



4th Grade Activity Packet

Free Financial Literacy for Kids



Much like reading with children from a young age can help strengthen literacy, engaging with children about money topics can be a powerful tool to help them better understand money and develop healthy habits. In fact, research shows that many money habits are set by age seven.

The Illinois State Treasurer's Office created the Money Minded Illinois program in 2018. It is a free financial literacy curriculum for teachers and school districts across the state. It was written to meet Illinois State Board of Education (ISBE) standards, and full curriculum booklets are available for download for first grade through middle school at MoneyMindedIllinois.com.

A few activities from each grade booklet were selected to make packets for families and communities to engage with children in conversations about money. There is a variety of individual activities as well as puzzles. We hope you enjoy learning together. Topics covered in this packet include:

1. History of money and barter systems
2. Currency characteristics
3. Occupations and job market
4. Saving, spending, and advertising
5. Financial well-being



You can also enhance your own personal finance knowledge by creating a free account on the Illinois Financial Wellness Hub (FinWell Hub) at IllinoisTreasurer.Enrich.org. The FinWell Hub offers practical tools and courses, as well as free access to Certified Personal Finance Coaches. The FinWell Hub is for adults and high school age students.

Happy learning!

Illinois State Treasurer's Office



Michael W. Frerichs
ILLINOIS STATE TREASURER

What is MONEY?

Everyone uses money. We all want it, work for it and think about it. While the idea of what it is and where it comes from can be difficult to fully understand, money is a tool we use to get the things we need and want. Economists help define what money is, where it comes from, and what it's worth.

Before Money

In early societies, families or villages were a self-sufficient unit. Together, members took care of providing for their own basic needs like food, shelter, and clothing. Later, with advancements in farming and the division of labor—that is, the development of specialized workers like farmers, carpenters, tailors, and so on—came the need for exchange. Before the creation of money, exchange took place in the form of **barter**, where people traded to get the goods and services they wanted. Two people, each having something the other wanted, would agree to trade one another. In economics, we call this a double coincidence of wants. It works like this: Farmer A has a productive henhouse but no dairy cow while Farmer B has several dairy cows but no henhouse. The two farmers agree to exchange so many eggs for so much milk.



At first, when the wants of people were few and simple, the barter system worked well. But as time passed, it was found to have many difficulties. Unfortunately, it is not always as simple as the example above to find someone with whom to trade to get the goods and

services we want. For instance, suppose Farmer A has more than enough eggs and wants milk. He must find someone who not only has more than enough milk, but also the desire for eggs. What if he finds someone (Farmer C) who wants eggs but does not have milk to trade? Instead, Farmer C can only offer you bananas. To get your eggs, Farmer C must first find someone who has milk and wants bananas ...and so on.

The problem with bartering for goods and services, as you can see, is that it can be tiring, confusing and inefficient. But that is not where the problem ends: Even if Farmer A finds someone (Farmer B) with whom to trade milk for eggs, Farmer B may not think the dozen eggs offered by Farmer A is worth the gallon of milk he has to trade. Farmers A and B would then have to agree upon how to divide the eggs and milk in a way that they are both willing to trade. This early form of bartering did not provide an easy way to divide and move goods, making trading inefficient.



"Barter System History: The Past and Present." *Mint*, 16 Dec. 2014, www.mint.com/barter-system-history-the-past-and-present.

Investopedia. "What Is Money?" *Investopedia*, Investopedia, 12 Mar. 2019, www.investopedia.com/insights/what-is-money/.

Moffatt, Mike. "What Is the Double Coincidence of Wants?" *ThoughtCo*, ThoughtCo, 22 Feb. 2018, www.thoughtco.com/the-double-coincidence-of-wants-definition-1147998.



What is MONEY?

Characteristics of Money

To solve the problems associated with barter came **commodity** money: a type of good that functions as **currency**. In the 17th and early 18th centuries, for example, American colonialists used beaver pelts and dried corn in transactions to buy and sell things. The kinds of commodities used for trade had certain characteristics. They were widely desired and therefore valuable and also durable (long-lasting), portable (easy to carry), and easily storable. These characteristics are the same as our money today.

Functions of Money

In addition to having certain common characteristics, money also provides some important functions to the people who use it.



Medium of Exchange

The most important role money plays in a society is facilitating the trade of goods and services without the need to barter. Because everyone wants and values money, it is

accepted by people everywhere in exchange for goods and services. With money, the problem of needing to find someone to barter with is eliminated, making it easier and more convenient for people to get the goods and services they want.

Unit of Value

Another important function money serves is acting as a common measure of value. When we buy a good or service, we pay a price measured in money. Just as we measure length using inches and feet, and weight using pounds, we measure the value of goods and services using money. Without a common unit, exchange is much more difficult as there is no way to set standard prices. Money offers a standardized way of comparing the value of goods and services that are alike and different.

Store of Value

Before money, there was no good way to save for the future. With money, people can use what they want today and save what they don't use for use at any time in the future. Money provides a safe and convenient way to save.



Think about it...
What are three functions or characteristics of money? Give an example of why each is important.

"Barter System History: The Past and Present." *Mint*, 16 Dec. 2014, www.mint.com/barter-system-history-the-past-and-present.

Investopedia. "What Is Money?" *Investopedia*, Investopedia, 12 Mar. 2019, www.investopedia.com/insights/what-is-money/.

Moffatt, Mike. "What Is the Double Coincidence of Wants?" *ThoughtCo*, ThoughtCo, 22 Feb. 2018, www.thoughtco.com/the-double-coincidence-of-wants-definition-1147998.



Barter System History: The Past and Present

If you've ever swapped one of your toys with a friend in return for one of their toys, you have bartered. Bartering is trading services or goods with another person when there is no money involved. This type of exchange was relied upon by early civilizations. There are even cultures within modern society who still rely on this type of exchange. Bartering has been around for a very long time, however, it's not necessarily something that an economy or society has relied solely on.

What is a Barter System?

A barter system is an old method of exchange. This system has been used for centuries and long before money was invented. People exchanged services and goods for other services and goods in return. Today, bartering has made a comeback using techniques that are more sophisticated to aid in trading; for instance, the Internet. In ancient times, this system involved people in the same geographical area, but today bartering is global. The value of bartering items can be decided upon with the other party. Bartering doesn't involve money which is one of the advantages. You can buy items by exchanging an item you have but no longer want or need. Generally, trading in this manner today is done through online auctions and swap markets.

To Think About...

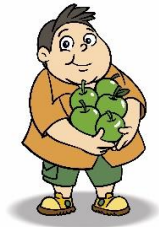


How did people get the goods and services they wanted before money was invented?

How did the invention of money change people's ability to get the goods and services they wanted?

History of Bartering

The history of bartering dates all the way back to 6000 BC. Introduced by Mesopotamia tribes, bartering was adopted by Phoenicians. Phoenicians bartered goods to those located in various other cities across oceans. Babylonians also developed an improved bartering system. Goods were exchanged for food, tea, weapons, and spices. At times, human skulls were used as well. Salt was another popular item exchanged. Salt was so valuable that Roman soldiers' salaries were paid with it. In the Middle Ages, Europeans traveled around the globe to barter crafts and furs in exchange for silks and perfumes. Colonial Americans exchanged musket balls, deer skins, and wheat. When money was invented, bartering did not end, it became more organized and adapted to the times.



Due to lack of money, bartering became popular again in the 1930s during the Great Depression. It was used to obtain food and various other services. It was done through groups or between people who acted like banks. If any items were sold, the owner would receive credit and the buyer's account would be debited.



Advantages and Disadvantages of Bartering

Just as with most things, there are advantages and disadvantages of bartering. A complication of bartering is determining how trustworthy the person you are trading with is. The other person does not have any proof or certification that they are legitimate, and there is no consumer protection or warranties involved. This means that services and goods you are exchanging may be for poor or defective items. You would not want to exchange a toy that is almost brand new and in perfect working condition for a toy that is worn and does not work at all, would you? It may be a good idea to limit exchanges to family and friends in the beginning because good bartering requires skill and experience. At times, it is easy to think the item you desire is worth more than it is and overestimate the value of your own item.

On the positive side, there are great advantages to bartering. As mentioned earlier, you do not need money to barter. Another advantage is that there is flexibility in bartering. For instance, related products can be traded such as portable tablets in exchange for laptops. Or, items that are completely different can be traded such as lawn mowers for televisions. Homes can now be exchanged when people are traveling, which can save both parties money. For instance, if your parents have friends in another state and they need somewhere to stay while on a family vacation, their friends may trade their home for a week or so in exchange for your parents allowing them to use your home.

Another advantage of bartering is that you do not have to part with material items. Instead, you can offer a service in exchange for an item. For instance, if you are good at fixing things, you may offer to fix a friend's bike in exchange for the skateboard they have. With bartering two parties can get something they want or need from each other without having to spend any money.

Directions: Using the information in this text and your own ideas, complete the t-chart below.

Advantages of Barter	Disadvantages of Barter



Where Does Money Come From?

People earn money in exchange for work they perform. People can also receive money as a gift sometimes. Money is always changing hands. But have you ever thought about where money comes from? In the United States, it all begins in the U.S. Treasury.

The U.S. Treasury has the very important job of ensuring the financial security of the United States. One way they do this is by producing the coins and bills people use. They do this through two departments, or bureaus: Bureau of Engraving and Printing and the U.S. Mint.



The Bureau of Engraving and Printing

(BEP) prints billions of dollars each year.

According to the Federal Reserve, the central bank for the United States, there is more than \$1 trillion in paper bills in circulation.

The BEP, with locations in Washington, DC and Fort Worth, Texas, is one of the largest currency printing operations in the world. Printing currency is not an easy task. Can you guess why? If it were simple, people would print as much as they wanted themselves and that would cause money to lose its value. Printing our paper bills requires highly trained and skilled craftspeople, specialized equipment, and a combination of traditional old-world

printing techniques merged with sophisticated, cutting-edge technology.

First, banknote designers use their ideas to sketch the overall look, layout, and artistic details of a bill that reflects the strength of the American economy. When new bills are being designed, many different concepts are drawn and considered before the Secretary of the Treasury approves the final design. Next engravers create three-dimensional engravings of the approved design. The engravings are then transferred to a printing plate. The printing plates are used to print the image onto paper.



Throughout the printing process, currency sheets are inspected using state-of-the-art computer technology to ensure that only the highest quality sheets move to the numbering process, where serial numbers are added to each bill. The sheets are cut, stacked, and packaged before being shipped to the Federal Reserve. The Federal Reserve then distributes the bills to banks where they eventually make their way into the hands of people.

U.S. Bureau of Engraving and Printing - U.S. Currency, www.moneyfactory.gov/uscurrency.html.

"About Us." *About Us* | U.S. Mint for Kids, www.usmint.gov/learn/kids/about-us#coinmaking.





The **U.S. Mint** makes all of the coins we use. Its main task is to make sure the U.S. people have enough coins to carry on a daily business. To do this, they make up to 28 billion coins each year! The U.S. Mint has six different locations. The Mint headquarters is located in Washington, DC. No coins are made at the headquarters, but research and other important business functions take place there. The first U.S. Mint facility, the Philadelphia Mint (PA), makes circulating

and commemorative coins (special coins made to honor a person or event). The Denver (CO) Mint Facility makes circulating and commemorative coins, and stores gold and silver. The Fort Knox Bullion Depository (KY) does not make any coins but is important because it stores gold. The San Francisco Mint (CA) and West Point Mint (NY) make commemorative coins.

Like the printing of bills, the process of making coins is also fairly complicated and requires skilled workers and specialized machines. Coin designers hand-carve and mold their design which is eventually turned into a die for the printing press.

Unlike bills which are made of paper, coins are made of different metals. The U.S. Mint uses long rolled up sheets of metal to make coins. The metal rolls are fed into machines that cut out disks, also called blanks, specially sized to the coin being produced. The printing presses then stamp or squeeze each coin to get the image to appear on the disks.



U.S. Bureau of Engraving and Printing - U.S. Currency, www.moneyfactory.gov/uscurrency.html.

"About Us." *About Us* | U.S. Mint for Kids, www.usmint.gov/learn/ki/about-us#coinmaking.



Currency Academy

Do you like to draw? Artists who work at the Bureau of Engraving and Printing design every detail you see on the bills we use. First, the artist draws his or her idea for a bill. They make sure to always include familiar characteristics so that we can tell it is U.S. money. Look at the example below:



The newer designs of U.S. money have different security features to help prevent people from making counterfeit, or fake, money. Let's look at some examples of current U.S. money. You can use the Reference Sheet and other resources to help you answer the following questions.

What are some examples of art on our bills?



Name _____

Why do people and buildings appear on our bill?

Look closely at the images of each bill. Complete the table below making observations about each bill.

Bill Type	Person/What make this person special?	Building/Location	Other
\$1			
\$2			
\$5			
\$10			
\$20			
\$50			
\$100			



Currency Academy Reference Sheet

Use this Reference Sheet to help answer questions on the worksheet.

\$1 Note, issued 1963 – Present



\$2 Note, Issued 1976 - Present



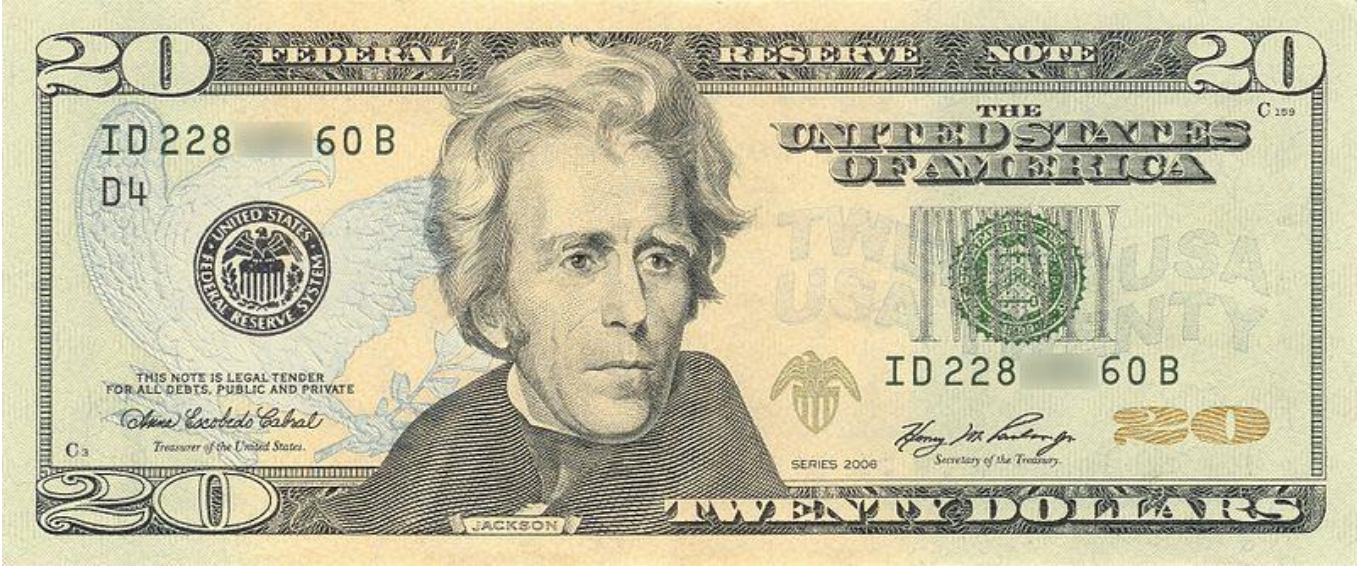
\$5 Note, issued 2008-Present



\$10 Note, Issued 2006 - Present



\$20 Note, Issued 2003 – Present



\$50 Note, Issued 2004 - Present



\$100 Note, Issued 2013 - Present



Name _____

Design-a-Coin

Artists create the pictures we see on bills and coins. Pretend the US president has asked *you* to design a new coin. Using what you've learned about money and as much detail and creativity as you can, design a new coin (front and back) in the space below.

Front



Back

What shape is your coin? Why did you choose this shape?

How much is your coin worth?



Individual Wage Rate Factors

Workers earn money in exchange for the work they perform. This money is called a wage and is a payment made by an employer to an employee. Workers earn different wages depending on the work they do. A worker's wage is determined by a variety of factors. Some companies or occupations may focus on one factor more than the others to determine someone's salary.

Productivity. A worker's productivity refers to what is produced, or made, during work. In very general terms, highly productive workers can lead to higher wages. A worker's productivity can also be determined by factors outside of his control, like the quality of the organization's technology, processes, and other labor, including management. For example, an insurance salesperson may earn more the more clients they recruit.



Experience. Most workers receive higher wages as they gain skills and experience. For example, a survey found that web developers earned an average annual wage of \$45,915 during their first year on the job. The average annual wage jumped to \$72,537 for web developers with some experience, and those with many years of experience earned an average of \$94,282 annually.



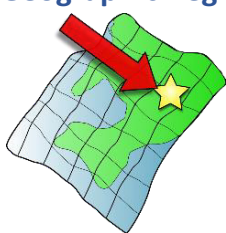
Education and Training. A worker's level of education and training can make a difference in earned wages. This type of training typically takes place after high school and is commonly called post-secondary education. Commonly, education and training are offered through a variety of places like community colleges, universities, vocational schools, and apprenticeship programs.



Work Hazards. Sometimes employees who perform high-risk work earn a higher wage than those in positions of lower-risk. High risk jobs mean that there is a greater chance of accident or injury. Police officers, fire fighters, and electrical power-line installers are just a few of the jobs that are considered hazardous.



Geographic Region. For most jobs, wages can be higher in some locations than in others. Sometimes this difference is because the cost of living in an area is either higher or lower compared to another's location. For example, if you work and live in downtown Chicago, your cost of living is extremely high, so ideally you need a larger salary. But, if you live and work in Springfield, IL, the costs of goods and services is lower, so employers may choose to pay their employees less for doing the same job that someone in Chicago is doing. There are other items to consider when thinking about working in a different location. For instance, an individual would have to leave their friends and family behind if they take on a job in a different location. For families, it would mean that the children would have to change schools. Some employers are willing to pay their workers to make these kinds of moves.



"Data Statistics." *IDES*, www.ides.illinois.gov/lmi/Pages/Data_Statistics.aspx.

Spaulding, William C. *Wage Differentials*, thismatter.com/economics/wage-differentials.htm

Stebbins, Samuel, et al. "Workplace Fatalities: 25 Most Dangerous Jobs in America." *USA Today*, Gannett Satellite Information Network, 9 Jan. 2018, www.usatoday.com/story/money/careers/2018/01/09/workplace-fatalities-25-most-dangerous-jobs-america/1002500001/.

Time, Forest. "Factors That Determine Wages." *Pocketsense*, 10 Jan. 2019, pocketsense.com/factors-determine-wages-7756176.html.



Earned Income



The term **earned income** refers to the money a worker receives from a company for performing a particular job. This includes his or her regular salary along with any commissions, tips, and bonuses. For example, a waitress receives both a paycheck and tips. Together, these are her earned income.

A department in the federal government, called the Internal Revenue Service (IRS), collects taxes from working individuals. These taxes are used to pay for services provided by the federal government. Income tax is calculated as a percentage of an individual's earned income, called tax brackets. The chart below shows the current federal tax brackets. It is broken into two categories: people who file as an individual (single) and those who file jointly (married).

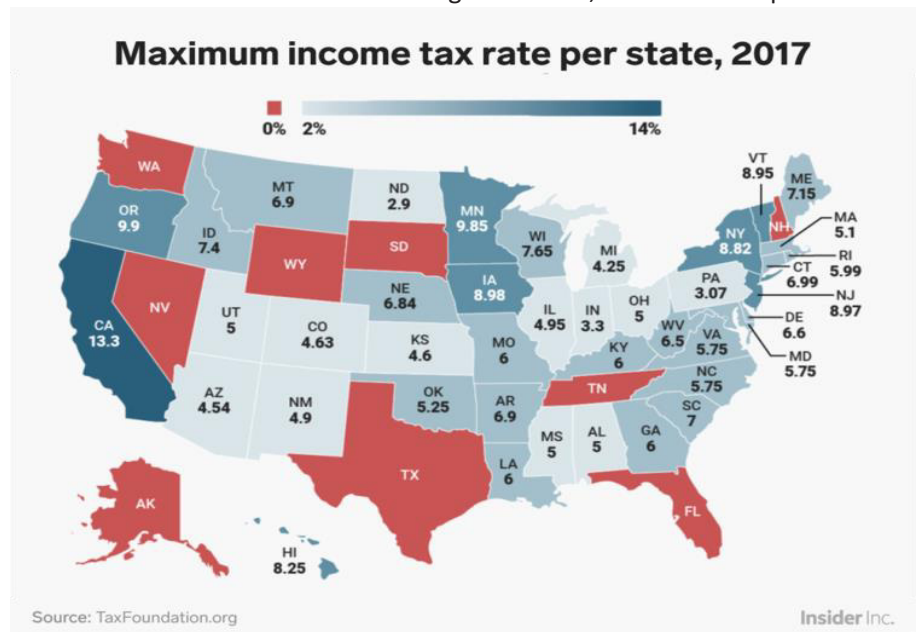
2019 Federal Tax Brackets

Tax Rate	Annual Earned Income	
	Single Filing	Married Filing
10%	\$0 to 9,700	\$0 to \$19,400
12%	\$9,701 to \$39,475	\$19,401 to \$78,950
22%	\$39,476 to \$84,200	\$78,951 to \$168,400
24%	\$84,201 to \$160,725	\$168,401 to \$321,450
32%	\$160,726 to \$204,100	\$321,451 to \$408,200
35%	\$204,101 to \$510,300	\$408,201 to \$612,350
37%	\$510,301 and above	\$612,351 and above

Sources: Business Insider and the IRS

Some states have an income tax which is also based on an individual's earnings. In Illinois, state taxes help pay for services available to people who live in the state. Some states that do not require individuals to pay state income tax. However, everyone earning income above \$12,000 and who is under the age of 65 is required to pay federal income tax. The chart to the right lists a variety of state income rates paid by residents.

Taxes are regularly deducted from workers' paychecks. Most people are required to annually file income tax returns which is used to calculate whether the right amount of income tax has been withheld



Loudenback, Tanza. "How Much Money You Take Home from a \$75,000 Salary after Taxes, Depending on Where You Live." *Business Insider*, Business Insider, 2 Feb. 2019, www.businessinsider.com/paycheck-calculator-what-is-take-home-pay-new-tax-brackets-2019-1.

Loudenback, Tanza. "What People at Every Income Level from \$21,000 to \$266,000 Will Have to Pay in Taxes This Year." *Business Insider*, Business Insider, 24 Jan. 2019, www.businessinsider.com/new-federal-income-tax-brackets-tax-calculations-2019-1

Econ EdLink



Anagrams

Below are different words related to jobs and incomes. See if you can figure out each of the anagrams.



T U N A C O C O P I

○ ○ ○ ○ ○ ○ ○ ○ ○ ○

O M E N P E L T M Y

○ ○ ○ ○ ○ ○ ○ ○ ○ ○

R E R N T E R U E E N P

○ ○ ○ ○ ○ ○ ○ ○ ○ ○ ○ ○

S E I N N G R A

○ ○ ○ ○ ○ ○ ○ ○



Anagrams



Below are different words related to jobs and incomes. See if you can figure out each of the anagrams.

T U N A C O C O P I

○ ○ ○ ○ ○ ○ ○ ○ ○ ○

Answer: Occupation

O M E N P E L T M Y

○ ○ ○ ○ ○ ○ ○ ○ ○ ○

Answer: Employment

R E R N T E R U E E N P

○ ○ ○ ○ ○ ○ ○ ○ ○ ○ ○ ○

Answer: Entrepreneur

S E I N N G R A

○ ○ ○ ○ ○ ○ ○ ○

Answer: Earnings



Licensed Occupations

Some state laws require that workers in certain fields have a license. The licenses help ensure that individuals perform their job well. In many states, the jobs below require licenses:

- Teachers
- Lawyers
- Doctors
- Cosmetologists
- Nurses
- Building contractors
- Counselors
- Therapists
- Electricians
- Land surveyors
- Barber



In Illinois, an estimated 1.6 million people need a license to work in their career. That is much lower than other states. Here is a list of states requiring the greatest number of licenses:

Rank	State	Percent of Workforce that is Licensed
1	Iowa	33.3%
2	Nevada	30.7%
3	Washington	30.5%
4	Florida	28.7%
5	Kentucky	27.8%
6	North Dakota	26.6%
7	Oregon	26.1%
8	New Mexico	25.9%
9	West Virginia	25.8%
10	Alaska	25.5%
11	Oklahoma	25.0%
12	Illinois	24.7%

To obtain a license, you must meet state standards for that career including training, on-the-job experience, and taking a licensure exam. The exams make sure you understand the work, rules or policies, practices, and more.

There is a difference between the terms ‘certification’ and ‘licensure’. A certificate is not anything that is required for a job, although it may be helpful to have. A licensure is legally required in order to practice that profession.

“CareerOneStop.” *CareerOneStop*, 26 Dec. 2014, www.careeronestop.org/ExploreCareers/Plan/licensed-occupations.aspx.

“1.6 Million Illinoisans Need a Government License to Work.” *Illinois Policy*, 21 Oct. 2016, www.illinoispolicy.org/1-6-million-illinoisans-need-a-government-license-to-work/.



In Illinois, find five professions that require licenses.

1. _____
2. _____
3. _____
4. _____
5. _____

Select one profession from your list above and research the following questions:

1. Which agency is responsible for the license?

2. What are the requirements of the individual to obtain the license?

3. How long does the license last?

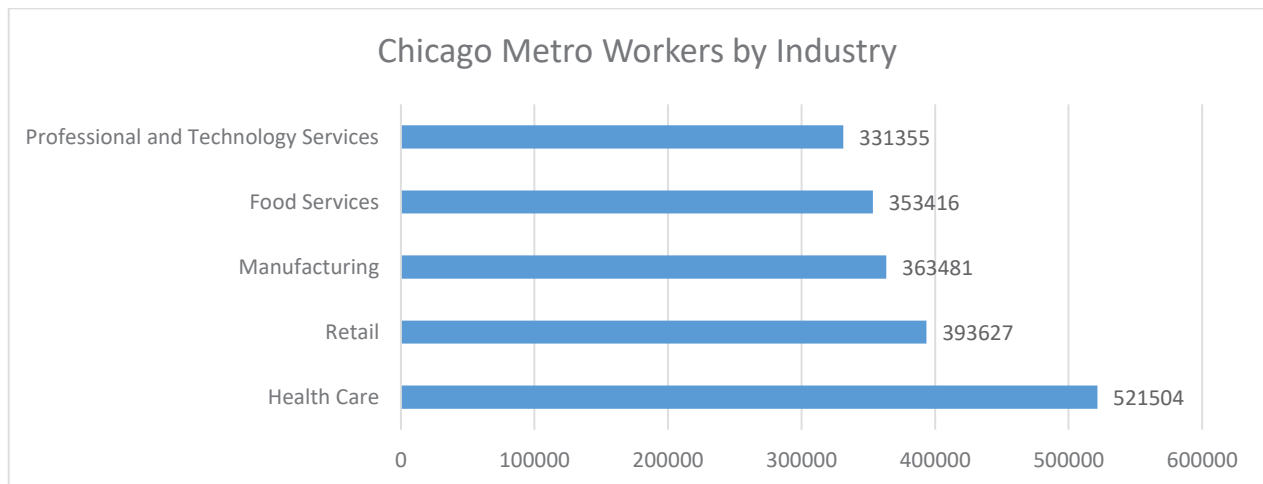


Job Market in Illinois



Illinois workers perform a great variety of jobs in communities throughout the state. If you look around your community, you will see schools, businesses, and offices where people go to work every day. For example, when your family goes to the grocery store to buy the food you want and need, there are workers at that store who stock the shelves with your favorite cereal. There are butchers who cut the meat that people buy. There are truck drivers who deliver the food to your local store. There are managers that lead the store's workers so that they know what to do. There are cashiers that ring up your purchase and baggers who place your items into the bags you carry out. Illinois is filled with a large variety of workers. More than six million workers throughout the state perform work each month.

There are many different types of industries in Illinois in which people work. An industry is work in where all the people work toward the production of a similar product or service. More than half of Illinois' workers work in the Chicago Metro Area. The Chicago Metro Area includes Cook, DuPage, Lake, Kane, Will and McHenry counties. Within these six counties, there are 5 primary industries where workers work.



Health Care - The health care industry is the largest industry in the Chicago Metro Area with more than 520,000 workers. People who work in the health care industry work in careers such as: doctors, nurses, dentists, assistants, aides, therapists, pharmacists, emergency medical technicians, veterinarians, and dieticians. Due to the aging population in our country, health care jobs are in high demand throughout Illinois and the United States. Health care workers range in education from 10+ years of college to less than one year. If you have a passion for helping people, a job in the medical field might be for you.

Retail – The second largest industry in the Chicago Metro Area, with nearly 400,000 workers, is the retail industry. Retail stores sell goods to people for their own use. All of the stores at your local mall or shopping center are considered retail. People who work in the retail industry work in careers such as: sales associate, cashier, customer service representative, manager, buyer, and merchandiser. People who work in retail must be flexible with their work schedule since stores are often open in the evenings and on weekends. People who work retail jobs have a variety of education levels from a



high school diploma to college degrees. Some retail jobs are in danger as stores, like JC Penny and Toys R Us are closed, but overall, retail offers many jobs for Illinois workers.

Manufacturing – Another large industry in the Chicago Metro Area, with more than 360,000 workers is the manufacturing industry. Manufacturing is the production of goods using labor, machines, and materials. There are many different types of goods manufactured in Illinois and throughout the United States. Some examples of the types of goods manufactured in Illinois include: metal, plastic and rubber products, chemicals, electronics, appliances, paper and printed products like books, posters and other materials. People who work in the manufacturing industry work in careers such as: assembly or production, managers, machine technicians, quality control, material handlers, shipping and receiving, engineers and designers. Manufacturing workers vary in the amount of education they have from high school diplomas to advanced college degrees. As many companies look to move their manufacturing to other countries where labor is less costly, manufacturing jobs have declined in the U.S.

Food Services - With more than 350,000 workers, the food services industry provides many jobs for workers in the Chicago Metro Area. People who work in the food services industry work in careers such as: baker, chef, server, restaurant manager, food scientist, flavorist, cookbook author, research and development, banquet manager, food photographer, sales, and customer service representative. The food services are a growing industry, especially the restaurant business which is expected to add 1.6 million jobs in the United States by 2027. Food services workers must have a passion for food. Workers in this industry have high school diplomas, for entry level positions to advanced college degrees for more specialized roles.

Professional and Technology Services - Another large industry in the Chicago Metro Area, with more than 330,000 workers is the professional and technology services industry. People who work in the professional and technology services industry work in careers such as: lawyers, accountants, auditors, tax preparers, computer programmers, web and software developers, network system administrators, and system analysts. Most professional and technology service workers hold advanced degrees although there may be a few entry level positions which do not require a college degree. Because business and technology is rapidly changing our world, the professional and technology industries will continue to grow and offer lots of job and advancement opportunities for workers in this field.



Think about it...

Of the primary industries in the Chicago Metro Area, are there any you are interested in? Why or why not?



Name: _____

Occupation Outlook

This investigation focuses on the fastest growing occupations in the United States and in Illinois. The name of the occupation is listed in one column and the other has the percent of growth expected for each category. Select one of the occupations from either of the two charts (U.S. or Illinois).

Fastest Growing Occupations in the United States

Occupation	Percent of Growth
Solar Photovoltaic Installers	104.9%
Wind turbine service technicians	96.3%
Home Health Aides	47.3%
Physician Assistants	37.3%
Nurse Practitioners	36.1%
Statisticians	33.8%
Software Developers	30.7%
Physical Therapist Aides	29.4%
Bicycle Repairers	29.3%
Information Security Analysts	27.4%
Forest Fire Inspectors & Prevention Specialists	26.6%
Derrick Operators, Oil and Gas	25.7%
Roustabouts, Oil and Gas	24.7%
Rotary Drill Operators, Oil and Gas	24.2%

Fastest Growing Occupations in Illinois

Occupation	Percent of Growth
Nurse practitioners	38%
Statisticians	32%
Occupational Therapy Aides	28%
Operations Research Analysts	28%
Software Developers, Applications	28%
Orthotists and Prosthetists	27%
Home Health Aides	25%
Mathematicians	25%
Physician Assistants	25%
Actuaries	23%
Hearing Aid Specialists	23%
Information Security Analysts	23%
Flight Attendants	20%

"CareerOneStop." *CareerOneStop*, 3 Feb. 2017, www.careeronestop.org/toolkit/careers/fastest-growing-careers.aspx?location=WA&page=1.

U.S. Bureau of Labor Statistics <https://www.bls.gov/emp/tables/emp-by-major-occupational-group.htm>,
<https://www.bls.gov/emp/tables/fastest-growing-occupations.htm>, <https://www.bls.gov/emp/tables/occupations-most-job-growth.htm>



Some of these careers may be unfamiliar to you. This investigation will help answer some of the questions you have. Using resources found in the library, as well as internet sites, complete the information below.

What career will you be investigating: _____

Career Overview: What is a typical workday like for workers in this career? What type of environment do they work in? What type of hours do they work? Be specific with your answers.

Education/Training: What special education and/or training is required for this career?

Necessary skills: What special skills, talent, or experience is required for this career?

Salary: What is the average beginning salary for workers in this career? What is the average salary for workers who have worked in this career for a while?

"CareerOneStop." *CareerOneStop*, 3 Feb. 2017, www.careeronestop.org/toolkit/careers/fastest-growing-careers.aspx?location=WA&tpage=1.

U.S. Bureau of Labor Statistics <https://www.bls.gov/emp/tables/emp-by-major-occupational-group.htm>, <https://www.bls.gov/emp/tables/fastest-growing-occupations.htm>, <https://www.bls.gov/emp/tables/occupations-most-job-growth.htm>



Related Careers: Are there any other careers that are similar to your selection? If not, what types of workers do people in this occupation work with?

Career Fit: Do you think this would be a good career for you? Why or why not?

“CareerOneStop.” *CareerOneStop*, 3 Feb. 2017, www.careeronestop.org/toolkit/careers/fastest-growing-careers.aspx?location=WA&page=1.
U.S. Bureau of Labor Statistics <https://www.bls.gov/emp/tables/emp-by-major-occupational-group.htm>,



The Future 'Me'

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

Find these words:

Careers

Direction

Education

Future

Income

Jobs

Labor

Location

Money

Outlook

Path

Skilled

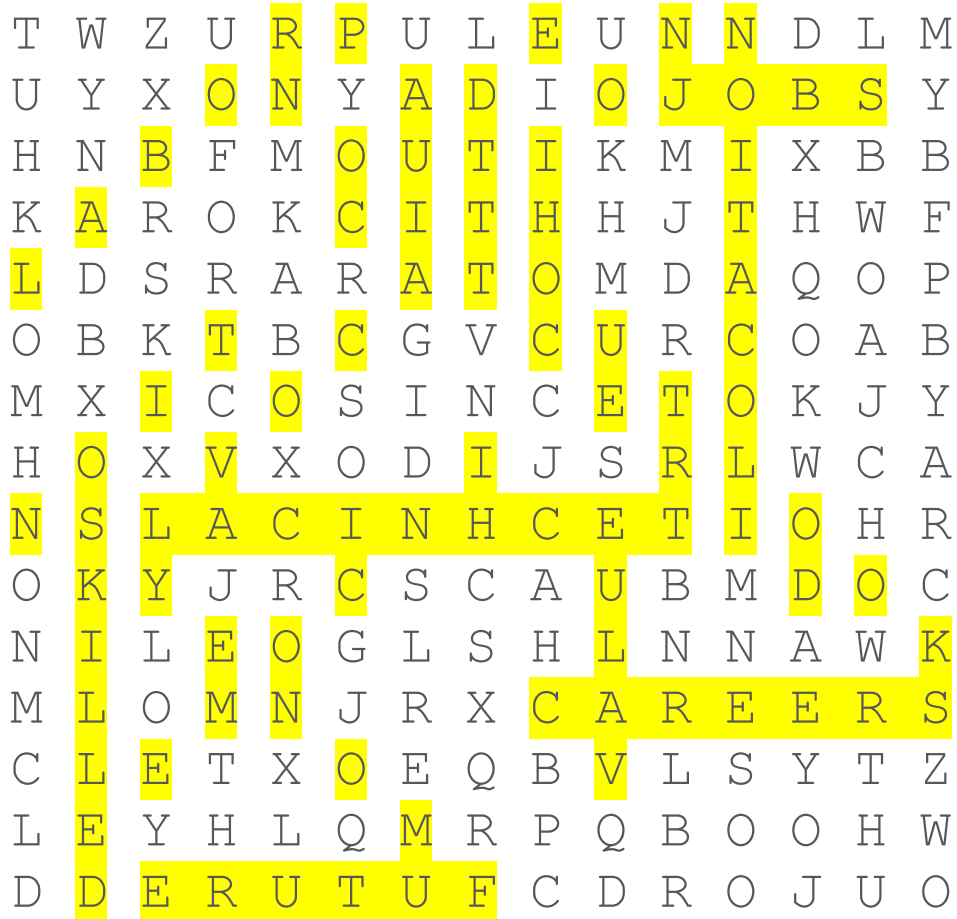
Technical

Value

Vocation



The Future 'Me'



Find these words:

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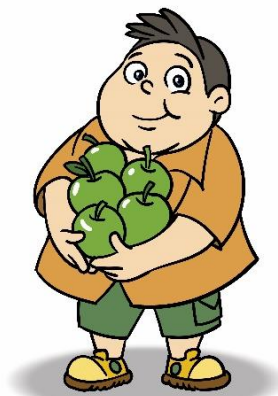
Path

Skilled

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Value

Vocation



Source: Discovery Education <http://puzzlemaker.discoveryeducation.com/code/BuildWordSearch.asp>



MONEY CHOICES

Are we always able to make choices about money? For the most part, yes. Individuals can decide whether they want to save their money or spend it. If you choose to save it and put it in an account at the bank, you can earn additional money which is called interest. Different types of accounts include savings, money market accounts, certificates of deposit, or college savings accounts.

Sometimes there are almost too many choices when it comes to spending. Next time you are in a grocery store, look around at all the items there are to choose from!

The one money choice that we have little control over are taxes. Taxes are important because they help pay for services provided by our local, state, and federal government. For instance, taxes are used to help pay for education, healthcare, public safety, parks, transportation, and utilities. All of these categories are called 'public goods' meaning that almost everyone within the state or local area benefits from these items.

So the next time you are at a playground, or see a fireman or policeman responding to an emergency, or are watching plows clear snow from the roads, think about how taxes help pay for these important services.



Save – Spend – Give

Think about a time when you got some money – whether you earned it or received it as a gift. What was the first thought that came to your mind for how you would use that money? Did you think about spending it on a new toy that you had been wanting? Were you looking forward to buying some candy



the next time your family went to the store? Did you immediately grab your piggy bank and carefully drop each coin or bill inside? It is common for people to either save their money, spend their money, or even give it away.

It's always good to **save** your money when you can. Despite what many people think, even small amounts of money can start to make a big difference. Saving money now gives you more options on what you will do with your money in the future. When you save up a lot of money in your piggy bank, you can put it in a savings account at the bank. That way your money is 'working for you' by earning interest. Another good reason to save your money is that sometimes emergencies happen and, when they do, it is always good to have extra money to cover those expenses.

There are lots of reasons people **spend** their money. The top reason is because you *need* something. We all need things in order to survive, like a place to live, food, water, and clothes. But what about spending money on items you *want*. There is a big difference between the words *need* and *want*. Sometimes people see an item and buy it right away instead of thinking about

whether or not they really need it. Has that ever happened to you? Have you ever purchased a toy or game and only played with it for a couple of months? Then you couldn't buy something else because you already spent your money?

Giving is something else that people do with their money. In 2017 Americans gave more than \$400 billion to various charities! There are a lot of really great causes that people support from making sure animals are safe, helping people recover from a natural disaster, and helping local people in need of assistance.

There are a lot of things you can do with your money. The three big areas are save, spend or give. Each is important. The main thing to remember is before you spend your money, think about whether that item is necessary. In other words, is it a *need* or a *want*.

Fontinelle, Amy. "Start Saving Now! Here's Why." *Investopedia*, Investopedia, 12 Mar. 2019, www.investopedia.com/articles/personal-finance/031215/why-saving-money-important.asp.

Carrig, David. "Charitable Giving Is at a Record High. Here's Where We're Donating Our Money." *USA Today*, Gannett Satellite Information Network, 12 June 2018, www.usatoday.com/story/money/nation-now/2018/06/12/charity-charitable-giving-philanthropy-foudnations/693212002/.



Spending Money

Think about a time when you spent your money to buy something and ended up regretting your purchase later. Write a paragraph about your experience. What was the main reason you bought that item? Was it something you needed or something you wanted? What did you learn from that experience?



Spending Decisions

It's common for adults in the family to keep some control over children's money until they are around 18 years old. Sometimes if you receive a money as a gift, you are only able to spend a certain portion of it on a toy or game.

Can you think of a time that you decided not to buy something and save your money instead? Perhaps one of your friends asked your opinion about whether they should buy something. We all have decisions to make when it comes to money.

There are several factors that impact your decisions. Here are a few examples:



Emotions: Sometimes we get an inner feeling, called an urge, to go shopping and spend our money. Next time this happens to you, just take some of your money so you don't spend it all!

Friends: It's easy to feel influenced by others, especially your friends. If absolutely everybody has something, you don't want to feel left out and want it too! Or, maybe they constantly want to go out to dinner, but you know you shouldn't spend the money to do this repeatedly. It's hard to say no to friends at times.

Routine/Habits: It's also easy to fall into a habit of continuing to buy something just because we have all the earlier versions of it or because it's just something you do repeatedly. A good example of this may be paying for an online subscription that you don't really use anymore.

Family: Maybe someone in your family encouraged you to purchase something because they really liked it.

Latest trends: It can be fun to stay up-to-date with the latest trends or releases. However, it's common for items to cost more money when they are first available for purchase. Wait a bit and you might be able to catch it on sale or at a discount.

Advertising: There are two main points to advertising - 1) to tell you about a product/service and 2) to encourage you to buy the product/service. Advertising professionals are trained to say the right things and show the right images that influence or persuade you to act. Be careful!

Incentives: When items are discounted or on sale, it's an incentive for you to purchase. It's a great feel when you get good deal. But, once again, did you really *need* the item or merely *want* it?

Determination: Sometimes we know exactly what we want when we see it, and there is hardly anything that is going to stop us from purchasing that item! This is especially true if you have been saving for a long time.

Source: CFEE Money and Youth <https://moneyandyouth.com/wp-content/uploads/2018/10/Money-and-Youth-Module-1.pdf>



Now that we have looked at the factors that influence our decisions, let's take a look at a few steps you can take to make good money decisions.

1. **Stop and think.** Before you make a purchasing decision, step away and think about it for a bit. It's always a good idea to wait for a few days. Then you can decide if the item is something you really want.
2. **Opportunity cost.** Think of opportunity cost as what you are giving up by making this purchase. Perhaps you are using everything in your piggy bank and it will take you a long time to be able to save the same amount of money.
3. **Affordability.** Can you afford the item or is it going to really stretch the amount of money you have? If it is going to take almost all of the money you have, then perhaps it is a good idea to wait a few days and rethink the purchase. Maybe you can wait for the item to go on sale. Or another option might come along down the road.

Instant gratification influences a lot of purchasing decisions. Technology has enabled us to purchase items almost anywhere at any given time. Now, more than ever, it's important to begin practicing delaying a purchase for a few days while you decide if you really and truly want the item.

After all, it's your money. It's a good idea to start controlling it.



ADVERTISING

Why do we want all this stuff?

Techniques

Advertisers use a lot of different ways to try to convince people to buy a company's goods or services. Some of the most common techniques include:

Claims use language to convince consumers that their product or service is better than others. Consumers should look for fact statements which are true and provable for all people 100% of the time. Often times advertisers use opinion statements which refer to feelings, thoughts or beliefs and are not provable. These statements use describing words like good, better, best, most, favorite, amazing, beautiful, wonderful, etc. Next time you watch TV, listen for the words used in the commercial. Are they fact or opinion statements?

Association uses famous or desirable people (people others want to be like) so that consumers feel like if they use the product or service, they will become more like that person. Will drinking Diet Coke make you sing more like Taylor Swift? Will drinking Sprite make you play basketball like LeBron James?



Promotion uses special pricing, games, contests or give-aways to get consumers excited about buying a product or service. McDonald's Happy Meals and cereal prizes are a few examples where using promotion has been successful to sell a good or service.



What are some other examples of companies who use promotion to sell their goods or services?

Repetition uses one or more of the following over and over again so you remember the product or service:

- Jingles are catchy tunes that get stuck in your mind.
- Slogans are a short memorable phrases. How many of these do you recognize?
 - Eat Fresh
 - I'm lovin' it!
 - Melts in your mouth, not in your hand.
- Logos are a graphic or symbol used to promote recognition of a company.



Name _____

ADVERTISING

Why do we want all this stuff?

Find at least three different advertisements. They can be television commercials, newspaper, magazine or on-line advertisements. For each advertisement, identify the technique(s) used to get people to want to buy the good or service. For each advertisement, complete the box below.

Advertisement #1 Product: _____

Advertising technique(s) used: _____

Did this technique make you want to buy the product? _____

Why or why not? _____

Advertisement #2 Product: _____

Advertising technique(s) used: _____

Did this technique make you want to buy the product? _____

Why or why not? _____

Advertisement #3 Product: _____

Advertising technique(s) used: _____

Did this technique make you want to buy the product? _____

Why or why not? _____



Name _____

Fact or Opinion

A **fact** is a statement that can be proven to be true. An **opinion** is a person's thoughts or feelings about something that he believes to be true but have not necessarily been proven to be true.

Directions: Read each statement below and determine whether it is a fact or an opinion. On the line, write **F** if it is a fact and **O** if it is an opinion.



- _____ 1. You will have a healthier mouth if you brush your teeth twice every day.
- _____ 2. Pizza Hut pizza is the best tasting pizza in the world.
- _____ 3. Sketchers gym shoes will help you run faster.
- _____ 4. Frozen is Disney's best-selling animated movie of all time.
- _____ 5. Star Wars is the best movie ever made.
- _____ 6. Everyone should get an iPhone.
- _____ 7. Nike gym shoes are the most comfortable shoes you can buy.
- _____ 8. Exercising each day will help to keep your body healthy.



Think about it...

Which do you think is used more often in advertising – fact or opinion? Why?



Advertising Activity



Think about a product you really love. It can be anything from a type of shoe to a restaurant to a candy bar.

What do you pick?

Look up one of their tv/radio advertisements. Watch it carefully. Describe it below, and state what type of advertising techniques are used in it.

Your turn! Write a script about your favorite product that could be used to advertise it. Use a different advertising technique than the commercial above.



Name: _____



Reflecting on Advertising

How might you look at advertisements differently now?	How might you respond differently when you see an advertisement?

Name: _____



Reflecting on Advertising ...

How might you look at advertisements differently now?	How might you respond differently when you see an advertisement?



Financial Well Being



Financial well-being is a term used to describe a person who feels secure about having the ability to pay for their current and future needs. They are also able to make choices and purchases which help them enjoy life. In other words, they have control over their day-to-day and month-to-month finances.

There are four elements of financial well-being:

	Present	Future
Security	Control over your day-to-day, month-to-month finances	Capacity to absorb a financial shock (emergency)
Freedom of Choice	Financial freedom to make choices to enjoy life	On track to meet your financial goals

Overall, financial well-being is determined by a combination of opportunities available to a person and their own actions. Some of the other factors include their knowledge or skills, and how they make decisions. A person's environment can expand or limit their opportunities, such as with access to jobs and a good income.

Think of money as a tool which can help you achieve more goals. When you have minimal debt and spend less than you earn, you have more options. Here are four key things to remember to achieve financial security:

1. Start with a strong foundation and live within your means (spend less than you earn) while saving your money on a regular basis.
2. Choose a career wisely. It is one of the most important decisions you will ever make.
3. Learn to manage money and make informed decisions.
4. Remember your goal is financial independence. (You don't want to rely on things like credit cards or loans for everything you need)

"Financial Well-Being: The Goal of Financial Education." *Consumer Financial Protection Bureau*, www.consumerfinance.gov/data-research/research-reports/financial-well-being/.

3 Things You Must Do to Achieve Financial Security." *CNNMoney*, Cable News Network, money.cnn.com/2016/01/06/retirement/retirement-financial-security/index.html.

"The Four Secrets to Financial Independence." *Money*, money.com/money/2791789/four-secrets-financial-independence/.



Tiny Houses



Tiny houses have been growing in popularity. They are small-sized homes which are more affordable than a house and require much less space.

Initially, many thought that this was just a trend. However, it is turning into a lifestyle choice. A lifestyle choice reflects a decision that someone makes based on their personal values. People who build or purchase tiny houses have decided not to take on a lot of debt by buying a larger house. Instead, they go with the bare minimum of what is required to live comfortably. Typically banks usually won't finance tiny homes because their size is so small and the homes can be moved at any time, which makes it difficult to keep track of if someone starts missing their payments.

On average, tiny houses usually cost between \$30,000-\$40,000. Compare that to the average mortgage which is over \$200,000, it is a much cheaper option. People who purchase tiny houses are happy that they don't have big payments on homes. Instead, they are able to save their money for other things – especially vacations – that they might not have been able to afford if they had a more expensive house with a larger monthly payment.



What do you think? Are tiny houses a glimpse into the future? Or is it a trend that will last a few years and fade away?

Staff, Country Living. "84 Tiny Houses That Will Convince You to Downsize." *Country Living*, Country Living, 17 Jan. 2019, www.countryliving.com/home-design/g1887/tiny-house/.

"How Much Americans Owe on Their Mortgages in Every State." *Experian*, 23 Jan. 2018, www.experian.com/blogs/ask-experian/how-much-americans-owe-on-their-mortgages-in-every-state.

Wilkinson, Alec. "Let's Get Small." *The New Yorker*, The New Yorker, 19 June 2017, www.newyorker.com/magazine/2011/07/25/lets-get-small.

Patel, Nina. "Tiny House, Big Benefits: Freedom from a Mortgage and Worries - and Stuff." *The Washington Post*, WP Company, 25 June 2015, www.washingtonpost.com/lifestyle/magazine/tiny-house-big-benefitsfreedom-from-a-mortgage--and-stuff/2015/06/23/f8f706f0-0acc-11e5-9e39-0db921c47b93_story.html?noredirect=on&utm_term=.610660c61ac7.



Thought Piece

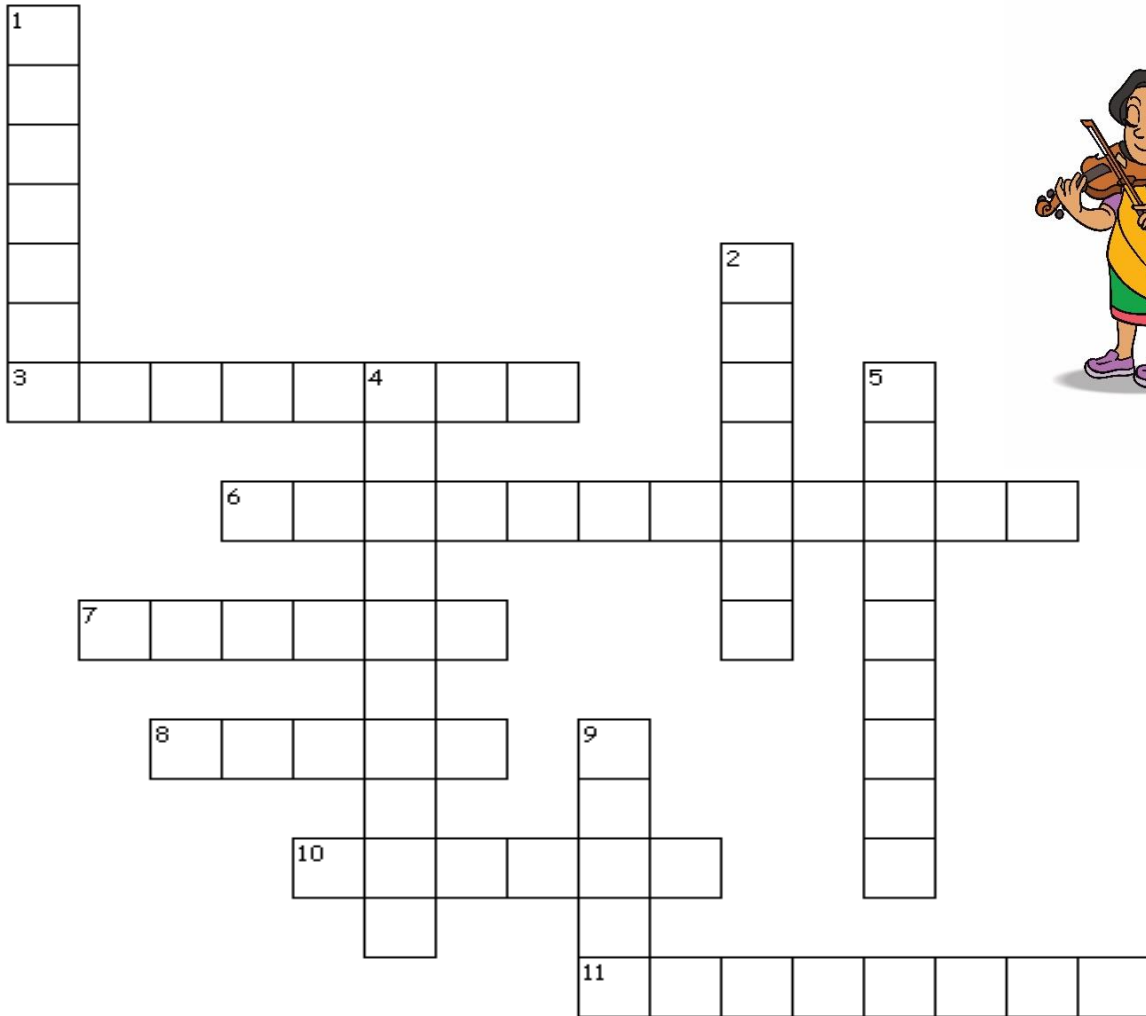
There are several similar phrases like money can't buy you happiness. Back around 1750, the following phrase was said:

*Money can buy material things, but real
happiness must be earned*

What do you think? Do you think money can buy happiness? Why or why not?



Financial Well-Being Crossword Puzzle



Across:

- To pay out.
- Freedom from outside control or support
- Try to achieve or obtain something.
- A lack of something necessary.
- The process or means of advancement or success.

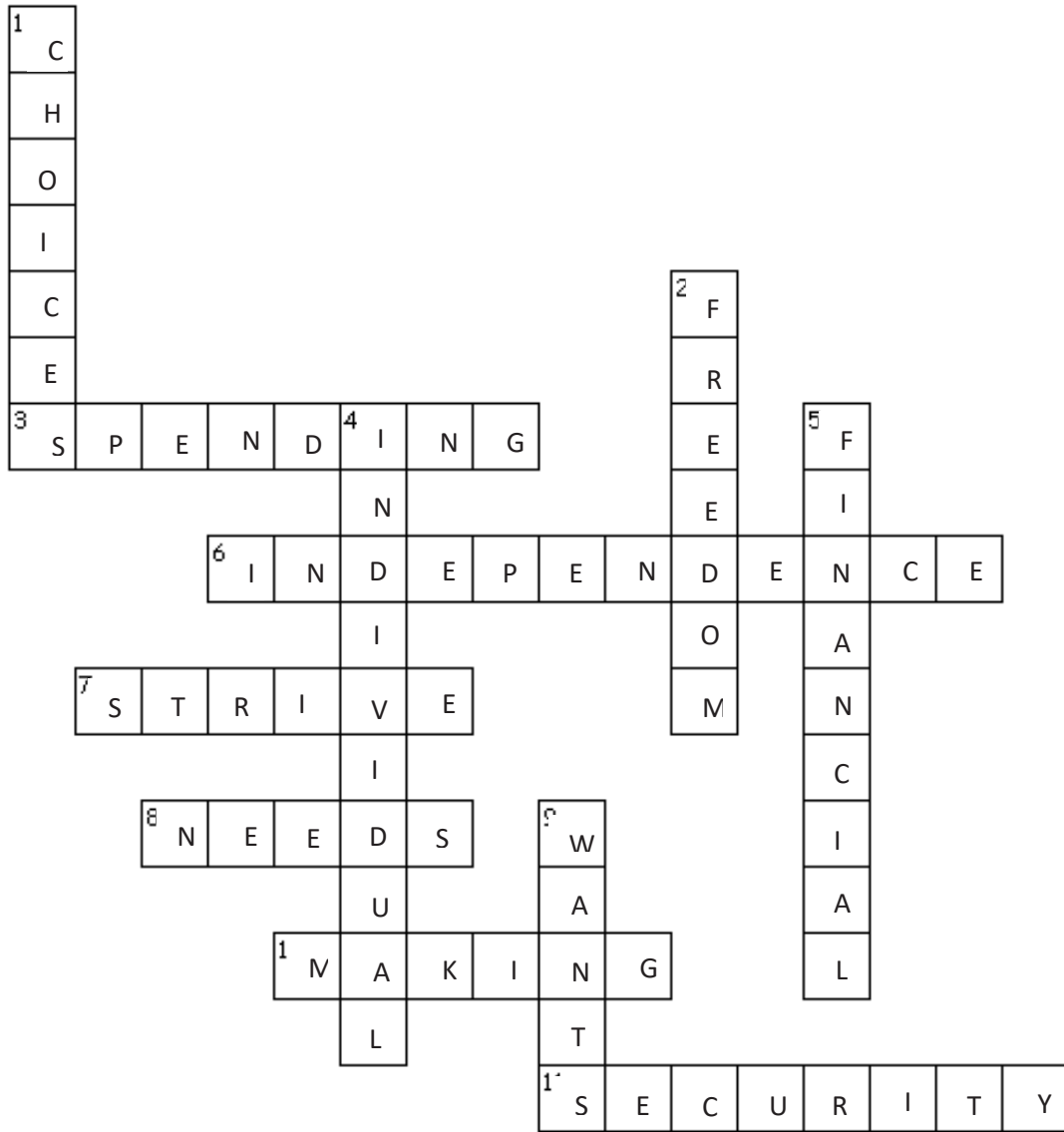
Down:

- The power of choosing.
- The ability to move or act freely.
- A single human being.
- Your _____ well-being.
- To desire or wish for something.

Source: Discovery Education <http://puzzlemaker.discoveryeducation.com/code/BuildCrisCross.asp>,
Britannica Kids <https://kids.britannica.com/kids/search/dictionary?query=independence>



Financial Well-Being Crossword Puzzle



Across:

- 3. To pay out.
- 6. Freedom from outside control or support
- 7. Try to achieve or obtain something.
- 8. A lack of something necessary.
- 10. The process or means of advancement or success.

Down:

- 1. The power of choosing.
- 2. The ability to move or act freely.
- 4. A single human being.
- 5. Your _____ well-being.
- 9. To desire or wish for something.

Source: Discovery Education <http://puzzlemaker.discoveryeducation.com/code/BuildCrissCross.asp>,
 Britannica Kids <https://kids.britannica.com/kids/search/dictionary?query=independence>

