're earning 3%. The market low lasts five years. **How much money do you have after the five years?**
	STOP AND THINK…You'll be nearing retirement soon and you just weathered a down market. Should you adjust your risk level? Why or why not?	
How Did You Do?	From age 55 to 65 you're earning a steady 8% return. **How much is your balance at age 65?**	From age 55 to 65 you're earning a steady 4% return. **How much is your balance at age 65?**



Lesson 14: Increasing the Value of Your Money

ACTION PLAN

Name: _____

Review your bucket list created in the first activity and pick your top three favorite choices. Next, consider at what age you want to achieve your bucket list item and then what investment actions you can take today to start financially planning to make your dream a reality.

WE SAVE AND INVEST TO...

- Achieve goals
- Have feelings of security (be prepared for financial emergencies)
- Maintain self-esteem
- Have control over our financial future

Bucket List Goal	Age You Want to Accomplish This Goal?	What Investment Strategies Can You Use to Reach the Goal?
1.		
2.		
3.		



Lesson 15: Road to Retirement

RETIREMENT TRIVIA

Name: _____

Read the scenarios below and determine the appropriate retirement account for each.

1. MEET LINDSEY
   "I'm a teacher, and my retirement strategy is to have a mix of after-tax and pretax contributions, so I save my money in two different accounts. One account is offered by my employer and I started the other account on my own. Which accounts do I have?"

2. MEET KUSHAL
   "I'm a manufacturing engineer, and when I first started my job I set up my retirement account so it would automatically put 7% of my income away each pay period. Plus, my company gives me 4% on top of that. What type of account do I have?"

3. MEET ALISHA
   "I'm a freelance graphic designer, and I love what I do! I try to max out my retirement savings at 25% of my net earnings each year. I don't have the benefits of an employer match like I would if I worked for someone else, so I work hard to max out my contributions whenever I can. What type of account do I have?"



Lesson 15: Road to Retirement

ON THE ROAD TO RETIREMENT

Name: _____

Help Jessica see her account change through compounding interest annually at a rate of 8%.

Meet Jessica, a 23-year-old college graduate who just got her first job as a marketing assistant. While her employer offers a 401k, her company doesn't offer matches. But she heard that you should start saving early for later in life, so she's decided to set up her account so $250 is automatically deposited into her 401k each month. She's already started contributing with a **$5,000 principal.**

AGE 30

How much is in her 401k at age 30?

She has been wanting to buy a new truck for a while, and since she feels pretty far ahead with her retirement savings, she is considering borrowing $20,000 from her 401k to help pay for the truck.

SHOULD SHE DO IT?

NO!	**YES!**
AGE 40	
Jessica is 40 now; she decided not to borrow money from her 401k, and instead continued on saving $250 diligently each month for all of her 30s. **How much is her account worth now at 40?**	She didn't realize was that she would have to pay an early-withdrawal penalty of 10% ($2,000) because she was under age 59½, federal income tax of 15% ($4,000), and state income tax of 4% ($800). The $20,000 cost her $6,800 at the time of withdrawal from taxes and penalties! Even though she borrowed money, she maintained the automatic $250 monthly deposit into her 401k. **What is her balance at age 40?**
AGE 50	
She has kept up her savings goal of $250 a month. **How much is her 401k worth today?**	She has kept up her savings goal of $250 a month. **How much is her 401k worth today?**
AGE 65	
She is ready for retirement. She was a diligent saver her whole life and continued to contribute $250 each month. **What is the final balance of her account?**	She is ready for retirement. She was able to keep up with $250 monthly contributions. **What is the final balance of her account?**

Which path yielded Jessica a higher return? **NO!** **or** **YES!**
Why is this?

What amount did Jessica miss out on by withdrawing money at age 30? _____



Lesson 15: Road to Retirement

PLAN IT!

Name: _____

It's never too early to start planning for retirement. In fact, the earlier you plan, the more time your money has to grow! Answer each of the questions below in detail to help launch your plan today.

1. Why is it important to plan for retirement now when you won't be retiring until later?

2. At what age do you think you will start planning for retirement? Why?

3. What types of retirement vehicles might you use to build your retirement savings, and why? (For example: will you search for a job with 401k benefits? Will you open your own Roth IRA?)

4. Once you determine which type of retirement account(s) you will open, how much will you be able to contribute monthly or annually?

5. What can you do today to decrease expenses in order to increase money you can save for your future?



Lesson 16: Crash Pad
RENTER'S REVIEW

Name: _____

Review the rental costs at Pine Woods Apartments outlined below. Compare these costs with your estimated income and rental and living expenses, and then answer the following questions.

THE CHALLENGE
You have $500 in savings and $125 in cash. You start a full-time job and your take-home pay is $1,400 a month.

You are currently living with your parents and only have to pay a monthly vehicle payment of $195 and a cell phone bill of $56. You also spend about $100 on gas and have been saving $50 a month. That leaves you with about $800 each month for entertainment, food/eating out, personal expenses, and additional savings toward an apartment.

You are anxious to move out on your own. You begin to look at one- or two-bedroom apartments at the Pine Woods Apartments to determine whether you can afford it yet.

Pine Woods Apartments:

Rental Expenses	Bedroom	
	1	2
Security Deposit:	$500	$650
Application Fee:	$10	$10
First Month's Rent:	$400	$550
Total to Move In:	**$910**	**$1,210**

Income

Savings:	$500
Available Cash:	$125
Total Initial Funds:	**$625**
Total Monthly Funds:	**$1,400**

Estimated Living Expenses if Renting

Utilities (for example: water, electric/gas, cable, Internet, and phone):	$200
Food:	$200
Vehicle payment:	$195
Vehicle insurance:	$75
Gas:	$100
Cell phone:	$56
Savings:	$50
Estimated Total:	**$876**

1. Based on your total initial funds, can you afford to move into a one-bedroom apartment at the Pine Woods Apartments today?

2. How much more money would you need to save to move into a one-bedroom apartment?

3. How long will it take you to save that amount if you continue to save $50 a month?

4. Could you afford the monthly rent (for a one-bedroom apartment) and your estimated expenses, based on your income?

5. You and your best friend decide to rent a two-bedroom apartment together. If you split the costs to move in (security deposit, application fee, and first month's rent), what would it cost each of you to move in, and could you afford it?

6. Could you afford the monthly rent and your expenses if you shared a two-bedroom apartment?



Lesson 16: Crash Pad
BUYER'S REVIEW

Name: _____

Review the scenario and then answer the questions.

THE CHALLENGE

Ramón has graduated from college and started his career as an engineer. Now he thinks he may be ready to buy a condo or townhouse.

Ramón's gross pay is $4,100 a month, and his net, or take-home pay, is $3,075. He has been saving for a down payment and closing costs and has $4,200 saved so far. Ramón contacted his state's Housing Finance Authority and learned about a program that helps first-time home buyers with their down payment and closing costs. The program matches the amount the buyer has saved to buy a home. That means he would have $8,400 he could put toward a down payment and closing costs. He enrolls in the program and completes several homeownership classes that are part of the program's requirements.

Ramón's Funds

Down payment and closing costs:	$4,200
Matched savings:	$4,200
Total funds available:	**$8,400**

Purchase Cost

Cost of house:	$140,000
Down payment:	$4,200
Closing costs:	$7,000
Total funds to purchase:	**$11,200**

In the middle of his homeownership training, a banker works with Ramón and pre-qualifies him for a maximum mortgage amount of $165,000. (Pre-qualification is an informal way to find out how much money you can borrow.) Ramón is also eligible to pay only a 3% down payment because he is a first-time home buyer.

As a rule of thumb, many people estimate they are able to afford a mortgage of two to three times their household income. Ramón's annual income is $49,200, so he might be able to afford a mortgage of $98,400 to $147,600.

$49,200 x 2 = $98,400
$49,200 x 2.5 = $123,000
$49,200 x 3 = $147,600

Keep in mind that, if you qualify for a higher amount, that does not mean you can afford or will be comfortable with those monthly payments. Consider your own circumstances and your future financial needs and goals.

Ramón has found a townhouse that he likes. It is listed for $140,000. The lender estimates that Ramón would need $4,200 for a 3% down payment and $7,000 (5% of house cost) for closing costs.

1. Does Ramón have enough money for the down payment and closing costs?

2. If not, how much more does he need?

3. Do you think Ramón is ready to buy a home? If not, what does he need to do to be better prepared?



Lesson 16: Crash Pad
HOUSING NEEDS

Name: _____

While we can't predict the future, we can think ahead and make a plan! Think about what your housing needs are today (for example: number of bedrooms, square footage, location, amenities, security, comfort, view) and how those might change over the course of your life. Answer the questions below.

SHORT-TERM
What are my housing needs now? How much space do I need? What location do I need to live in? How important are amenities and security to me? What actions can I take today to meet those needs?

MEDIUM-TERM
What do I think my housing needs will be five years from now? How will my needs change if I have children or relocate to a new area? How much space will I need then? How important will location, security, and amenities be to me? What financial choices can I make today that will help support my future housing needs?

LONG-TERM
What do I think my housing needs will be 15 years from now? 30 years? How will my needs change if my family grows? How will my housing needs change as I grow older? Will I need more or less space? What financial choices can I make today that will help support my future housing needs?



Lesson 17: Pocket Giving

CHARITY RESEARCH CHALLENGE

Name: _____

Using an Internet search engine, research three organizations or charities in your local community that would benefit from philanthropy. These may include religious programs, animal shelters, health programs, environmental preservation programs, or performing arts organizations. Think about what your interests are and how they would best align with an organization in need.

RESEARCH TIPS

Use the websites below to start your charity search.

- **CharityNavigator.org**
- **GuideStar.org**
- **CharityWatch.org**

	1:	2:	3:
Website			
Type of charity or organization			
What is their central purpose or goal in helping others?			
What type of donation could they benefit from? Money, time, talent?			
How can I help?			
What ways could I donate to this cause?			

If you decide to donate to any of the charities you have researched, be sure to follow the Federal Trade Commission's Charity Checklist at **www.consumer.ftc.gov/articles/0074-giving-charity**.



Lesson 17: Pocket Giving

GIVING TREE

Name: _____

Using your research from the Charity Research Challenge activity, select one organization and fill in the giving tree below based on ways that you could share your time, talents, resources, money, and skills.

REMEMBER TO ASK YOURSELF...

What am I good at? What talents do I have that I could use to benefit others?

What are ways in which I could use my time to help a cause?

Am I able to donate money? If so, how much money could I donate?

What are skills that I have that could benefit others?



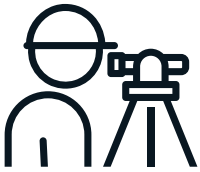
Lesson 17: Pocket Giving

PAY IT FORWARD

Name: _____

Part of a strong financial plan is thinking through our actions today, tomorrow, and well into the future. To help you think through your charitable goals, write a list of ways you will "pay it forward" in your life both now and later.

Now	In 5 Years	In 20 Years
1.		
2.		
3.		
4.		
5.		



Lesson 18: Paving the Future

ESTATE PLANNING IN ACTION

Name: _____

Kendall is 25 years old and a single mother of one-year-old daughter Skylar. Kendall is young and she knows that death seems like a far-off distant future, but she also realizes that unexpected accidents can happen. While she doesn't want to dwell on death, she does want to make a plan for the "what ifs" of life. She wants to make sure Skylar is well cared for if something should happen to her. Kendall is meeting with a lawyer next week to draw up a will. Before her meeting, Kendall decides to write down her ideas for what should be included in her will. Read her notes below and then answer the questions.

What assets do I have?
I own a vehicle, I have about $10,000 in a savings account and $5,400 in a 401k. I also inherited a necklace from my grandmother that I think is worth a few thousand dollars.

Who should be my executor?
My mom. She is good with tough situations and I think she would know how to handle my requests.

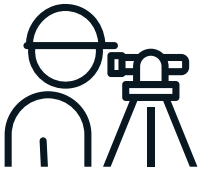
Who would be the guardian of Skylar?
I would want my sister and her husband to take care of Skylar if something happened to me. They already have a child and are great parents! I think they would be the best people to care for Skylar and give her a happy home if I am unable to.

Who are my beneficiaries?
Skylar should definitely inherit my money, 401k, and grandma's necklace. But I think my sister should have my vehicle. She may need it in order to care for Skylar, or she could sell it and use the money to help support Skylar.

Who would be my power of attorney?
My dad would probably be best to be my power of attorney. He always has my best interests at heart and if I became too ill to care for Skylar, he would know what to do.

DISCUSSION QUESTIONS

Why does Kendall feel compelled to create a will even though she is only 25?



Lesson 18: Paving the Future

PREPARE YOUR PLAN

Name: _____

Making a plan for your future involves thinking through what you own and how you would like those items to be distributed. Answer each question below to help get you started in preparing a long-term plan.

What assets do I have? *List all of your valuable items that you wish to distribute.*

Who should be my executor? *This is the person in charge of executing your plan.*

If you have children, or plan to have children someday, whom would you designate as their guardians? *This is the person(s) who would take care of your children.*

Who are my beneficiaries? *These are the individuals you want to receive your assets.*

Who would be my power of attorney? *This is the person who would make decisions for you if you became unable to yourself.*



Lesson 19: Financial Sleuth

SOLID OR SCAM?

Name: _____

Read each scenario below and decide whether the situation is a solid, credible resource or a deceitful scam. Be prepared to explain your answers.

Scenario 1: Larry gets a text from his credit card provider saying there is a problem with his account and action is required in order to keep the card open. The text instructs him to reply with his account number and the most recent purchase amount made on the card in question.

SOLID or SCAM?

Why?

Scenario 2: Jillian has been researching new laptops but the brand she wants costs $500 and she has been reluctant to spend that much. While she's scrolling through her social media accounts, Jillian sees an ad from an online store selling the same computer she wants plus a bonus set of headphones, a laptop case, and a software package for only $50. She's so excited she clicks through and starts to place an order.

SOLID or SCAM?

Why?



Lesson 19: Financial Sleuth

BUILD YOUR TEAM

Name: _____

Knowing how to find trusted experts for different financial needs is an important part of managing your personal finances. Using an Internet search engine, research the roles that each of the following individuals play in assisting with your finances, and answer the questions below.

Financial Team Member: YOU! Remember that you are the ***first*** person on your financial team. You are in the driver's seat of your financial car, so it is important to teach yourself how to find the answers that you need!

Financial Team Member: Financial Advisor

1. What is a financial advisor? .

2. What role or function does a financial advisor play in helping you with your finances?

3. Where can we find more information about financial advisors? A

Financial Team Member: Certified Public Accountant (CPA)

4. What is a CPA?

5. What role or function does a CPA play in helping you with your finances?

6. Where can we find more information about CPAs?



Lesson 19: Financial Sleuth
BUILD YOUR TEAM *(continued)*

Financial Team Member: Lawyer

7. What is a lawyer?

8. What role or function does a lawyer play in helping you with your finances?

9. Where can we find more information about lawyers?

Financial Team Member: Insurance Agent

10. What is an insurance agent?

11. What role or function does an insurance agent play in helping you with your finances?

12. Where can we find more information about insurance agents?



Lesson 19: Financial Sleuth

FINANCIAL LIFEBOAT

Name: _____

THE PROBLEM...

You are the captain of a large boat in charge of carrying financial resources from one island to another. The boat is filled to the brim with financial resources — financial advisors, accountants, and lawyers, oh my! The boat is in the middle of the Pacific Ocean and begins to sink. There is one lifeboat, but it can only hold four financial resources. Since you are the captain of your financial boat, you must be one of the four resources in the lifeboat. Therefore, only three other financial resources can be saved.

THE TASK...

As captain, decide which financial resources you will save and the three resources most able to help you in your financial journey. You must be able to justify your choices for choosing or not choosing each resource.

SURVIVING RESOURCES...

1. You! Remember...you are your best financial resource because you have the power to control your personal finances. You are first on the lifeboat!

2.

3.

4.



Lesson 20: Protect Yourself

SPOT IDENTITY THEFT

Name: _____

Read each scenario and answer the questions. Check the box of the correct answer.

1. You answer the phone one evening at home. The voice on the other end is offering a free weekend trip to a ski resort, but to get your coupon you must give a credit card number. It sounds like a great idea. Do you give the number?

   ☐ Yes! I need a vacation!

   ☐ No way! They could use the number to commit fraud.

2. You receive a text message from someone who says he is in your math class, but you do not know him. He says that he needs to get on the school network to check homework, but he lost his password. He wants to "borrow" yours. Should you give it to him?

   ☐ We had homework tonight, so it must be someone from class.

   ☐ No way! It could be anybody trying to do damage to your login account.

3. You want to open a savings account at an online-only bank. But when you start filling in the information to open the account, it asks you for your Social Security Number to verify your identity. Do you provide it or consider another bank?

   ☐ Provide it. If you researched the institution, you know it is legitimate and OK to give information to receive the service you need.

   ☐ Consider another bank. You should never give out your Social Security Number.

4. Your dad just paid all the family bills for the month. He hands you a stack of bill stubs and asks you to throw them away. You should:

   ☐ Trash them. You do not want to disobey your dad.

   ☐ Ask him to borrow a pair of scissors to cut them up before you throw them away, so no one else can get his information from them.

5. You receive a letter in the mail from a well-known credit card company. It says they are "concerned about recent activity on your account" and they want to protect their customers. But you have never had a credit card with that particular company. There is a 1-800 number to call to speak with a fraud service representative. Should you call it?

   ☐ Yes, you should make sure that the number you are instructed to call is really the credit card company's phone number, and then call the phone number to find out whether it is true or not.

   ☐ No, they will ask for private information from you and you know not to give it out.



Lesson 20: Protect Yourself

THIS JOB, NOT THAT JOB

Read the job advertisements below and decide which job may be a scam and which one is the real deal. Be prepared to support your reasons.

JOB 1

Title: Customer Service Rep. (looking for HIGH-ENERGY, SMILING FACES!)

Description: Do you want to get paid now and work from home? Do you want the freedom and flexibility to spend your day the way YOU want to and earn up to $600/week? If that sounds like you, then this is the opportunity of a LIFETIME. We are hiring work-from-home customer service reps…and ALL you have to do is call our customers with a friendly and helpful style.

We PAY well — up to $600/week — and if you are the right person, you may even be able to grow into a full-time position!

What are you waiting for? E-mail us at trainingseminarpros49@tsp.com to enroll in our low-cost $49 training today! All trainings lead to BIG work…all while staying in the comfort of your own home.

JOB 2

Title: Care for Customers, Inc. hiring Customer Service Representative

Description: Care For Customers, Inc., is a full-service customer sales organization with over 50 years in business. Visit our website at www.CareForCustomersInc.com and learn about our many satisfied customers.

We are currently hiring one Customer Service Representative that has at least five years of experience in the customer service industry. A high school diploma is required, and an associate's or bachelor's degree in business, communications, or related field is a plus.

The position is part-time (20–28 hours each week) for $14.00/hour. Please send your resume and three references to jobs@CareforCustomersInc.com.



Lesson 20: Protect Yourself

STEPS TO TAKE

Name: _____

What do you do if you think your identity may have been compromised? Find out now by putting your research skills to the test. Visit the Federal Trade Commission's website at **www.consumer.ftc.gov** and locate information to complete the chart below. Be prepared to present your answers to the class.

QUESTIONS	YOUR ANSWERS
How soon should you act if you suspect identity theft?	
What are immediate steps you should take if you suspect identity theft?	
What is involved in each step? Describe how each step works.	
What's next? After immediate action, what else can you do to ensure your identity is safe?	



Lesson 21: Launching Your Dream

ENGAGING ENTREPRENEURS

Name: _____

Using an Internet search engine or the websites provided, select an entrepreneur to research, and answer the questions below. Be prepared to present your entrepreneur to the class and explain how he or she fits the model of an entrepreneur.

"An entrepreneur sees an opportunity. Makes a plan. Starts the business. Manages the business." (SBA.gov)

1. What is the name of the entrepreneur you researched?

2. What product or service did your entrepreneur develop?

3. What opportunities do you think your entrepreneur observed? What need was he or she trying to fill or what problems was he or she trying to solve?

4. How did your entrepreneur make a plan for the business? How did he or she turn ideas into action?

5. What steps did your entrepreneur take to start the business? What business structure did your entrepreneur select? How was the start-up funded?

6. How did your entrepreneur manage the business after its launch? What challenges did the business have to overcome? What risks did the business experience?



Lesson 21: Launching Your Dream

ENTREPRENEURIAL ADVENTURES

Name: _____

Before an entrepreneur can launch a business, he or she must first think carefully through each phase of development. Think back to the ideas you brainstormed for your dream business and select one idea to answer the questions below.

1. What is my business idea?

2. What is the opportunity I see for this idea?

3. Who would benefit from my idea, and why?

4. What problem does my idea solve?

5. How much money would I need to launch this idea?

6. Where would I get that money?

7. What type of business structure would I use, and why?

8. What risks and challenges might I experience with this idea?



Lesson 21: Launching Your Dream

ENTREPRENEUR ADVICE

Name: _____

You are in charge of writing an entrepreneur advice column for a business blog. Use the prompts below to offer your best advice for someone thinking of starting his or her own business or taking his or her invention to the next level.

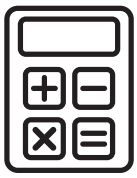
1. Be ready for

2. Always remember to

3. Research the following:

4. Watch out for these challenges:

5. Make a plan by



Lesson 22: Maintenance Mode

BUSINESS MANAGEMENT

Name: _____

Managing a business takes practice! It requires putting systems in place to help every aspect of operations run smoothly. It also requires thinking strategically to solve problems today and anticipate and prevent future problems. Entrepreneurs do this through three management strategies: financial management, time management, and risk management.

Your teacher will assign you one of the three management areas, and it is your job to investigate and learn everything you can about your topic. Using sources provided by your teacher as well as an Internet search engine, work with your group to record your research findings below. You will be the "expert" on your assigned topic, so be prepared to share what you learn with the class!

RESEARCH QUESTIONS

1. What is your assigned management topic?

2. What did you know about this topic before your research?

3. What is the main purpose of your management topic?

4. Why do entrepreneurs use your management topic in their businesses? What are the benefits?

5. What are the key components of your topic?

6. Summarize, using supporting research, why your management topic is a valuable tool to have in an entrepreneur's business toolbox.

Lesson 22: Maintenance Mode

LETTER OF ADVICE

Name: _____

Your friend has just launched a new online business. He currently operates as a sole proprietor, but his business is growing so fast he is thinking about hiring employees. He's written you an e-mail asking for advice on how to make a smooth transition as he grows his company. How would you respond? What advice would you give him about growing and managing his business? What should he think about if he decides to take on employees?

Write your response to him below.

