



MOUNTAIN MONEY ADVENTURES

KID'S CAMP

Ages
4-12



Money & You

{ <http://youth.macu.com> }

Mountain America Credit Union knows that it's never too early to start learning critical money management skills. That's why we've put this information together for teachers and educators to use. *Educating today's youth for a better tomorrow.*



UNIT:

Money & You

OVERVIEW

Through the following lesson plans, students will gain an understanding of how money is earned, how it can be exchanged for goods and services, and the role of banks and credit unions. The final objectives are that students will be able to verbalize specific ways they can earn money; explain how money works as a buying tool, and describe the use of banks and credit unions.



LESSON #1

Money Experiences

Share money experiences to learn how money works in our society.



LESSON #2

Earnings & Income

Recognize that there are many ways to earn money and identify specific options.



LESSON #3

Credit Unions & Banking

Understand the role financial institutions play in our society. Specifically, students will understand how banks and credit unions can assist them in managing their money.

UNIT : Money & You

LESSON #1

Money Experiences

Sharing our money experiences can teach others how money can be earned, received and exchanged in our society. The lesson is basically to open discussion amongst you and your students about how money works in the world.

DISCUSSION

Use these or similar questions to start your students thinking about this concept and how it relates to them:

- How do you get what you want?
- If you need money for something you want, what are some ways to obtain it?
- Have you ever received money without working for it? Do you spend that money differently than money you worked for?
- What do you think are the most important things people use money for? Are any of these items things that you can't actually see? (Services like doctor's advise and piano lessons.)

OBJECTIVE & KEY POINTS

Objective: Students will show that they understand some of the many ways that currency is earned and traded for goods and services.

Key Points:

- Money can be received as a gift or in exchange for work. A salary is the money paid for work done or services rendered. Earned income in the form of a wage or salary is the most common way that people obtain the money they need.
- Money can be exchanged for hard goods or services. While there are other forms of obtaining these items, like bartering, payment with currency or money is the most common method.
- Financial institutions (like banks and credit union), businesses, and people constantly exchange funds (money) to get the things they want and need.

UNIT : Money & You

LESSON #2

Earnings & Income

Students will brainstorm multiple income sources and methods of earning money.

DISCUSSION

Help student to create a connection between the need for money and their personal ability to earn income.

- What have you done to make money? Was the work worth what you were paid?
- Who do you know that draws a salary? What do they do to earn those wages?
- Do you know anyone who makes money without being an employee? Where does that money come from? Encourage discussion about business owners who sell goods and service.
- What could you do this week that would put money in your pocket?

OBJECTIVE & KEY POINT(S)

Objective: Students will brainstorm at least three ways that they can earn money. This will include at least one example of selling goods (lemonade stand, art work) and one of providing a service (babysitting, lawn mowing)

Keypoints:

- Earning Power is the ability to turn your physical or mental abilities into income.
- Money exchanged for time, knowledge or service is called earned income. It is paid in the form of a wage or salary.
- There are two main ways that people earn income. Some work as employees and have a boss who pays them for their time or service. Other people create their own businesses and earn money directly from the people who purchase the good or service. Other income, gained from investments, is called passive income. This is not traded for time or services.
- Earned income can be increase in one of four ways: more time, better results, higher quality or greater skills and knowledge.
- Time- By baby-sitting more hours you can earn more money.
- Better results- If you do a better job washing the car you may convince you father to pay you a higher wage.
- Higher Quality- The lemonade stand with the fresh squeezed product can charge a higher price than the one that uses a mix.
- Greater skills or knowledge- The lawn mower who learns how to trim edges and weed gardens can charge a higher fee than the one who only mows.

ACTIVITIES & MATERIALS

Student Earning Power Handout.

Children can use Henry's multiple income sources to understand how work creates earning power. A reference for teachers is included after the student page.

Earning Power

Introducing **Henry the Hiker**

Henry's Chores



Wash the Car
\$7.25



Babysitting
\$6.00



Walk the Dog
\$3.50



Yard Work
\$4.00

PROBLEMS – (Please show your work below each problem.)

1. If Henry wants to wash cars to extra spending money, how many cars must he wash to make at least \$25?
2. If Henry walks the dog 3 times and does yard work 3 times, will he make the \$25 he wants?
3. If Henry earns \$22.50 by walking the dog 3 times and doing yard work 3 times, how many more times must he walk the dog to earn the \$25?
4. How much will Henry have earned if he has \$22.50 and washes the car once?
5. If Henry babysits once and washes 2 cars, how many times will he have to walk the dog to earn \$25?
6. If Henry gets a \$5.00 bill for his birthday, and he washes a car and babysits 2 times, how much money will Henry now have?

TEACHER'S REFERENCE

Earning Power

Introducing **Henry the Hiker**

Henry's Chores



Wash the Car
\$7.25



Babysitting
\$6.00



Walk the Dog
\$3.50



Yard Work
\$4.00

PROBLEMS – (Please show your work below each problem.)

1. If Henry wants to wash cars to extra spending money, how many cars must he wash to make at least \$25?

(4 x \$7.25 = \$29.00) (4 Cars)

2. If Henry walks the dog 3 times and does yard work 3 times, will he make the \$25 he wants?

(3 x \$3.50 = \$10.50) (3 x \$4.00 = \$12.00) (\$10.50 + \$12.00 = \$22.50) (NO)

3. If Henry earns \$22.50 by walking the dog 3 times and doing yard work 3 times, how many more times must he walk the dog to earn the \$25?

(\$22.50 + \$3.50 = \$26.00) (1)

4. How much will Henry have earned if he has \$22.50 and washes the car once?

(\$22.50 + \$7.25 = \$29.75)

5. If Henry babysits once and washes 2 cars, how many times will he have to walk the dog to earn \$25?

(\$6.00 + (\$7.25 x 2) = \$20.50 + (\$3.50 x 2) = \$28.00 (2)

6. If Henry gets a \$5.00 bill for his birthday, and he washes a car and babysits 2 times, how much money will Henry now have?

(\$5.00 + \$7.25 + (\$6.00 x 2) = \$24.25)

UNIT : Money & You

LESSON #3

Credit Unions & Banking

Banks and credit unions are both financial institutions that offer people a way to protect their money and to access it easily. A credit union, unlike a bank, is a not-for profit group run by its members. Credit Unions are created by members of a group, like teachers, church members or community members. They typically offer easy ways to save money, and lower rates on loans.

DISCUSSION

Get the children to talk about any previous experiences with credit unions:

- Have you ever been to a credit union? What did you see there?
- Does anyone's parents belong to a credit union?
- Does anyone here have a savings account at a credit union? Why did you open the account?
- What are you saving for?
- Is anyone aware of a parent saving for holidays or vacations via a credit union? What do you think people buy with the money they borrow from credit unions?
- Has anyone seen a credit union inside of a store? (Many are located in grocery stores.)

OBJECTIVE & KEY POINTS

Objectives: Students will understand that the non-profit foundation of credit unions is what differentiates them from banks.

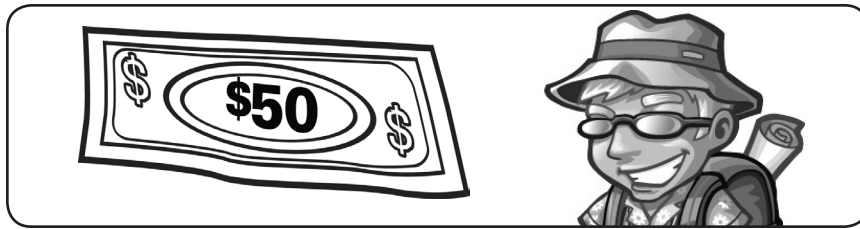
- Banks are privately owned businesses with the goal of making a profit (money) for its owners.
- Credit unions are trusted, non-profit businesses where people can safely keep their money. Credit unions offer a number of tools for managing your money.
- Both banks and money will pay you interest on the money you keep in their institution. This is a small fee for letting them borrow your money to lend to other members. Just by letting your money sit in a savings account, you will accrue more of it.
- Credit unions also offer checking accounts. These allow people to pay for things like rent, electricity, groceries and other bills, using checks instead of cash. Writing a check can be safer and more convenient than carrying around a lot of cash.
- There are different ways to do business with a credit union. Some of these include: Live tellers, ATM (Automated teller machines), on-site locations, internet banking, and branches located in grocery stores.
- Credit unions allow members to borrow money at low rates of interest for items like college, real estate, and cars.
- People can also borrow money from a credit union. By borrowing money, you can buy high-priced things like cars, homes, or education, and pay the money back over time. When you borrow money from a credit union, you pay interest to the credit union for lending you the money. Common ways to borrow money are loans and credit cards.
- Money changes hands frequently – it's exchanged everyday between people, businesses, and credit unions.

ACTIVITIES & MATERIALS

STUDENT DIAGRAM HANDOUT – Money Cycle. Use the diagram on the student worksheet to enforce the concept that money is saved, spent, and exchanged continuously.

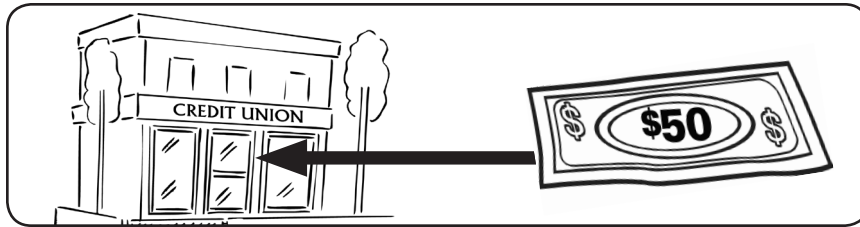
STUDENT DIAGRAM HANDOUT

Credit Unions & Banking — Money Cycle



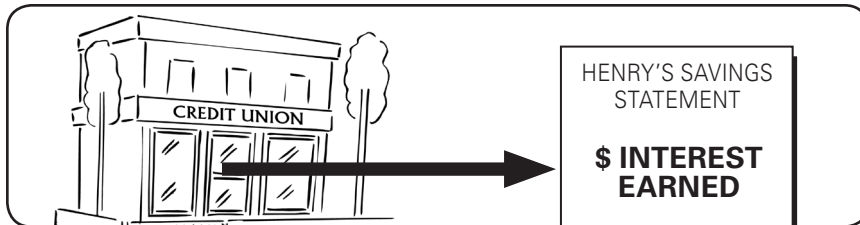
#1

Henry was given \$50.00 from his grandparents on his birthday.



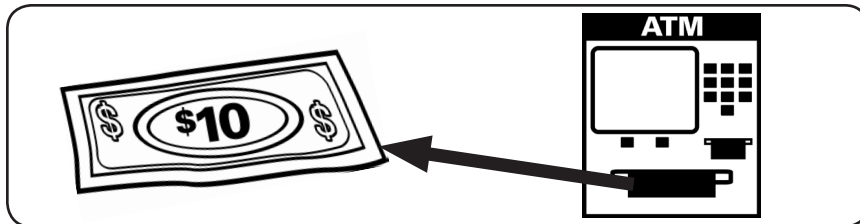
#2

Henry deposited the \$50.00 into his savings account at his credit union.



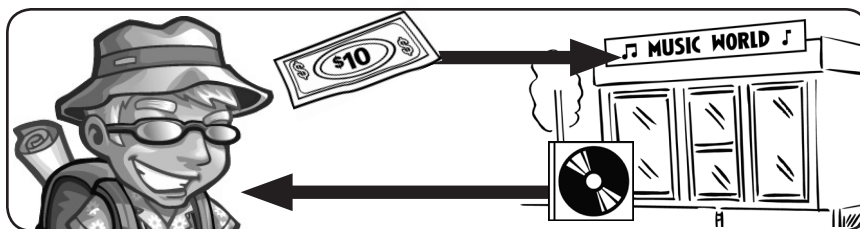
#3

The credit union is now paying Henry interest — so he is earning money.



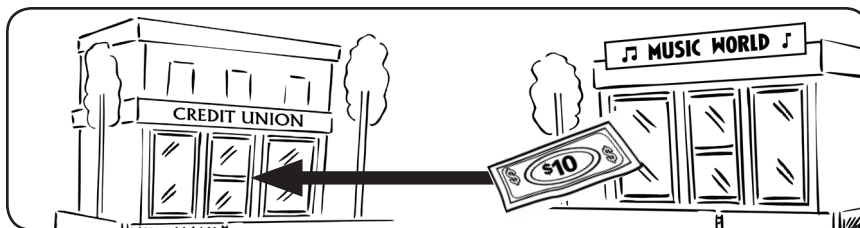
#4

Henry's favorite CD goes on sale so he withdraws \$10.00 from his savings account at a credit union ATM machine.



#5

Henry buys the CD by giving the music store the \$10.00.



#6

The music store then deposits the \$10.00 into their checking account back at the credit union.