

A Life You Love Lesson Plan



OBJECTIVES

- Learn how Maslow's Hierarchy of Needs relates to spending and saving motivations
- Be able to list several different strategies for meeting a single need
- Be able to identify what needs are met with a specific strategy
- Given a set of priorities and income, build a personalized budget that satisfies all 5 categories of needs on Maslow's Hierarchy

MATERIALS

- Powerpoint Deck
- Needs Inventory Worksheet
- 3 Kahoot questions
- Worksheets
 - Completed Examples
 - David
 - Kat
- Blank Templates
 - Urban Upstart
 - Striving & Thriving
 - College Choices

INSTRUCTION (50 mins)

- 10 mins - Lecture - Needs & Strategies
- 5 mins - Kahoot Q's
- 10 mins - Lecture - Applying Maslow's hierarchy to build a life you love with the resources you have
- 10 mins - Activity [in pairs, each pair is assigned a profile and a blank template]
 - Using the Needs Inventory and the information in the profile, create personalized strategies that satisfy all 5 categories of needs within the budget specified
- 10 mins - Share & reflect
- 5 mins - Q & A

Human Needs Inventory

Based on Maslow's Hierarchy of Needs

Category	Examples
Self-Actualization	Fun, excitement, adventure, creativity, peak experiences, epiphanies, being all that you can be, meaning, purpose, achieving dreams & goals, inner peace, helping others, making a positive impact on the world
Esteem	<u>Higher-level (more satisfying):</u> Self-esteem, strength, competence, self-mastery, self-confidence, independence, freedom, autonomy, integrity <u>Lower-level (less satisfying):</u> status, recognition, fame, prestige, attention
Connection	Friendship, intimacy, self-love, communication, community, family, emotional support, companionship, trust, acceptance, belonging, affection (giving & receiving), love
Safety	A safe living environment, financial stability and security, medical care, protection from danger & harm, hygiene & sanitation, transportation
Survival	Air, water, food, shelter, rest & sleep

Survival and safety needs are the most immediate needs, but it is important to remember that when *any* category of needs is consistently unmet, we will be unhappy/dissatisfied.

To THRIVE, we need to create strategies that meet ALL of our needs within the constraints of our available resources.

A Life You Can Love Striving & Thriving

Profile	High school graduate, makes \$15/hr at a retail chain. Single. Does not want a 4-year degree, but dreams of owning their own business some day, and wants to learn a trade that will get them there. Values reliable, safe transportation so that they can protect their employment and independence. Has a few close friends who hang out at each others' apartments often, but is more focused on personal and career growth than socializing or impressing others. Hobbies are solitary (reading, gaming).						
Priorities	Priorities: 1. Self-actualization 2. Physiological 3. Safety 4. Connection 5. Esteem						
What you're working with	Present	Monthly Take-home	\$1800				
	Past	Debt	\$0	Have been added to budget below as non-negotiable			
	Future	Savings target (safety)	\$180				
Needs	Strategies					Category TOTAL	
Self-Actualization							Person 2: \$500 to meet emotional & psychological needs
Esteem							
Connection							
Safety	Savings						Person 1: \$1300 to meet Physical & physiological needs
	\$180						
Physiological	Debt						
	\$0						
					Total		

A Life You Can Love
Urban Upstart

Profile	Young, single, college graduate. Works in city. Salaried, employer-sponsored health care, and 401(k) match. Cares most about fun and hanging out with friends. Wants to live close to downtown and night life. Loves fashion and wants to look good when out on the town. Prefers socializing to personal development or hobbies.						
Priorities	Priorities: 1. Connection 2. Physiological 3. Esteem 4. Safety 5. Self-actualization						
What you're working with	Present	Monthly Take-home	\$4375				
	Past	Debt	\$375	Have been added to budget below as non-negotiable			
	Future	Savings target (safety)	\$430				
Needs	Strategies					Category TOTAL	
Self-Actualization							Person 2: \$1000 to meet emotional & psychological needs
Esteem							
Connection							
Safety	Savings						Person 1: \$3300 to meet Physical & physiological needs
	\$430						
Physiological	Debt						
	\$375						
					Total		

A Life You Can Love Striving & Thriving							
Profile	High school graduate, makes \$15/hr at a retail chain. Single. Does not want a 4-year degree, but dreams of owning their own business some day, and wants to learn a trade that will get them there. Values reliable, safe transportation so that they can protect their employment and independence. Has a few close friends who hang out at each others' apartments often, but is more focused on personal and career growth than socializing or impressing others. Hobbies are solitary (reading, gaming).						
Priorities	Priorities: 1. Self-actualization 2. Physiological 3. Safety 4. Connection 5. Esteem						
What you're working with	Present	Monthly Take-home	\$1800				
	Past	Debt	\$0	Have been added to budget below as non-negotiable			
	Future	Savings target (safety)	\$180				
Needs	Strategies					Category TOTAL	
Self-Actualization							Person 2: \$500 to meet emotional & psychological needs
Esteem							
Connection							
Safety	Savings						Person 1: \$1300 to meet Physical & physiological needs
	\$180						
Physiological	Debt						
	\$0						
					Total		

A Life You Love With the Resources You Have - Example

David's Profile

Profile	David is starting his first professional job after college. His starting salary is \$60,000/year. He has \$50,000 in student loans with payments of \$350/mo. He has never been a great saver, so he thinks saving 10% of his monthly income may be hard for him, though he's willing to try because he would like to own a home some day, and he doesn't want to work forever.						
Priorities	David is single and doesn't mind living with others now, but definitely wants his own room with responsible, clean roommates. He has hopes to get on a management track within 5 years, and wants to build his leadership skills to stand out at work. In his social life, he wants to go on at least two dates a month until he finds a girlfriend. He loves spending time with friends, hates cooking, and doesn't care too much about things like fashion, eating organic, or impressing people with his home or car. He does, however, love to ski and he is a huge soccer fan. Both of these are important to him, and he wants to have the best of everything when it comes to gear, lift tickets, and attending soccer matches. His job is in Portland, and he is willing to commute up to 45 minutes each way if necessary. His priorities (in order of importance) are: 1. Physiological 2. Connection, 3. Self-actualization 4. Safety 5. Esteem						
What he's working with	Present	Monthly Take-home	\$3500				
	Past	Debt	\$350	These MUST be entered in the budget before anything else. They are non-negotiable.			
	Future	Savings target	\$350				
Needs	Strategies					Category Total	Priorities
Self-Actualization	Sports	Local soccer meetup	Sports podcasts	Volunteer instructor at ski school			\$850 for Emotional and Psychological needs
	\$150	\$0	\$0	\$0		\$150	
Esteem	Online leadership training courses, books, etc.	Local business meetup					
	\$50	\$0				\$50	
Connection	Dates 2/mo	Out with friends once/wk	Phone, Internet & ESPN	Watch matches at home with friends			
	\$200	\$350	\$100	\$0		\$650	
Safety	Savings	Spending buffer	Transportation	Clothes			\$2650 for physiological and safety needs
	\$350	\$150	\$50	\$100		\$650	
Physiological	Debt	Housing (incl utils)	Food				
	\$350	\$1250	\$400			\$2000	
					Grand Total	\$3500	

Kat's Profile

Profile	Kat is a single mother of a 6-year old girl, Gina. She earns \$17/hr as a professional cleaner (offices, stores), which allows her some flexibility in her hours, but the job requires that she have her own car. She is paying off a \$15,000 car loan with payments of \$180/mo. Her daughter needs child care after school most days and on school vacations. Because of her income, she does qualify for food stamps (198/mo) and Maine Care, as well as Section 8 housing assistance.						
Priorities	Kat cares a lot about giving her daughter a stable life and a good education. Her highest priority is making sure Gina is well cared for. Since she is home with Gina most evenings, she spends her free time reading, watching TV, and texting with friends. She's not big on going out on the town, but she loves fashion and makeup, and looking her best is very important to her. She also loves to buy gifts for friends and family, and host events like dinners and birthday parties. She is not interested in dating at the moment. Her priorities (in order of importance): 1. Physiological 2. Safety 3.						
What he's working with	Present	Monthly Take-home	\$2176				
	Past	Debt	\$180	These MUST be entered in the budget before anything else. They are non-negotiable.			
	Future	Savings target	\$200				
Needs	Strategies					Category Total	Priorities
Self-Actualization	Gifts	Hosting 1 dinner/month	Audiobooks from library				\$285 for Emotional and Psychological needs
	\$50	\$50	\$0			\$100	
Esteem	Clothes & makeup	Online single parenting support group					
	\$100	\$0				\$100	
Connection	Phone & internet	Friends over for cards & tea (2-3X a week)					
	\$60	\$25				\$85	
Safety	Savings	Over-the-counter health products	Car (fuel & maintenance)	Child care (YMCA after school)			\$1890 for physiological and safety needs
	\$200	\$50	\$125	\$360		\$735	
Physiological	Debt	Housing (incl utils)	Food (IN ADDITION to \$198 in food stamps)				
	\$180	\$750	\$225			\$1155	
					Grand Total	\$2175	