

FUNancial \$marts

A Financial Activity Guide for Middle School Students



About BELCO

Bellco Credit Union started in 1936 in Denver, Colorado. While similar to banks, credit unions like Bellco offer some unique differences. A credit union is a place where people come together to help each other save and borrow money. Credit unions are there to help friends and neighbors make good money decisions—like how to better save, earn, and spend.

In addition, Bellco dedicates itself to improving the lives of people who live in Colorado by giving back to the communities it serves. Whether they're donating money, volunteering time to help local charities, or sponsoring local events, Bellco associates strive to make a real difference.

Banks and credit unions are a safe and secure place for your money. Bellco is federally insured by the National Credit Union Administration, which functions like the FDIC for credit unions.



Spot the Difference

Can you find 10 differences?



About Money

People have been buying and selling things for thousands of years. In the beginning, instead of coins and bills, people used other objects, such as stones, shells, or beads, as methods of payment. Coins were later created, but carrying a lot of coins around was heavy! The first United States \$1 bill was printed in 1862 as a solution to a shortage of coins.

Bills:



\$1.00

First President, George Washington, on the front, with the Great Seal of the U.S. on the back.



\$5.00

Sixteenth President, Abraham Lincoln, on the front, with the Lincoln Memorial on the back.



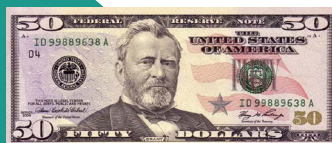
\$10.00

First Secretary of the U.S. Treasury, Alexander Hamilton, on the front, with the Treasury Building on the back.



\$20.00

Seventh President, Andrew Jackson, on the front, with the White House on the back.



\$50.00

Eighteenth President, Ulysses S. Grant, on the front, with the U.S. Capitol Building on the back.

Fun Fact: Coins are produced at U.S. Mints in Denver and Philadelphia, while the Department of Engraving and Printing makes paper money in Washington, D.C. and which Texas city?

About Money

Here are three “real world” situations when students like you have to make change—see if you can determine the proper amount in each story:



Eduardo works at an ice-cream shop. A family’s order totals \$8.36 (including tax) and they pay with a \$20 bill. How much change do they need back?

Amount of change:

1

Niki has \$80 cash she saved from babysitting to buy a new video game. The game normally costs \$53, but the store at the mall offers a 10% discount for cash sales. Sales tax will be \$4.00 either way.

How much would the game normally cost (with tax)?

How much will the game cost paying with cash?

How much money should Niki have left over?



2



Angela mows Mrs. Singh’s yard and charges her \$20. Mrs. Singh pays with a \$50 bill and wants Angela to include a 20% tip for her hard work. What bills should Angela give back to Mrs. Singh as change?

# of	# of	# of
\$10 bills	\$5 bills	\$1 bills
_____	_____	_____

3

Fun Fact: Fort Worth, TX

1. \$11.64
2. Normal cost \$57, Cash price \$51.70, Change \$28.30
3. 2 - \$10 bills, 1 - \$5 bill, 1 - \$1 bill

Answer Key:

Making Good Choices

When you have to make a choice about a purchase, how do you decide what to do? The choices you make will help you get the item you really want if you think about them ahead of time instead of just letting them happen.

What are the steps to follow when you make a decision? You can use the word **PACED** to help you remember the steps. Let's follow an example of how to use **PACED** to help you think through a problem:



P Step One: Define the **P**roblem

Why do you have to make a choice?

Example: Christmas is coming soon, and you need to buy a present for your brother or sister.

A Step Two: List the **A**lternatives

What are my possible options?

Examples: You could buy your sibling a new pair of shoes, a video game, a book, or a gift card. List the alternatives (options) in the blue boxes in the chart on the opposite page.

C Step Three: Develop Some **C**riteria

What makes one option better than another? What are the important things to think about?

Examples:

- How much money do you have to spend?
- Will the gift last very long? (Is it durable?)
- What are the gift recipient's preferences?

List the criteria in the orange boxes on the opposite page.

Making Good Choices

E Step Four: Evaluate the Alternatives

How well does each option meet the criteria?

Match the alternatives (options) you listed below with each criteria and enter a score where the boxes intersect: 1-5, where 1 is low or not a good choice and 5 is high or a very good choice.

Examples:

- New pair of shoes gets “1” for being too expensive.
- A book gets a “4” for durability, which will last a long time.
- A gift card gets a “3” for unlimited preferences but also impersonal.

D Step Five: Make a Decision

Add the numbers you entered below, from left to right, to score each option. The higher the score the better the purchase.

Which option is the best for me right now?

Would it help to wait? (For example, in case it goes on sale.)

Now try using **PACED** to make your own decision:

Problem:					
Criteria → ↓ Alternatives					Total Score
Decision:					

Copyright © Council for Economic Education

Good Buying Decisions

Think Before You Shop!

Here are some ways to think about comparison shopping before you go to the store OR visit a shopping website:

- **What Does It Really Cost?**

Think about a purchase in terms of the time and energy you spend (rather than money). Is the purchase worth 20 hours of babysitting or eight lawns mowed? You may want to reconsider if you think about the work necessary to make the money.

- **Pay Yourself First**

Don't put all of your earned money into a checking account or keep it in cash where you can spend it immediately. Save some before you spend some!

- **Use Your Student ID**

There are so many discounts available for students at the movies, restaurants, shopping centers, etc. You just have to ask!

- **Comparison Shop**

Look around at the choices available rather than just buying the first thing you see. Be clear about what features you want, and make sure you are getting the best deal possible.

- **Avoid FOMO (Fear of Missing Out)**

Don't give up what you want **MOST** for what you want **NOW**.



Good Buying Decisions

Evaluate the pairs of coupons for the purchases below, and for each pair choose the coupon that provides the greater cost savings:

1. **Fruity Loops Cereal:** \$2.99 per box (*need to buy 3 boxes*)



2. **Soccer Shoes:** \$69.90 a pair (*need to buy 2 pairs*)



3. **Pizza:** \$18.99 per large pizza for unlimited toppings (*need 2 pizzas*)



4. **Video Game:** \$44.99 (*buying 3 games*)



Answer Key: 1. right coupon 2. left coupon 3. right coupon 4. left coupon

Good Buying Decisions



Nikki researches prices for different foods she could serve along with other fun items for her sister’s birthday party for ten guests. See the options she researched below to decide what you would choose:



You have \$80 to pay for a great party—what would YOU spend it on?

Item	Quantity	Store #	Cost
TOTAL:			

Party Item Options

Item	Store 1	Store 2	Store 3
Fruit Juice (serves 4)	2 for \$7.00	\$3.89	\$4.19
Bottled Water (1 serving)	\$0.39	3 for \$1.00	\$0.49
Water From the Tap (free!)	\$0	\$0	\$0
Pizza (serves 3)	\$7.99	\$8.99	2 for \$15.00
Turkey Burgers (pack of 10)	\$6.99	\$7.99	\$6.99
Party-Size Subs (serves 10)	\$16.00	\$18.00	\$17.00
Cake (serves 10)	\$22.00	\$20.00	\$19.00
Ice Cream (serves 4)	\$5.99	2 for \$10.00	\$4.99
Party Pack of Decorations	\$20.00	\$22.00	\$25.00
Greeting Card	\$5.95	\$5.95	\$6.95

Good Buying Decisions

The student's guide to **Safe Online Shopping**

If you have something you want to buy or sell, chances are you'll find the best deals online. But how do you keep your money and personal information safe? Smart digital citizens ask these questions when they make online transactions:

- **Is the Site Secure?**
Some security items to look for: Does the URL of the website show *https*? Is there a lock icon close to the URL address? If so, the site is secure.
- **Do I Understand the Charges?**
Before clicking "Buy now," be sure you understand the fine print.
- **Will There Be Additional Charges?**
Quite often there are charges for shipping, enrollment fees, special offers, or rewards programs.
- **Am I Using Wi-Fi in a Public Space?**
Anytime you're in a public space and using the available Wi-Fi, your information could be compromised. Are you unknowingly giving out your account numbers, Social Security number, or passwords by using public Wi-Fi?
- **Where Can I Get – and Give – Reliable Advice?**
Reviews are sometimes biased. Crowdsource more reliable product feedback on social media and add your opinion if a product is sub-par.

Take a look at a shopping page on a reliable website like Amazon.com, Walmart.com, Target.com, etc., and "put it to the test."

	Yes	No
Can you find reviews from other purchasers?	☐	☐
Does the price of the item include shipping?	☐	☐
Can you easily find the site's return policy?	☐	☐
Do they have support for digital wallets like ApplePay?	☐	☐
Is there a padlock in front of the URL to show the site is safe?	☐	☐

Functions of Banking

Banks and credit unions are places where many financial products and services are available to help people save, invest, borrow, and manage their money. Bellco Credit Union offers lots of financial products and services for you and your family.



Savings Account

A savings account helps you save your money and lets you withdraw (take out) cash or funds if you need them. Plus you earn interest on your savings. Check out Bellco's **Youth Savings Account**.



Certificate of Deposit

A certificate of deposit, called a CD, is a special type of savings account that requires you to keep your money in the account for a specific period of time (like 12 or 24 months). In return, the credit union or bank pays you interest. Bellco's **Youth CD** requires \$50 or more to open one, and the longer you keep your money in a CD, the more interest you get paid.



Checking Account

A checking account is for people who earn money and have to pay money to others. They can pay by writing a check, using a debit card, or by using a payment app that moves money directly from one person's account to another. Once you turn 13, you can open a Bellco **Student Checking** account.

Other banking products or services you might use when you are older include a credit card, car or home loan, money market account, and more.



Save Save Save

Saving lets you buy things later that you might not have enough money for right now

You probably don't have the money to buy everything you need or want right now, but those items could be within your reach if you simply wait and keep setting money aside toward your purchase. In this way, saving can change "no, you can't" into "you can, but later."

Saving can keep you out of financial trouble in emergencies

Admit it. You don't want the adults in your life to control everything you do. (Congratulations—you're typical!) If you save your money, you don't have to rely on your parents or anyone else to buy everything for you (and you'll earn some independence).

Saving offers greater financial freedom for the future

Saving sometimes means that you spend less for a purchase. For instance, if you save money for a larger down payment on a loan to buy a car or scooter, you will borrow less money and will have a smaller loan to pay back.

Saving can make you happier

Money can't buy happiness, but if you have more choices available to you, you probably won't feel as anxious about how to afford things as you might otherwise be. You also can feel great about the fact you set and met your money goals.



Credit vs. Debit

What Is Your Preference?



Paying with debit is like **spending cash**.

You deposit money into your account to spend.



Paying with credit is like **borrowing money**.

You have the option to pay off your balance over time but you will have to pay interest.

How Much Can You Spend?

You should only spend what you currently have in **your account**.

You can spend up to **your credit limit** and request an increase to your limit, if needed.

What Does It Help You Do?

Track daily spending

Avoid debt

Stay more accountable

Maximize rewards

Avoid fraud

Build credit history

What About Rewards?

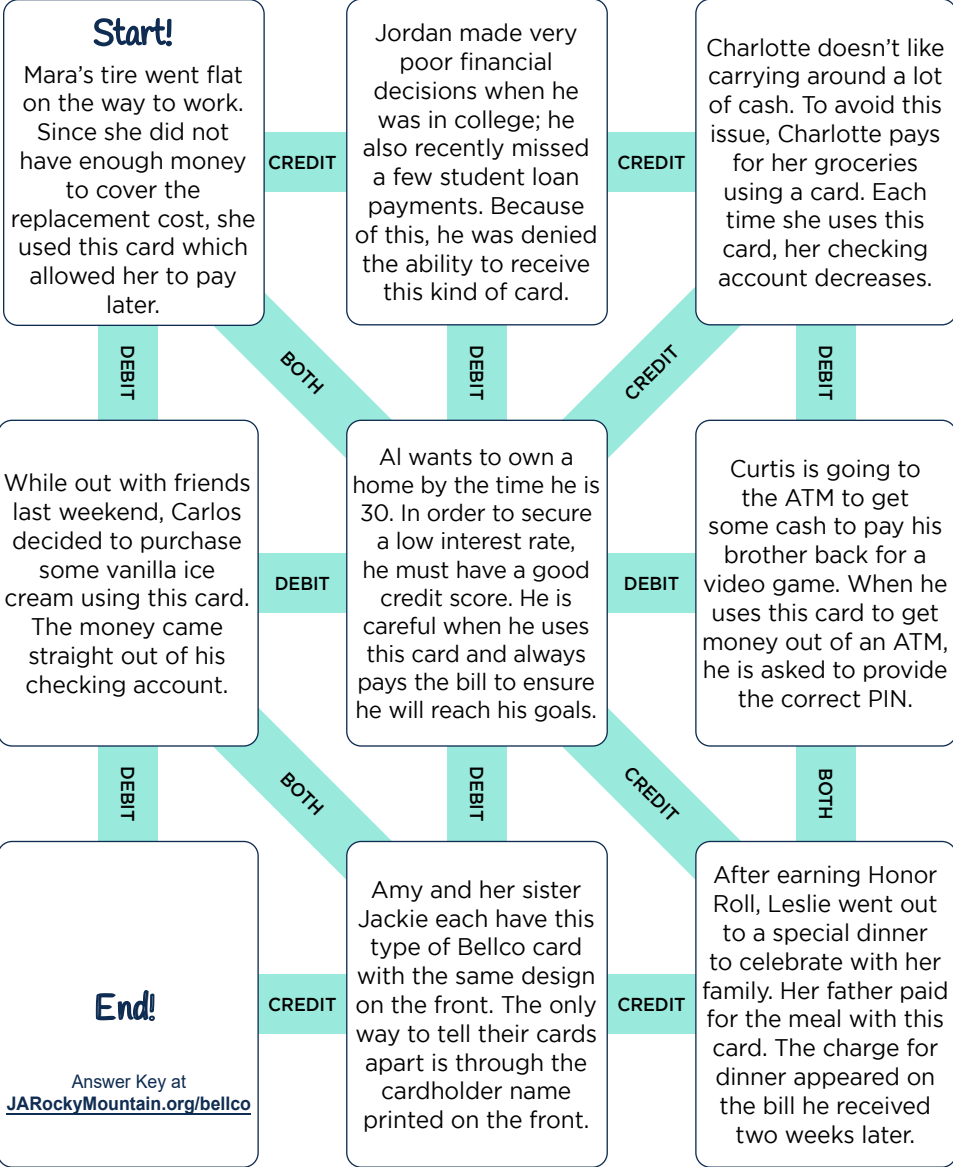
Most debit cards **don't offer any rewards** except knowing you are only spending what you have.

Most credit cards **offer rewards** (cash back or points) for every dollar spent, which you can redeem for cash or merchandise. However, you want to avoid spending more just to earn rewards



Credit vs. Debit

Directions: Read each scenario carefully, then select the correct form of payment (credit card, debit card, or both) that is being described. Make your way through all the stories without repeating to find the correct path to the finish!



Interest

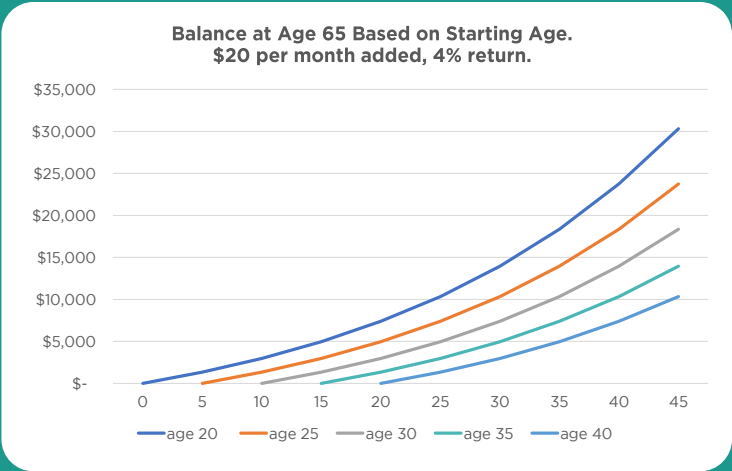
One of the best places to save your money at Bellco Credit Union is in a savings account, where you can deposit (place) your money to keep it safe. Plus, you will earn interest on your savings.

What Is Interest?

Interest is what Bellco Credit Union pays you to keep your money in an account there.



While some people save their money for a specific goal, others want to save their money to use in the future. The longer you leave your money in a savings account, the more its value increases because of the interest you earn (called “compound interest”). Saving regularly and leaving the money to “grow” can help you turn small amounts into a larger amount for big purchases. Here’s an example:



Start Age	20	25	30	35	40
# Years	45	40	35	30	25
4%	\$30,310	\$23,738	\$18,356	\$13,947	\$10,337

Investing

What Is Investing? Investing is a way of using your money to create more money (profit) over a long period of time. One example is buying (investing in) stocks of a company, meaning you actually own a small portion of that company, like Nike, Apple or Netflix. However, investing in stocks can be risky—you might profit, but there's also a chance you might lose money. There are no guarantees.

What are some brands you like to buy in stores?

_____	_____	_____
_____	_____	_____

What are some stores you like to shop at?

_____	_____	_____
_____	_____	_____

What are some restaurants you like to eat at?

_____	_____	_____
_____	_____	_____

Many of those are companies available to invest in. Here are some examples you might already be familiar with:



The trademarks in this booklet are owned by the respective companies, and these companies do not endorse this booklet.

BELCO Word Search

Answer Key at JARockyMountain.org/belco

F M X V D S F B S R E T U N B B B U N E X N
C K Y H O I T R A A S U F S U A E I U C Y O
I J Z E U J S N Y T L Y B D B N N F Y Y F I
C Y O M A R J P A O O A G U T E E K C B P S
D E P O S I T T O W U E R R W S F L I Y G S
T Z G C Z P E Z C S T G E Y N O I M Q N T I
S W Z N D M K L W L A P N O I D T J F E G M
S W H I E M R Y B T R B I I W Z S G S M P M
R K I N V E S T M E N T L U K K X S V E N O
L A T I P A C I N A C K Q E R C A S X R C C
E C L U Q D X E M U S E G A W E E B P G L H
U S U I V P U R D B A L A N C E H H L E I T
J G N O A R V E G A G T R O M M X C C N Q R
F Z L E T B D U T H Y Y I Y T I U Q E C U O
S R M P P N I S S G T A N N B L A I F Y I W
A S J I R X E L O X V H R Y V G P K K X D T
V H D C Q R E R I Y W S Z N X X M K M R I E
I A L E E N M Q J T Q W G Y I F C O G N T N
N A F T E M L U V T I V G G G F N Z P E Y N
G B N W U N T O E R Q E J E S E P V P J D W
V I T I V K V Y P S K W S S Y M M A B W C Y
P U R C H A S I N G K H R Y S F F G X N J A

Assets
Balance
Banking
Benefits
Budget
Capital
Checking
Commission

Deductions
Deposit
Disposable
Emergency
Entrepreneur
Equity
Expense
Income

Interest
Investment
Liabilities
Liquidity
Money
Mortgage
Needs

Net Worth
Purchasing
Salary
Saving
Statement
Wages
Wants

BELLCO Resources

Youth Resources

Coindexter Club

This award-winning program, designed for kids ages 5–12, encourages learning, saving, and earning, with an opportunity for each kid to earn a \$25 savings deposit just for viewing “Ask Penny Parker” videos and/or playing games found in the Coindexter Resource Center.

[Learn more at Bellco.org/Coindexter](http://Bellco.org/Coindexter)



Bellco FUNancial \$marts - Elementary School Edition

Bellco's financial education activity book for elementary students includes lessons about counting money, budgeting, and creating a business. With the help of a teacher, parent, or family member, FUNancial \$marts can equip young people with knowledge to make informed decisions and prepare them to handle financial and economic challenges in their future.

To download or request a copy, visit Bellco.org/FunancialSmarts

Family Resources

Bellco MoneySmarts

Hey, parents! Interested in financial education too? MoneySmarts is a free, online, financial education program for adults. Topics include Financial Planning, Budgeting Tools, Growing Your Small Business, and more.

[Learn more at Bellco.org/MoneySmarts](http://Bellco.org/MoneySmarts)

Bellco's YouTube Channel

View a variety of educational videos on YouTube. Educational content ranges from a financial talk show called #AskBellco to Financial Possibilities, a monthly video series that provides quick financial tips.

[Visit youtube.com/user/BellcoCreditUnion](https://www.youtube.com/user/BellcoCreditUnion)



Who We Are

Junior Achievement-Rocky Mountain (JA-Rocky Mountain) gives young people the knowledge and skills they need to own their economic success, plan for their future, and make smart academic and economic choices. JA-Rocky Mountain's student learning experiences are delivered by corporate and community volunteers and provide relevant, hands-on experiences that give young people knowledge and skills in financial literacy, work readiness, and entrepreneurship.

How We Help Teachers

JA Economic Literacy Professional Development provides teachers with professional development and classroom enrichment opportunities to prepare students to achieve personal financial sustainability and self-sufficiency.

How We Help Students

For more than 100 years, Junior Achievement programs have helped prepare young people for the real world by showing them how to generate wealth and effectively manage it, how to create jobs which make their communities more robust, and how to apply entrepreneurial thinking to the workplace. Students put these lessons into action and learn the value of contributing to their communities.

For more information, visit

JARockyMountain.org