

## Consumer Education Pacing Guide

| Week     | Chapter(s)   | Content Expectations and Objectives  |
|----------|--|--|
| <b>1</b> | <b>1</b><br><b>Saving Money</b><br>-Compound Interest<br>-Discipline<br>-Emergency Fund                              | <p>Explain three reasons to save money</p> <p>Define Compound Interest</p> <p>Explain the benefits of having a fully funded Emergency Fund</p> <p>Describe how a “Sinking Fund” approach works</p> <p>4.1.3.-Personal finance strategy-Develop a personal finance strategy for earning, spending, saving and investing resources</p>   |
| <b>2</b> | <b>2</b><br><b>Understanding Investments</b><br>-Diversification<br>-Mutual Fund<br>-Liquidity<br>-Risk Return Ratio | <p>Explain the different types of investments</p> <p>Define “diversification and liquidity”</p> <p>Explain the KISS rule of investing</p> <p>4.1.4-Key components of Personal Finance-evaluate key components of personal finance including money management, saving and investing, spending and credit, income, mortgages, retirement, investing and insurance</p>  |
| <b>3</b> | <b>3</b><br><b>Retirement and College Planning</b><br>-Roth IRA<br>-IRA  | <p>Explain what is meant by “tax-favored dollars”</p> <p>List the different types of Retirement Plans</p> <p>List the different types of College Funds</p> <p>List the benefits of having a Roth IRA</p> <p>4.1.4-Key components of Personal Finance-evaluate key components of personal finance including money management, saving and investing, spending and credit, income, mortgages, retirement, investing and insurance</p> |
| <b>4</b> | <b>4</b><br><b>Cash Flow Planning</b><br>-Debit Card<br>-Budget<br>-Envelope System<br>-Impulse Purchase             | <p>Explain why money is active</p> <p>Explain why people do not do a budget</p> <p>Explain why some budgets do not work</p> <p>List the reasons you should do a budget</p> <p>Define “Zero-based budget”</p> <p>4.1.3.-Personal finance strategy-Develop a personal finance strategy for earning, spending, saving and investing resources</p>   |
| <b>5</b> | <b>5-6</b><br><b>Dumping Debt Relating with Money</b>  | <p>List the different ways people get into debt</p> <p>Compare the Credit Card vs. the Debit Card</p> <p>List the 6 steps to get out of debt</p>   |

|          |   |   |
|----------|---|---|
|          | <ul style="list-style-type: none"> <li>-Lease</li> <li>-Credit Card</li> <li>-Debt Snowball</li> <li>-Value System</li> <li>Envelope System</li> </ul>  | <p>Explain how the debt snowball works</p> <p>4.1.4-Key components of Personal Finance-evaluate key components of personal finance including money management, saving and investing, spending and credit, income, mortgages, retirement, investing and insurance</p>  |
| <b>6</b> | <p style="text-align: center;"><b>7</b></p> <p style="text-align: center;"><b>Buying only Big Bargains</b></p> <ul style="list-style-type: none"> <li>-Negotiating</li> <li>-Walk away power</li> <li>-Patience</li> </ul>                          | <p>Explain why you should be honest when negotiating</p> <p>List the three keys to getting bargains</p> <p>List the 7 basic rules of negotiating</p> <p>List places you can find great deals</p> <p>4.1.2.-Marginal Benefit and Cost-Use examples and case studies to explain and evaluate the impact of marginal benefit and marginal cost of an activity on choices and decisions.</p> <p>4.1.5.-Use a decision-making model to evaluate the different aspects of personal finance including careers, savings and investing tools, and different forms of income generation</p> |
| <b>7</b> | <p style="text-align: center;"><b>8</b></p> <p style="text-align: center;"><b>Buyer Beware</b></p> <ul style="list-style-type: none"> <li>-Financing</li> <li>-Buyer's Remorse</li> </ul>   | <p>List the 4 major ways that companies compete for your money</p> <p>Explain what is meant by "Opportunity Cost"</p> <p>List the 5 steps that will help you in a "Significant Purchase" buying decision</p> <p>4.1.1.- Scarcity and Opportunity Costs-Apply concepts of scarcity and opportunity costs to personal financial decision making</p> <p>4.1.2.-Marginal Benefit and Cost-Use examples and case studies to explain and evaluate the impact of marginal benefit and marginal cost of an activity on choices and decisions.</p>   |
| <b>8</b> | <p style="text-align: center;"><b>9</b></p> <p style="text-align: center;"><b>Understanding Insurance</b></p> <ul style="list-style-type: none"> <li>-Term insurance</li> <li>-MSA</li> <li>-Liability</li> <li>-Self-insured</li> </ul>            | <p>Explain why insurance is an essential part of a healthy financial plan</p> <p>List the different types of insurance coverage</p> <p>Compare term and Cash Value Life Insurance</p> <p>4.1.6.-Risk Management Plan-Develop a risk management plan that uses a combination of avoidance, reduction, retention, and transfer (insurance).</p>   |
| <b>9</b> | <p style="text-align: center;"><b>10</b></p> <p style="text-align: center;"><b>Real Estate and Mortgages</b></p> <ul style="list-style-type: none"> <li>-Curb appeal</li> <li>-Appraisal</li> <li>-Conventional Loan</li> <li>-Principal</li> </ul> | <p>Explain the things you should do when selling a home</p> <p>Explain the things you should do when buying a home</p> <p>Explain the benefits of a fifteen year mortgage as opposed to a thirty year mortgage</p> <p>List the 5 types of home loans</p>  |

|           |   |  |
|-----------|---|--|
|           |   | 4.1.4-Key components of Personal Finance-evaluate key components of personal finance including money management, saving and investing, spending and credit, income, mortgages, retirement, investing and insurance   |
| <b>10</b> | <b>11</b><br><b>Careers and Extra Jobs</b><br>-Resume<br>Lump Sum Savings                                 | <p>Explain the difference between a Vocation, a Career, and a job</p> <p>Explain a resumes' purpose</p> <p>List the 3 things you should do when targeting potential employment opportunities</p> <p>List 4 reasons to get a part-time job or work over-time</p> <p>4.1.5.-Use a decision-making model to evaluate the different aspects of personal finance including careers, savings and investing tools, and different forms of income generation</p> |
| <b>11</b> | <b>12</b><br><b>Collections and Credit Bureaus</b><br>-Bankruptcy<br>-Disposable Income<br>-Credit Report | <p>Explain how to handle aggressive collectors</p> <p>Define Credit Bureau and Credit Report</p> <p>Explain how you can handle credit report corrections yourself</p> <p>4.1.5.-Use a decision-making model to evaluate the different aspects of personal finance including careers, savings and investing tools, and different forms of income generation</p>   |
| <b>12</b> | <b>12</b><br><b>Exam</b>  | Exam Review  |