

Personal Finance (Slide Title)	Slide Notes
 <p>Classroom Slides Personal Finance (Grades 9-12) JA Central Ontario</p>	<p>2 MINUTES</p> <p>Introduce yourself and let the students know about you, including a brief summary of your career and educational background.</p> <p>Lesson 1: Day to Day Saving Lesson 2: Using Credit Wisely Lesson 3: Budgeting for Your Future Next Steps: Company Program</p>
<p>Money On The Mind</p>  <p>Money On The Mind</p> <ul style="list-style-type: none"> "I'll have enough money to eat I'm good! This is called an active attitude." "Money is power, freedom, a cushion, the most important thing in life. It's like a car, bank account, writer and editor." "If you don't have money, you have nothing. You can't buy a house, a car, food, but if you're not a moral and ethical person, you're a hero." "People use money as nothing, money is Meek Mill. A hip hop recording artist." "'Cause I don't care too much for money, for me it's just a tool. I'm a rock star. The Beatles, rock band!" <p>JA 100 JA Central Ontario</p>	<p>3 MINUTES</p> <p><u>Icebreaker Activity:</u></p> <ul style="list-style-type: none"> Ask the students to consider the various attitudes expressed about money on this slide. Ask them to choose the quote that most resembles their attitude about money Afterwards, ask a few students to share their thoughts on why they chose the quote they did
<p>Personal Finances</p>  <p>Personal Finances</p> <p>JA 100 JA Central Ontario</p>	<p>1 MINUTE</p> <p>Explain to the class that today's session is about personal finances.</p> <p>Personal Finance is determining and managing a person's financial needs and goals for the future.</p> <p><u>Discussion:</u> Ask the students if they have a good understanding of their personal finances. If students answer that they don't, you can reassure them that they will be learning about this today.</p> <ul style="list-style-type: none"> Ask the students if they currently make money (have an income)? Do they have a part-time job, a summer job, get money from birthdays, etc.? If they don't, ask them how they plan to make money in the future Ask the students what is the first thing they do when they receive their paycheck? Whether they want a lot of money, or just want enough to be comfortable, either way, everyone needs to start out by saving.
Lesson 1	
<p>Do I Need to Save Money When I'm Just Starting Out?</p>  <p>Do I Need to Save Money When I'm Just Starting Out? Emergency Savings Fund JA 100 JA Central Ontario</p>	<p>5 MINUTES</p> <p>For the most part, when we take the first step into independence, our income is often on par with our living expenses, making it tempting to skip saving money.</p> <p><u>Discussion:</u></p> <ul style="list-style-type: none"> What are the top reasons to save? Have students give examples. <p><i>It is important to have savings for a number of reasons; to achieve long term goals and to pay for unexpected expenses that are particularly relevant to your stage of life. Other answers can include obligations, wants, debts, dreams, plans, emergencies, etc.</i></p> <ul style="list-style-type: none"> What are the top excuses people use when they fail to save? What are the downfalls if you don't save? <p>Let's take a look at a video that demonstrates the value of having an emergency savings fund.</p> <p>Play the video on emergency saving funds.</p> <p>Presenter: Provide an example of when you needed to rely on an emergency savings fund. Or, if you didn't have an emergency fund, what was the outcome?</p>
<p>Pay Yourself First (PYF)</p>	<p>1 MINUTE</p> <p>So where do you start when it comes to saving?</p> <p>One inhibitor to saving is not paying yourself first. People who save what's left over from their paycheque at the end of the month never save. Remember, wants are</p>

	<p>unlimited but income is limited. For many people, that means there will never be money left over once bills are paid, because they just buy more of what they want until their paycheque is gone.</p> <p>Saving money only happens when you set a goal in advance and it is the first bill paid when the paycheque arrives. Many experts agree that saving 10-15 percent of your income is a good goal if you start early in life. Otherwise, it will take a much higher percentage of your income to be prepared for costs later in life, such as retirement.</p> <p>Pay Yourself First (PYF): Setting aside money for saving prior to paying monthly expenses.</p> <p>It just makes sense to have a savings account set up for emergencies and expensive items. Still, many people lack this invaluable backup. Remind the students to take action. Challenge them to go home and think about what percentage of their income they'll set aside each month.</p>
<p>How do I Save with a Modest Income?</p> 	<p>1 MINUTE</p> <p>There are few things to keep in mind when saving:</p> <ul style="list-style-type: none"> • Take small steps! A little saving each month adds up. If a person tries to save more than is realistic, it's possible to cut corners on much-needed living expenses and become discouraged with saving. Remember saving takes time. • Saving needs to be a priority but make it fun by saving for a need and a want at the same time (however small). <p>One of the reasons people don't save is that they don't have specific goals, so they aren't motivated to save. It's important to make your savings goals specific. Set a dollar amount and a deadline and break your goal into smaller goals.</p>
<p>Setting Goals</p> 	<p>2 MINUTES</p> <p>Student Exercise: Each of you most likely have something you would like to do or buy that is slightly beyond your reach financially. Take a moment to jot down a savings goal for yourself that is amount specific, time specific, realistic, and fun. Students can do this on their worksheet.</p>
<p>Spending Habits: The "Latte Factor"</p> 	<p>5 MINUTES</p> <p>Now that you've identified a savings goal for yourself, let's look at how you might save for that goal, considering at this stage of your life you most likely have little income. Looking at how you have spent money in the past can help you figure out how to save money in the future.</p> <p>Discussion: <i>What do you think it means to have fallen victim to the "latte factor"?</i> Gourmet coffees and brand name clothes eat up a lot of money. If buying such items has become a habit, making more affordable purchases of coffee and clothes is a quick way of "freeing up" money to put into savings.</p> <p>Discussion: What are some other tips to use when trying to stick to a budget when shopping?</p> <p>There are many ways to be a smart consumer:</p> <ul style="list-style-type: none"> • Buy one, get one free sales • Coupons • Comparison shop • Buy used/secondhand • Bulk purchases (if it works out to be cheaper and if you'll actually use it) • Discount warehouse memberships • Store rewards/discount cards • Sales • Clearance • Using a list • Don't go grocery shopping when hungry

	<ul style="list-style-type: none"> Only buy what you need
What's Your Spending Personality?	<p>5 MINUTES</p> <p>You might think you're a smart consumer, but not being intentional about their spending is also one of the biggest financial mistakes that people make. Many people find they are spending a surprising amount of money on things they don't really care about instead of more important financial goals. A spending journal can help you stop those financial leaks.</p> <p>What's Your Type? Money personalities have been analyzed in a variety of ways and many people can identify with aspects of several profiles. The major profiles are: big spenders, savers, shoppers, debtors, and investors. Have the students take a look at their 'What's your spending personality?' worksheet. The worksheet is double-sided so they can find their spending personality and then read the advice for their personality on the back.</p> <p>Challenge: Keep a spending journal for the next month to see where your money goes. Analyze your habits and adjust your spending if you are not satisfied with what you discover.</p>
Spender or Saver?	<p>2 MINUTES</p> <p>Have students look at their spending personality worksheet and guess which personality applies to each description.</p> <p>Note: this slide is animated. Presenters should be in reading mode to have the bullets appear one at a time.</p>
Which Is The Better Deal? #1	<p>2 MINUTES – Next 4 slides</p> <p>Knowing tips about sticking to a budget, and putting them into practice, are two different things.</p> <p>Go through the 'which is the better deal?' slides with the students. Find out how they would be smart consumers in these scenarios.</p> <p>Note: this is an animated slide, so you must be in reading-mode to make the answer appear</p>
Tips on Saving: Little Expenses Can Add Up!	<p>3 MINUTES</p> <p>When trying to save money, looking at the <u>little expenses</u> is a good idea. They can add up!</p> <p>You might want to consider the following:</p> <p>When it comes to cell phones & plans</p> <ul style="list-style-type: none"> How much larger of a data plan do I really need for my cell phone, particularly when many coffee shops, malls, restaurants, educational institutions and public places now provide free wifi? Can I bundle services together to save? Do I have a contract? When does it expire? <p>Will my service provider inform me of any new and better deals as they arise?</p> <p>Do I need or just want the newest phone model?</p> <p>Is there a student discount?</p> <p>When it comes to credit card & banking fees:</p> <ul style="list-style-type: none"> Find out what you are getting for your fees and make sure it is the services that <u>you</u> use. For example, does your fee include any free transactions or free e-transfers? Is there an additional cost (beyond your monthly fee) for using ATMs or writing cheques? Some credit cards charge an annual fee, and with that fee, provide you with a few "perks" or a loyalty point program. <u>Do the math:</u> You may discover that the perks are out of reach unless you buy an unrealistic amount of goods and services using that credit card.

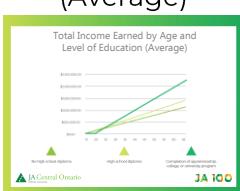
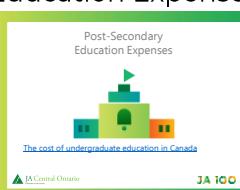
	<p>When it comes to food purchases:</p> <ul style="list-style-type: none"> Buying “out” adds up. For example, if you typically eat lunch out 3 times per week, by decreasing that to 2 times per week, you can save anywhere from \$40 to \$80 per month. As well, look into your grocery store habits. Are you buying name brand products, when you could be buying cheaper alternatives? Do you shop at the closest grocery store to your house or the grocery store that offers the cheapest prices? <p>All these expenses can add up over time!</p>
Tips on Saving: Avoid Impulse Buying 	<p>2 MINUTES</p> <p>With creative marketing strategies and influencers used to sell products, refraining from buying on impulse has become increasingly difficult for many.</p> <p>Discussion: How can we help ourselves to reduce impulse buying?</p> <p>Some suggested answers might be:</p> <ul style="list-style-type: none"> Limit or avoid trips to stores/shopping malls and online buying sites Sleep on it and see if you still want the item in question the next day Leave credit cards at home and only carry the cash you are willing to spend If you choose to have a credit card, take the minimum credit limit
Tips on Saving: Needs vs. Wants 	<p>3 MINUTES</p> <p>In a country like Canada, which is relatively affluent and material-driven, it's quite easy to blur the lines between needs and wants. As importantly, we tend to forget that there is also an “in between”. So, another way to save is to ask ourselves a number of questions and make changes in our spending accordingly.</p> <ul style="list-style-type: none"> We <i>NEED</i> furniture, but does it have to be new furniture? We <i>NEED</i> to get to work, but do we need to drive rather than walk, cycle, use public transit, or carpool? We might <i>NEED</i> to spend time socializing with our friends, but does it need to be at a restaurant or coffee shop? <p>Sometimes, we have to sacrifice some wants now to afford needs or wants in the future. This is what is called an opportunity cost.</p> <p>Opportunity Cost: The next best alternative given up when a choice is made. For example, if you want to eat lunch at a restaurant every day and also want to save for a car – but don't have enough money for both – the item you give up is the opportunity cost.</p> <p>Presenter: Tell the students about an opportunity cost you had in the past, or that you have now.</p>
Evaluating Your Spending 	<p>7 MINUTES</p> <p>Student Activity:</p> <p>Now that we've considered a number of ways that we can save money, let's revisit your savings goal identified earlier and consider ways that you can modify your current spending to reach that goal.</p>
Compound Interest 	<p>3 MINUTES</p> <p>Now that you have identified ways to save, what do you do with those savings? There are different options that you can do with your savings; such as putting them into a savings account, TFSA (Tax Free Savings Account), or RRSP (Registered Retirement Saving Plan). Within these saving platforms, remind the students that their money will be growing in their savings/emergency funds. How does their money grow? Through interest!</p>

	<p>Compound Interest: The interest a person earns on today's money that will compound (add) to the amount of money that will earn interest later. The compound interest earned on investments makes money grow quickly. A few dollars set aside when you are young is worth the same as hundreds of dollars set aside later in life.</p> <p>Let's take a look at the video that explains what compound interest is. Remind the students that the earlier they save their money, the longer they will have to accumulate compound interest. It's an easy way to make money on your money, so start saving early!</p> <p>If students want to look into investing their money, remind them to do research and ask someone they trust about investing before doing so!</p>
 JA General Ontario JA 100	<p>Show the visual so students can see the value of compound interest.</p> <p>Extended (5 mins): Students can visit the website below and see how fast their compound interest will grow depending on how much and how long they save.</p> <p>https://www.getsmarteraboutmoney.ca/calculators/compound-interest-calculator/</p>
<h2>Lesson 2</h2>	
<h3>Wise Use of Credit</h3>  JA General Ontario JA 100	<p>3 MINUTES</p> <p>Now that we've looked at savings, let's look at some of the important aspects of using credit and loans.</p> <p>Discussion:</p> <p>What are credit & loans? Why are they important?</p> <p>Both loans and lines of credit let consumers and businesses borrow money to pay for purchases or expenses. A loan is a lump sum of money that is repaid over a fixed period of time, whereas a line of credit is a revolving account that let borrowers draw, repay and redraw from available funds. One way to think about credit is that you are spending future money now. Not only must you repay the cost of the item you are buying, you also have to pay interest and maybe fees. In other words, you may have to come up with \$60 to pay for the \$40 jeans you charged three months earlier.</p> <p>Credit and loans are important if someone need funds for attending school or purchasing larger items.</p> <p>Discussion: What are some examples of purchasing large items on credit?</p> <p>Examples:</p> <p>For needs like: Vehicle, school tuition, home, business</p> <p>For wants like: A vacation, a recreational vehicle.</p> <p>Wise use of credit or loans means: having the money to repay the credit/loan on a regular basis, and, having the self discipline to do so.</p>
<h3>How to Stay Out of Trouble with Credit Cards</h3>  JA General Ontario JA 100	<p>5 MINUTES</p> <p>Discussion: How can you stay out of trouble when using credit cards?</p> <p>After student responses, talk about the points below.</p> <ul style="list-style-type: none"> • Pay the balance in full each month---at the very least, avoid making only the minimum payment. <p>Click on the credit card calculator and go through an example with the students to stress the importance of paying off your credit card fully each month.</p> <ul style="list-style-type: none"> • Pay a few days before the due date---if you are paying a credit card online, financial institutions require a few business days to process your payment. • Keep within your budget! Again, borrow only what you can afford to pay back regularly and on time. • Be wary of Rewards Programs. Many credit cards that have a rewards

	<p>program tend to charge an annual fee.</p> <ul style="list-style-type: none"> • Start automatic/online bill payments to stay on schedule. • Switch to less expensive credit cards! Many credit card companies charge an annual fee, especially common with cards that come with “perks” – insurance, points programs, etc. Consider choosing a “no fee” card. • Don’t use your credit card for cash advances! – credit cards offer you an option to loan money from them, called a cash advance. This is never a good idea as they charge a higher interest rate than other credit card transactions. The credit card companies also start billing you interest immediately for cash advances (unlike other credit card transactions where interest isn’t billed until the next billing cycle). They can also hurt your credit score, you don’t get credit cards rewards, and they are hard to pay off because you are accumulating so much interest. For cash you have to pay off your whole balance plus the loan amount before reducing your interest rate. Therefore, it is never a good idea to use this as an option to get money. Lastly, seek advice from someone you trust if you feel that you’re losing control of your use of credit.
<p>Credit Danger Signals</p>  <p>JAGeneral Ontario JA 100</p>	<p>2 MINUTES</p> <p>There are a few indicators that suggest that someone’s use of credit is getting out of control.</p> <ul style="list-style-type: none"> • Using credit or cash advances for daily living expenses • Missing payments or due dates • Nearing the credit limit on your card(s) • Borrowing from one card to pay another • Transferring balances every few months just before the introductory offer expires
<p>Consequences of Not Using Credit Wisely</p>  <p>JAGeneral Ontario JA 100</p>	<p>2 MINUTES</p> <p>Discussion: So what are the consequences of not using credit wisely?</p> <ul style="list-style-type: none"> • <i>Bad credit rating = deemed credit risk by lenders</i> • <i>Inability to get out of debt – declaring bankruptcy</i> <p>Discussion: Why is it bad to have a bad credit rating or to go bankrupt? <i>Going bankrupt or having a bad credit score shows up on your credit report when you want to take out a loan. Therefore, if you don't have a good credit score, banks won't lend you money to buy big purchases such as a car, a house, etc.</i></p> <p>Discussion: Earlier we talked about compound interest. After learning about credit, do you think compound interest could ever be a bad thing? <i>Just like compound interest can help you save, it can also increase your debt rapidly! It works both ways.</i></p> <p>Therefore, the only exception to the rule of Pay Yourself First is if you have a high-interest debt (such as credit card debt). Compound interest grows quickly, increasing your debt at an alarming rate. If you are being charged a high-interest rate on a loan, line of credit or a credit card, paying it off is a priority. Allowing high-interest debt to grow will undo all of the benefit you gain from saving. Here’s why: It is the dark side of compound interest. You are the one paying on the loan amount and on the accumulating interest every month.</p>
<p>Which Credit Card is Right for Me?</p>  <p>JAGeneral Ontario JA 100</p>	<p>Tell students to do some research before getting their first credit card. They can use resources like the link on this slide to help them determine what credit card is best for them.</p> <p>Extended - 5 MINUTES</p> <p>Have students visit the website on this slide and let them research what credit card they think is best for them.</p>

Lesson 3

Lesson Three: You might realize that you want a larger income for saving and spending. How

<p>Budgeting for your Future</p>  <p>Lesson Three: Budgeting for your Future</p> <p>JA Central Ontario JA 100</p>	<p>could you achieve this? Completing post-secondary education is a step in the right direction!</p>
<p>Total Income Earned by Age and Level of Education (Average)</p>  <p>Total Income Earned by Age and Level of Education (Average)</p> <p>JA Central Ontario JA 100</p>	<p>1 MINUTE</p> <p>This chart gives an example of averages wages for those with no high school, vs high school grads, vs post-secondary grads.</p> <p>By age 40, a college or university graduate will have earned over \$250,000 more than a high school graduate. Even though there is an expense to pay for post-secondary education, it is worthwhile in the long run. However, affording post-secondary education can seem intimidating. In the next lesson, we will look at a breakdown of living and post-secondary expenses, learn about ways to afford your post-secondary expenses, and how to budget for the future.</p>
<p>Post-Secondary Education Expenses</p>  <p>Post-Secondary Education Expenses</p> <p>The cost of undergraduate education in Canada</p> <p>JA Central Ontario JA 100</p>	<p>3 MINUTES</p> <p>Since education is the single best indicator of how much income you'll earn, you'll want to budget accordingly. But how much money will you need? The cost of studies at a post secondary institution varies based on the program of choice, whether you live in residence, the cost of books, equipment, transportation and other living expenses.</p> <p>Click on the link and go through an example as a class. This will just be a general example of education costs based on a city, program, years of study, etc. Students can write down the link to use at home later and personalize it.</p> <p>Extended – 5 minutes</p> <ul style="list-style-type: none"> If students have phones/tablets, students can explore this site themselves.
<p>Funding Post-Secondary</p>  <p>Funding Post-Secondary</p> <p>JA Central Ontario JA 100</p>	<p>5 MINUTES</p> <p>The cost of post secondary education might be alarming to some students. Reassure them that there are options to help them fund their education. Have students complete the Funding Post-Secondary Matching Activity on their worksheets (2 minutes).</p> <p>**If you are doing the extended program, have students also write down what they think a pro and con for each funding option (5 minutes).</p> <p>Have a discussion with the students about the following options when taking up the answers below. Presenter Tip: Speak to the students about how you funded your education while you do so.</p> <ul style="list-style-type: none"> OSAP (Ontario Student Assistance Program) – Answer: D - OSAP is Ontario's flagship student support program, offering a mix of grants and loans to thousands of students each year. Financial Aid from Schools - Answer: C - You can check with a college or university directly to see what financial aid programs they offer. You could be eligible for: bursaries, scholarships, work-study programs, or summer employment opportunities. These are all sources of money you don't have to pay back. Scholarships - Answer: F - scholarships are competitive and you usually, but not always, have to apply for them. These are all sources of money you don't have to pay back. Bursaries - Answer: A - bursaries are usually non-competitive and automatic, often based on financial need. These are all sources of money you don't have to pay back.

	<ul style="list-style-type: none"> Bank Loans -Answer: E - Banks, trust companies and credit unions offer student loans and lines of credit. Talk to your financial institution for more information. Self-Funded -Answer: B - It's a good idea to save money from a summer job or job you hold throughout the year to help pay for your education. Your parents or other relatives might also be able to contribute to education costs. This might include a RESP (Registered Education Savings Plan). RESPs are beneficial as the contributions are tax-free! <p>Another option is to consider investing savings through a bank/financial institution – so that money can earn interest – if you plan to attend college or university in the future.</p> <p>Extended – 5 minutes</p> <ul style="list-style-type: none"> Have students write down a pro and con for each type of funding.
Budgeting & Saving for Post-Secondary	<p>3 MINUTES</p> <p>Hand out the post-secondary budget worksheet. Students can get started with filling out their budget. Some research might be required on a computer/phone. Students will probably not finish this exercise, so you can recommend they do this as a take-home assignment. Recommend they complete the budget with input from their parent/guardian so there are no surprises when planning for post-secondary!</p> <ul style="list-style-type: none"> Introduce budget worksheet Presenter Tip: talk about your life experiences with budgeting Walk through how to complete the worksheet (students research the cost of the expenses, enter in how they will fund post-secondary, and will come out with a budget. If the budget is not balanced (aka they have a deficit), they will need to re-evaluate their expenses or determine how they will get additional funding. Tell students this is a good time to review their budget and start the conversation about post-secondary funding with their parents/guardian. Assign the budget worksheet as a take home assignment. Bonus, if the teacher assigns it as a reviewed-marked assignment! <p>Extended – 25 MINUTES</p> <p>Have students complete the worksheet in class. They will need to do some research to determine their budget.</p>
Personal Finance Review	<p>2 MINUTES</p> <p>Review the 4 elements of financial planning: earn money, save money, spend wisely, and use credit cautiously.</p> <p>Discussion:</p> <ul style="list-style-type: none"> What is one thing you learned today that will help with your personal finances? What tip are you going to use to ensure you stick to your budget?
Congratulations on Completing the Personal Finance Program!	Congratulations on Completing the Personal Finance Program!