

AMERICAN
SOUTHWEST
C R E D I T U N I O N

The Co-Op You Can Bank On

Resources for Parents

The lessons, information, and resources in this PDF file range from ages 4 all the way up to high school. This is presented as a teaching tool only and is not considered a complete curriculum guide. A wealth of free resources can also be found online. A few of them are listed below.

Early Learning Resources

Arizona Council on Economic Education: www.azecon.org/parent-resources

Peter Pigs Money Counter Game: www.practicalmoneyskills.com/play

Teach kid about advertising: <https://www.huffpost.com/entry/teach-kids-ads-manipulating-1601e2e96c5b689330e2f6890>

Education.com: www.education.com/game/

Money & Math Games: www.splashlearn.com/counting-money-games

US Mint: www.usmint.gov/learn/kids

Money Smart: www.fdic.gov/resources/consumers/money-smart

Resources for Middle School

Arizona Council on Economic Education: www.azecon.org/parent-resources

Understanding taxes: www.apps.irs.gov/app/understandingtaxes/student/index.jsp

Explore careers at www.mynextmove.org

Debt, Loan, Interest & Investment Calculators: www.calculator.net

Shark Tank Your Life: Kid-Preneurs Edition (On YouTube)

Money Smart: www.fdic.gov/resources/consumers/money-smart

High School & Young Adult Resources

Arizona Council on Economic Education: www.azecon.org/parent-resources

Building Young Entrepreneurs: www.azecon.org/building-young-entrepreneurs

Student Aid Info: www.studentaid.ed.gov/sa/prepare-for-college/checklists

Shark Tank Your Life: Kid-Preneurs Edition (Available On YouTube)

How Teens Can Become Millionaires: www.ranseysolutions.com/retirement/how-teens-can-become-millionaires

Money Smart: www.fdic.gov/resources/consumers/money-smart

Understanding taxes: www.apps.irs.gov/app/understandingtaxes/student/index.jsp

Debt, Loan, Interest & Investment Calculators: www.calculator.net

Coins & Bill: US Currency

Before we had money, people traded goods and services. Instead of paying for potatoes and eggs at the grocery store, people would trade the objects and foods they had on hand (like wood, fruits, and vegetables) for other things they needed like material to make clothes, foods they didn't already grow in their gardens, or tool. Later, coins were created. But coins were heavy. Paper money was invented to help people buy more expensive items, without having to carry all those heavy coins. Learn each of the coins and bills below and you will be on your way to becoming a money expert!



Penny = \$0.01 or 1 Cent



Dime = \$0.10 or 10 Cents

Don't be fooled by the dime's smaller size! It is worth two nickels or 10 pennies!



Nickel = \$0.05 or 5 Cents. The penny may have a pretty copper color, but the nickel is worth 5 pennies!



Quarter = \$0.25 or 25 Cents

What coin could you trade 10 pennies for?

If you have two nickels, would it be fair to trade them for one dime?

How many dimes is equivalent (equal to) Two quarters?

How many pennies is equal to 4 quarters?

How many pennies equals 1 quarter?

Bills

Did you know that it is illegal to replicate US Currency? This is why the sample bills shown below have the corners clipped off. Compare with a real bill to find what is missing in the corners..



\$1.00

The first president of the United States of America, George Washington, is on the front, with the Great Seal of the U.S. on the back. Normally it will appear primarily green in color.



\$2.00

The third president, Thomas Jefferson is on the front, with an engraving of the painting by John Trumbull entitled Declaration of Independence. The creators of this bill put this engraving on the back because Thomas Jefferson was one of the primary people who wrote the Declaration of Independence.



\$5.00

The sixteenth president, Abraham Lincoln, is on the front, with the Lincoln Memorial on the back. Lincoln was assassinated in 1865. He led the Nation through the Civil War and preserved the Union.



\$10.00

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



\$20.00

The seventh president, Andrew Jackson, is on the front with the White House on the back.



\$50.00

The eighth president, Ulysses Grant, is on the front with the U.S. Capitol Building on the back.



\$100.00

Benjamin Franklin, a founding father of the United States, diplomat, inventor, and Statesman is on the front with an image of Philadelphia's Independence Hall is on the back. These bills are also referred to by their nickname, Benjamins or

Did you know that Denver, Colorado is one of only two cities in the U.S that has a “U.S. Mint” (a place that produces U.S. Coins)?

Website for Kids: Explore how money is made and the *United States Mint* at

<https://www.usmint.gov/learn>

Counting Money

PARENT TIP

There are lots of games online to help your kids learn to count money.

Find Peter Pigs Money Counter Game at www.practicalmoneyskills.com/play

Or search “Kids Money Games” in the Google Play or Apple Play store.



A. _____



B. _____



C. _____

EARNING MONEY

Grown ups earn money by working. Kids and young adults sometimes get money for gifts, but a lot of kids do chores at home or start their own businesses to earn money. When you earn your own money, you can spend it on things you want. You can also save money to purchase larger items that might cost a bit more than you currently have.

How could you earn money?

Here are some ideas.



Mowing
Lawns

List other ways you could earn
money below



Pulling
Weeds



Dog
Walking

Starting a Business

Are You An Entrepreneur? Entrepreneurs are people who start their own businesses to sell a product (like food items, shoes, or jewelry) or a service (like child care, painting houses, or computer repair).

Would you like to start a business?

Many people start businesses without thinking about the products they need, what those products cost, and how much they will charge for the item they are selling. Make sure that you will make a profit by charging more for the item than what your products cost.

Example: If you are selling banana bread and the cost of the bananas, flour, sugar, butter, eggs, and baking pan add up to \$4.00/loaf and you are selling your banana bread for \$3.00/loaf, you are losing money.

List the Items you Need

Cost of Each Item

Total Cost of needed products

\$ _____

How much will you charge for the product you are selling?

\$ _____

Calculate

your

profit

\$ _____

Amount you charge

-\$ _____

Subtract what you spent

=\$ _____

This is your profit

Hidden Costs of a Business

There are lots of costs with a business that many people forget about when they are calculating their profits. Can you think of anything that might add to the cost of producing your items you want to sell?

Advertising

If you start a business but no one knows you are selling something, you probably won't sell very much. You might consider designing a website, putting an ad in the newspaper, doing a radio commercial, making flyers, or sending out emails to people. Most of these things have a cost. The cost of advertising will shrink your profits.

Taxes

All businesses must pay taxes. Even if your business is considered "Self Employed" by the IRS, the business taxes could be considerable. It is important to research what you could end up paying in taxes, but a good rule of thumb is 25% of your profits will go to taxes.

Fuel &

Transportation

Are you delivering your product or driving to a job site? The cost of fuel and transportation needs to be added to the production costs.

Repair Costs

If you are baking bread to sell, sewing doll clothes to sell or doing yard work, things sometimes break. Your sewing machine might need a tune up, your shovel will need to be replaced when your original breaks. Your oven will need repairs. It's important to think about possible repair scenarios and how much those cost. Put part of your profits into a savings account to plan for equipment repair and replacement needs.

Can you think of any more hidden costs?

Calculate Your Profit

Perhaps go back to the previous page and re-calculate the cost of producing your product.

Keep in mind hidden costs of business.

Do you Need it?

Or Do You Just Want It?

Everyone needs certain items to live. But it is important to recognize the difference between a need and a want. Needs are things like nutritious food, shelter, clothing, and perhaps transportation to get to work to make money. Other items are wants.

Circle things that are Needs below.



Easy Budgeting

Spending money is fun! But sometimes we want to make a purchase that is more money than we have. Practice saving money for a larger item you want to buy.

Make Money Jars

Put money into jars and label them. The label will show what the money is going to be used for.



Saving for big item

Spend on anything

Saving for future

List other jars you might want to make such as “Birthday Presents for Others” or “Giving Fund”

How should you divide your earned money between your jars? It's up to you, but here's a good start: **FOR EVERY \$1.00 EARNED:**

- Put 30 cents into your jar you are saving for your bigger item you want.
- Put 40 cents into your “Spend on Anything” jar.
- Put 20 cents into your “Saving for a future Item “ jar (this is an item you haven't decided on. It could be a want or a need.
- Put 10 cents into a gift jar, giving jar or a charity giving jar It's fun to get presents, but it's fun to give them too!

SAVINGS GOALS

As we get older, the items we want tend to get more expensive. It's important to realize that you cannot buy everything all at once.

Having short term and long term savings goals can help you keep on track.

Opening a savings accounts at a credit union with multiple sub-accounts can help keep your money straight. There are youth savings accounts at credit unions that are usually free to start.

Short Terms saving Goals is saving for items for 2-4 months.

List 2-3 items you want or need that will take 2-4 months to save for.

Mid-Term savings goals is saving for items for 6 months - 3 years.

List 3-5 items you want or need that will take 6 months to 3 years to save for.

Long Term savings goals are anything over 3 years.

List 1-2 items that will take over three years to save for.

What is Earned Interest?

One of the best things you can do to save money is to open a savings account at American Southwest Credit Union. When money is deposited, it is safe. You can also earn money from a savings account.

What is Interest?

Interest is money that American Southwest Credit Union pays you to keep your money in a savings account with them. The longer you keep your money in a savings account, the more money it will earn. Your savings will grow!

What is Investing?

If you purchase “Stock” in a company (like Disney), you are investing. When you buy “Stocks” in a company, you actually become an owner of a tiny portion of that company.

Investing can help you create more money when you invest for a long period of time. But be careful and do your research. Learn about the stock market before you decide to invest in it. You could make a profit, but you might also lose money. There are no guarantees.

You can learn about the stock market by looking at the Arizona Council on Economic Education. If you are under 18, make sure you have a parent or guardian with you.

www.azecon.org/stock-market-game

What is Banking?

Banks and Credit Unions are places where people can keep their money in a safe place. Banking is what people do at banks and credit unions... they manage their money, pay bills, invest in their retirement funds, and add to their savings accounts. People also take out loans and mortgages to buy larger items like houses and cars.

Savings Account

A savings account helps you plan your money spending. Saving money is hard! But if the money is not right in front of you, you may be able to save a little better, especially if you have funds automatically put into the account every month.

Checking Accounts

A checking account helps people manage their money and pay money to other people or companies. For instance every month there is an electric bill and a phone bill, a gas bill, a mortgage bill. A checking account allows funds to be taken out of the account to pay people or companies you owe money to.

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