Middle School Financial Literacy Workshop

"If you don't master financial literacy, you'll be a victim" – Bradley Weeks, Teacher

May 10th, 2019
Today’s Agenda

1. The Financial Literacy Landscape
2. Why teach financial literacy?
3. FutureSmart
4. Getting Started
4. Q & A
Real World Learning Skills

- Financial Education
- Health & Wellness
- Cultural Literacy
- Summer Learning
- STEM & Career Exploration
- Social & Emotional Learning
The Financial Literacy Landscape

By almost any measure, today's schoolchildren are ill equipped to understand personal finance and make their way in the modern financial world.

– President’s Advisory Council on Financial Literacy

Only half (53%) of parents are “very confident” that their children will leave home knowing how to manage money, credit, and debt.

More than 1 in 6 students (17.8%) in the United States do not reach the baseline level of proficiency in financial literacy.

Sources: Council for Economic Education, University of Massachusetts
Source: Champlain College Center for Financial Literacy (2017 National Report Card)
The Reality

- 24% of millennials can correctly answer basic financial wellness questions.
- 16% of middle school students think they'll need student loans to finance higher education (but in reality, 70% will).
- 75% of students may not be receiving the financial information and education they need at home.

Why teach financial literacy?

- Only 12% of teachers teach personal finance, 92% think they should

- Student debt is at an all-time high of more than $1 trillion

- One-fourth of Americans are behind or in default for students loans

- Financial knowledge is needed for all major life decisions – buying a home or insuring a car

- 93% of Americans have a bank account

Poll Time!

Text: KAYLABOYER233 to 22333
Poll Question #1: Percentage of College Students graduating with debt?
Answer: 70%!
Poll Question #2: What percentage of adults pay the minimum balance on credit cards?
What percentage of adults pay the minimum balance on credit cards?
Answer: 32%!
Poll Question #3: What percentage of U.S. adults say they were never offered financial education by a school, college, or workplace?
What percentage of U.S. adults say they were never offered financial education by a school, college, or workplace?
Answer: 59%!
This course will provide students with the applied knowledge, skills and tools necessary to make smart financial decisions and build positive financial habits and behaviors that will follow them into adulthood.
At-a-Glance

Through a compelling storyline in which students become the Mayor of a fictional town, they are faced with the real-life financial decisions and obstacles of their citizens. By helping their citizens with everything from budgeting for some bedroom decorations to guiding someone through the college financial aid process, students build important skills that help them to become FutureSmart.

Course Highlights

• Simulation-based learning embedded with real-world decisions
• Companion mobile app to reinforce positive financial decisions
• Customizable and printable blueprint for their financial future

Course Topics

• Financial values and goal-setting
• Budgeting and opportunity costs
• Saving and investing
• Risk vs. return
Maine Financial Literacy Framework & Common Core Standards

By the end of 8th grade students will...

• Analyze the costs and benefits of various types of credit.
• Explore job and career options.
• Explain how investing may build wealth and help meet financial goals.
• Identify common types of risks and basic risk management methods.
• Develop a plan for spending and saving.
• Use ratio and rate reasoning to solve real-world and mathematical problems.
Module Topics

- **Module 1**: Financial Values, Goal-Setting
- **Module 2**: Needs vs. Wants, Opportunity costs, Budgeting
- **Module 3**: Credit vs. Debit, Costs of borrowing, Limits of spending
- **Module 4**: Investing in higher education, Long-term planning, Supply & Demand
- **Module 5**: Reading a balance sheet, Account types, Income & Expenses
- **Module 6**: Insurance, Stocks, bonds, and mutual funds, Risk and Reward
- **Module 7**: Building a blueprint for the future
Course Demo

WELCOME MAYOR!

START
WHAT MATTERS THE MOST TO YOU? SELECT THE THREE THINGS THAT ARE MOST IMPORTANT TO YOU.

- Donating to Charity
- Having a Job I Love
- Starting My Own Family
- Traveling the World
- Not Having to Worry About Money
- Spending Time with My Friends
- Saving for Retirement
- Supporting My Family
- Getting a Good Education
- Helping Other People and My Community
- Owning a House Someday
- Buying My First Car
REFLECTION QUESTIONS

Think about something for which you'd like to save your money. What is it, and why did you choose it? What do you think will be the most challenging part about saving money for it?
Your financial personality is:

ARCHITECT

PLANNER, SAVER

Architects make detailed plans and follow through on them. They keep careful track of how much they’re spending, and how much they need to save for the future. Architects' thorough planning and high standards means that they're constantly thinking about how to get the most out of every purchase.

Don’t agree with your financial personality? Try taking the quiz again!
Dear Mayor,

My room looks like it’s stuck in a time warp. Seriously, it hasn’t changed since I was six, but I sure have. I’ve been saving up the last few months of allowance along with my birthday money to get some new stuff for my room.

There’s so much I want to do! Can you help me make sure I get the most bang for my buck? I know I won’t be able to do everything, but I want to make the most of what I have.

Sincerely,
David
The average price of a gallon of milk increased from $3.00 last year to $3.50 this year. This is most likely due to _________.

A. the stock market
B. inflation
C. deflation
D. the market basket
Needs vs. Wants

Even though none of these items are true "needs", it's still a good idea for David to prioritize his wants based on their importance.

Drag the items into the correct order.

NEEDS: ALARM CLOCK, BEDDING, CURTAINS, DESK LAMP, MINI FRIDGE

WANTS: POSTERS, STEREO SYSTEM, WALLPAPER
These paint cans come in different sizes. Let’s try calculating the unit prices of each can. Calculate their unit price and enter the value below.

Unit price per gallon:
- 4 GAL: $36
  - Unit price: $9

Unit price per gallon:
- 3 GAL: $24
  - Unit price: $8

Unit price per gallon:
- 2 GAL: $20
  - Unit price: $10

50% EXTRA
First, let's define what supply and demand are. Click on each item to learn more.

**SUPPLY**

Supply measures the amount of a specific good or service available for a given price.

**DEMAND**

Demand measures the number of people who are willing to buy a particular good or service at a given price.
Butter has experienced inflation over time. In 1910, its price was only 38 cents per pound.

Inflation was seen again as the U.S. entered World War II, particularly when it came to food prices.
To start building your future, you’ll need to make a plan, or a Blueprint. A blueprint is a guide that tells you how to make something. In this case, your Blueprint will be your guide for how to build the financial future you want!
This certificate hereby confirms that

has been financial literacy certified by

MassMutual Foundation FutureSmart Program

Dennis Duquette, President
MassMutual Foundation
Student Impact
Knowledge Gain: 86%
FutureSmart Reach Since Inception (2016)

MAINE 5,523 STUDENTS

"I think I will definitely remember everything concerning college the most. That was really helpful, and the writing down of my interests and personal talents is definitely something that I will try. It’s hard not to apply what was taught in FutureSmart, since these are all problems every one of us will face in the future."

- MAINE, FUTURESMAINT STUDENT
Student Scholarship Opportunities

Six U.S. students will each be awarded a $1,000 529 College Savings Scholarship this semester to help pay for their post-secondary education.

In order to be eligible, students must:
• Earn certification (completed all lessons in a course)
• Submit a personal reflection

Students must submit their entries by 5pm ET on May 10, 2019. Winning students’ teachers will be contacted by May 22.

https://everfi.com/program/everfi-scholarship-application/
Getting Started
Register

everfi.com/newteacher

- Find Your State
- Enter Your School
Teacher Profile

- Create your Profile
- Select “FutureSmart” as course
- Agree to Terms of Service
- Click “Next”
Creating a Class

How to Create a Class

Additional Courses

Tips and Tricks
- Teacher Center Tour
- Getting Students Started
- Course Standards Alignments
- Troubleshooting Tips
- Contact Tech Support

Your School Info

Questions, comments, feedback? Contact Hunter Gros 
Email: hunter@everfi.com
Create Class

What course will this class be using?
FutureSmart

What do you want to call this class?
Class Name

What month will your students start using this course?

Will this same class be using this course past July, 2017?
No

How many students will be in this class?
Fewer than 15

What are the grade levels of this class?
Grade level

Close  Save
Awesome. Class code(s) are all ready:

**FutureSmart**: Getting students started is easy. If they're already registered, just have them enter this code: **27716143** to their dashboard.

If they're not already registered, they can simply go to [everfi.com/register](http://everfi.com/register) to get started.
### Reports Dashboard

**FutureSmart Title**

<table>
<thead>
<tr>
<th>Details</th>
<th>First Name</th>
<th>Last Name</th>
<th>Login</th>
<th>Smart Shopping</th>
<th>Ways to Pay</th>
<th>Investing in You</th>
<th>Growing a Business</th>
<th>Your Financial Future</th>
<th>Certified</th>
</tr>
</thead>
<tbody>
<tr>
<td>View</td>
<td>John</td>
<td>C</td>
<td>student...</td>
<td>80</td>
<td>50</td>
<td>70</td>
<td></td>
<td>NO</td>
<td></td>
</tr>
<tr>
<td>View</td>
<td>Lauren</td>
<td>T</td>
<td>student...</td>
<td>90</td>
<td>70</td>
<td>100</td>
<td></td>
<td>NO</td>
<td></td>
</tr>
</tbody>
</table>

Showing 1 to 2 of 2 entries
Welcome to EverFi's K12 Teacher Resource Center!

Click here for instructions on how to use the Resource Center.

Course Overview

FutureSmart Course Resources

- FutureSmart™ Standards Alignment
- FutureSmart™ Assessments + Answer Keys
- FutureSmart™ Course Outline
- FutureSmart™ Curriculum Guide
- FutureSmart™ Glossary
- FutureSmart™ Lesson Plans
- FutureSmart™ Reflection Questions
- FutureSmart™ Student Resources
Educator Demo

Dashboard
Classes and Codes
Reports
Students
Resources

Courses+

MassMutual
FutureSmart

Tips and Tricks
- Teacher Center Tour
- Getting Students Started
- Course Standards Alignments
- Troubleshooting Tips
- Contact Tech Support

Your School Info
- Your School Name
- City, State
- Questions, comments, feedback? Contact Hunter Gros at hunter@everfi.com.
Student Registration

everfi.net

- Enter Course Code
Student Profile

- Enter Birthdate
- Complete Profile
  - Unique Username
  - Password
    - 6 characters
    - 1 special character or number
- Agree to Terms of Service
Questions?
Exit Ticket

1. Name
2. School and/or District:
3. Title or role:
4. Email address:
5. How can I support you moving forward? Please circle the best option:
   1. I’d like to schedule a 1:1 follow-up meeting with you in the next 1-2 weeks.
   2. I’d like to refer a colleague at my school who could use this resource. (Please provide name and email/contact information)
   3. I got this! I am going to register at everfi.net, explore the teacher dashboard, and get started independently
6. How helpful was this session? (0 = not helpful, bad use of my time; 10 = very helpful & good use of my time)
7. Any additional feedback for us? Please and thank you!
Contact Me:

Kayla Boyer
Email: kboyer@everfi.com
Phone: 603-540-8162