## Financial Literacy: Money Management Lesson Plan

## NRS Level(s): Low to High Adult Secondary Education



| Lesson Title: Money Management |
| :--- | :--- |
| Instructional Objective (written in teacher language primarily |
| derived from content standards and includes evidence of mastery): |
| By the end of this lesson, the students will be able to |
| - Identify one or more of their financial aspirations. |
| - Analyze and evaluate their financial situation (e.g., compare actual |
| cash inflows with actual cash outflows). |
| - Create a spending plan (budget). |
| - Note that this lesson initiates or expands students' understanding |
| of two money management tools: a cash flow statement and a |
| budget or spending plan. In order for students to meaningfully |
| apply the lesson content, they will need access to their financial |
| information. You can help them get access by giving them a |
| checklist and having them bring in the necessary materials or you |
| can make the application task a homework assignment with a |
| reasonable timeframe and high accountability. |

## Approximate Length of Lesson: 1 hour and 55 minutes

Learning Target Statements (written in student-friendly language and helps learners reflect on what they are able to do as a result of the lesson) for learners' exit tickets, learning logs, or reflection:

- I can identify my financial aspirations.
- I can analyze my financial situation using a cash flow statement.
- I can create a budget that addresses my financial obligations and aspirations.


## ELA/Mathematics/ELP Standard(s) Addressed:

## ELA/Mathematics/ELP: <br> CCR Level E:

R2: Summarize complex information by paraphrasing.
R3: Follow precisely a complex multistep procedure.
SL1: Collaborate, follow rules of discussion, propel conversation, and respond thoughtfully.
SL4: Present information clearly and concisely.
L4: Verify the meaning of unknown or multiple-meaning words.

| Central Skills Taught: | Adaptability and Willingness to Learn <br> Communication <br> Critical Thinking <br> Interpersonal Skills <br> Navigating Systems |  | olving and Analyzing Information Differences and Diversity ness |
| :---: | :---: | :---: | :---: |
| Language Demands: <br> (Include academic language, language skills, etc.) | The students will use high-frequency terms such as budget, cash, expense, fixed income,* spend, and variable* as well as technical (financial) terms such as inflow and outflow throughout the lesson. The expectation is that the students will use professional language (i.e., academic discourse) to discuss the information in the sample financial documents. <br> Mathematical language is used throughout the cash flow and budgeting practice tasks (e.g., add/sum, subtract/difference, etc.). <br> * Academic vocabulary. |  |  |
| Assessing Mastery of the Objective(s) and Central Skills: <br> (Indicate when and how assessment-formative and/or summative-will occur during the lesson.) | Proof of Learning: Via observation of a team task (e.g., discussion, work on project) Via team self-assessment Via individual self-assessment Via team product Via individual product Other Peer review (role-play exercise) | Proof of Learning Tools: Rubric Checklist Quiz Other Completed tasks (cash flow statement, budget) | Ongoing Formative Assessment Nonverbal responses to comprehension questions (e.g., answer cards, Kahoot) Peer-to-peer quizzing Exit/admit tickets KWL charts Other Responses to whole-group and small-group questions and prompts; pie charts; sample spending plans |


| Adaptations and/or Accommodations: <br> (How will you increase access to the content of the lesson? Identify differentiation strategies.) | - Assess the students' familiarity with the key math and/or high-frequency vocabulary above and have the students teach each other the terms using an activity that matches an example with the term (non-English speakers in particular may need support in this area). <br> - Assess students' familiarity with percentages and calculator usage and provide additional practice as needed (Kaplan GED books and math-aids.com are two possible resources) <br> - Post or project all activity instructions and read aloud as needed. <br> - Provide sentence stems or frames to support academic discourse as needed. <br> - Encourage use of smartphone calculator apps and/or provide calculators for calculations during the activities. <br> - Create mixed-ability pairs so that students can support each other. <br> - If there are students in the class who are very familiar with budgeting basics, you can increase the challenge level of the material by having them input the information on Luis's finances (Appendix D ) into an online budgeting tool or use the budget template on a spreadsheet app. <br> Note. This lesson may be adapted to make use of an online budget tool that allows learners to input data and run "what-if scenarios." |  |  |
| :---: | :---: | :---: | :---: |
|  |  | RAL S | ERIAL |
| How will you introduce the lesson objective and how it fits into the unit/LOI? Identify its relevance to learners' needs and goals. <br> Timing: 30 minutes | 2. If no one identifies the image as a budget, identify the image as a budget and introduce the lesson topic and objectives. Then move to the survey activity (item 5 below). <br> 3. If at least some students recognize the image as a budget, quickly poll the class on these true/false statements (using True/False/Not Sure Cards, Plickers, or Kahoot) and write the results on the board (e.g., $15 \mathrm{~T}, 10 \mathrm{~F}$ ). <br> - I've made a budget in the past. <br> - I currently have a budget. <br> - I have to make or use a budget for work. <br> - Making budgets is fun. | - Communication <br> - Interpersonal Skills <br> - Processing and Analyzing Information <br> - Respecting Differences and Diversity <br> - Self-Awareness | - Image of budget (could be taken from the lesson materials or a screenshot of an enlarged spreadsheet budget) <br> - KWL chart on the board or on a tear sheet |

Introduction (continued)
Based on the data from the poll, ask the students to draw conclusions about the class's overall experience with—and feeling about—making budgets.
4. Draw a KWL chart on the board (or use a tear sheet) and distribute sticky notes. Have pairs take 2 minutes to write one thing they know or want to know about budgets on the sticky notes, then post the notes on the white board chart. Scan and summarize the notes and let the students know that the lesson will help them expand what they know and answer their questions. (Take note of the questions so that you can reference them during the lesson.)

## Learning objective 1: Identify financial aspirations

5. Tell the students they will do a little research to determine the financial aspirations (goals) of their classmates and think about ways to budget for those expenses.
Each team will have a different question they will use to survey their classmates (each team member has a copy of the team's question). For example:

| Are you planning to buy a <br> car in the near future? | Yes No Not Sure |
| :--- | :--- | :--- |

a. Team members number off, and all the 1's go to one section of the room, the 2's go to another, etc. In these areas, the students survey their classmates and record the answers ( $3-5$ minutes).
b. When time is called, team members return to their seats, total their data, and create a labeled pie chart that represents their data.

- One-question survey question strips (Appendix A)
- Paper for pie charts
- Analyzing Cash Flow handout (Appendix B)

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Introduction (continued)
    c. Post the pie charts and have the class make observations
    about the data they have collected. For example:
    "According to the data, no one is hoping to buy a home,
    but half of us are planning on moving to a larger
    apartment."
Provide sentence stems to support academic language:
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## Explanation and Modeling 1:

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What type of direct instruction do learners need? Are there ways for learners to access the new content independently? What types of models will you provide and when?
Timing: 15 minutes
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- It's fairly obvious that ...
- According to the data, most of us ...

Encourage comparisons and the use of percentages in the statements: "Fifteen of us, or $75 \%$, are hoping to buy a car soon."

Acknowledge the students' financial aspirations as a first step in getting them to think about how to manage their money. Transition to learning about another person's aspirations (Tanya) and her steps toward her goals.
c. Post the pie charts and have the class make observations about the data they have collected. For example: "According to the data, no one is hoping to buy a home, but half of us are planning on moving to a larger apartment."

Provide sentence stems to support academic language:

Learning objective 2: Analyze and evaluate finances (compare actual cash inflows with actual cash outflows)
Use the narrative section of the Analyzing Cash Flow handout (Appendix B) to help students get a picture of Tanya's financial aspirations and responsibilities. Use the text to verify their comprehension of the key terms by having them restate the key terms in their own words or with examples.

- Analyzing Cash

Flow handout
(Appendix B)

## Guided Practice 1:

Which tasks and learning activities will you use to engage learners with the content and skills? How will you structure the tasks or other learning activities to support learners' success?

## Timing: $\mathbf{3 0}$ minutes

Have students use page 2 of the Analyzing Cash Flow handout (Appendix B) for cash flow practice. Allow 5 minutes for them to read Tanya's Cash Flow Statement and do the calculation on their smartphone calculators or a calculator.

Give pairs or teams 10 minutes to respond to the reflection questions:

- What conclusions can you draw from Tanya's cash flow statement?
- What advice, if any, do you have for Tanya?

First, have pairs or teams report out their conclusions and prompt further discussion by asking the students what they learned about Tanya (based on her expenses) and what her financial aspirations are (nursing school, buying a car).
Next, have pairs or teams report out their advice for Tanya and record their ideas, then ask the class to categorize the advice by the following types of adjustments:

- Delay or reduce spending (for flexible types of costs, such as entertainment)
- Increase income to increase cash flow
- Adjust payroll deductions if practical to increase take-home pay
- Save as a type of "pay yourself first expense" if cash in exceeds cash out (i.e., inflow exceeds outflow)

Point to these categories as ways of making adjustments so that a person's cash inflow and outflow match. Information

- Analyzing Cash Flow (Appendix B)
- Smartphone calculator app and/or calculators

Answers:

- Inflow: $\$ 1,933$
- Outflow/Expens es: $\$ 1,889$.



## Guided Practice 2:

Which tasks and learning activities will you use to engage learners with the content and skills? How will you structure the tasks or other learning activities to support learners' success?

## Timing: 25 minutes

Practice task 2: The students confirm their understanding of budgets by working as a team to create a budget for an imaginary individual (Luis Navarro) based on a narrative about his lifestyle, expenses, income, and savings.

Using the Team Task: Budgeting Practice handout (Appendix D), direct teams to (1) individually read about Luis's finances and highlight the expenses, income, and savings information in the text and (2) collaborate to complete a budget for Luis with the aim of balancing the $A$ and $B$ amounts.

Remind the students that they may have to

- divide a larger amount to get the monthly amount,
- estimate an amount based on their experience, or
- reduce or increase nonessential costs or savings to balance the $A$ and $B$ totals.
Set a 15 -minute time limit.
Call time and have the teams compare their budgets and discuss the similarities and differences.
- I notice that we listed X under ...
- It appears that we identified ...

The students should also reflect on what was easy and what was challenging in the task.

- Communication
- Critical Thinking
- Interpersonal

Skills

- Problem Solving
- Processing and Analyzing Information
- Respecting Differences and Diversity
- Team Task: Budgeting Practice (Appendix D)

| Application/Extended Practice: <br> What will learners do to demonstrate their acquisition of content knowledge, basic skills, and key soft skills? <br> Timing: independent work on own time or 1 hour in next class, with learners bringing the information they need to class | Application (independent work outside of class or 1 hour of next class). <br> Distribute the application task and materials: <br> 1. Personal Cash Flow Statement and Budget handout (Appendix E) <br> - Each student should use actual historical data for the past month to complete the personal cash flow statement. <br> - Each budget should reflect the student's personal values, aspirations, and circumstances. <br> 2. Rubric for Creating a Cash Flow Statement and Budget (Appendix F) <br> Assure the students that they can use mock data for their assignment, but emphasize that all calculations must be accurate. <br> Project the Rubric for Creating a Cash Flow Statement and Budget (Appendix F) to show the students the criteria for the assignment. Explain that when they turn in their assignment, you will use the rubric to assess their work and provide additional feedback on areas where they excelled (commendations) and areas where they can improve (recommendations). | - Adaptability and Willingness to Learn <br> - Critical Thinking <br> - Processing and Analyzing Information <br> - Self-Awareness | - Personal Cash Flow Statement and Budget handout (Appendix E) <br> - Rubric for Creating a Cash Flow Statement and Budget (Appendix F) <br> - Projector |
| :---: | :---: | :---: | :---: |
| Student Reflection on Learning Targets, Closure, and Connection to Future Learning <br> Timing: 5 minutes | Go back to the KWL chart from the beginning of the lesson and see what questions remain. Ask the students to call out items for the "L" column as you record them. Invite the students to put new sticky notes up in the question and learned columns as they leave (for you to review after class.) <br> Acknowledge the students' work and remind the students of the homework due date (or the need to bring their own information to the next class). | - Processing and Analyzing Information <br> - Self-Awareness | - KWL chart <br> - Sticky notes |

## Appendix A. One-Question Survey

Make enough copies of this sheet so that each team gets multiple copies of one question (one copy for each team member). For example, in a class with five teams of five members each, you would make five copies of the handout so that Team 1 would get five copies of question one, one copy per team member.

| 1. Are you hoping to buy a car in the near future? | YES | NO | Not Sure |
| :--- | :--- | :--- | :--- |
| 2. Do you plan to pay college tuition for a child in the future? | YES | NO | Not Sure |
| 3. Do you hope to attend college or training classes in the near future? | YES | NO | Not Sure |
| 4. Are you planning to purchase a large kitchen appliance in the near future? | YES | NO | Not Sure |
| 5. Are you hoping to purchase a computer, laptop, or tablet in the near future? | YES | NO | Not Sure |
| 6. Are you hoping to move to a larger apartment in the next 5 years? | NO | Not Sure |  |
| 7. Are you hoping to purchase a home in the next 10 years? | YES | NO | Not Sure |
| 8. Will you have a major expense such as car repair, dental work, or travel in the near future? | YES | NO | Not Sure |

## Appendix B. Analyzing Cash Flow

## Tanya's Finances

After she gets her GED, Tanya is hoping to apply to a 2-year nursing program that will cost approximately $\$ 13,000$ a year in tuition, textbooks, and supplies. She is planning to apply for financial aid and scholarships to help reduce the cost. In fact, Tanya has already worked on cutting costs. She saves on her rent and utilities because she has a roommate. Her mother helps reduce childcare costs by taking Tanya's daughter three times a week.

Tanya is concerned about her current financial obligations. She wants to be able to pay her bills and go to school. So, before she continues planning for the future, Tanya wants to get a better idea of her current financial situation. It's time for a cash flow statement.

To create her statement, Tanya identifies the money she earned last month as a home health care aide (her income) as well as money that came in from other sources. Her paycheck and other sources of cash are all part of her cash inflow. Tanya also records her expenses for the last month. Expenses are also known as cash outflow. Some of those expenses are fixed, such as her rent and her utilities. Fixed expenses do not change from month to month. Other expenses are variable. For example, if her daughter needs over-the-counter or prescription medication one month, then Tanya's medical expenses would increase for that month. For the months where she and her daughter are healthy, Tanya's medical expenses would be lower.

When she compares the cash coming in with the cash going out each month, she gets a clear picture of her finances.

Answer the questions with a partner. Be prepared to report your answers to the class.

1. What did you learn about Tanya from this narrative?
2. Based on the text how would you define the following terms:

- cash inflow
- cash outflow
- financial obligation
- fixed expense
- variable expense


## Cash Flow Practice

1. Did Tanya have more cash flowing in or out last month? Find the answer:
a. Total the cash inflows (A) and outflows (B) on Tanya's statement below.
b. Calculate the difference between inflows and outflows (C).

| My Cash Flow Statement for Tanya (Last Month) |  |
| :---: | :---: |
| Month Cash Inflow |  |
| Net pay | \$1,820 |
| Interest income on savings | \$ 10 |
| Garage sale receipts | \$ 78 |
| Birthday gift card | \$ 25 |
| Total Cash Inflow (A) | \$ |
| Month Cash Outflow |  |
| Fixed Expenses |  |
| Housing (rent, renter's insurance) | \$605 |
| Utilities (sewer, water, electricity, gas) | \$114 |
| Internet | \$ 47 |
| Cellphone | \$ 65 |
| Auto insurance | \$134 |
| Afterschool childcare | \$150 |
| Variable Expenses |  |
| Transportation (gas, oil change) | \$125 |
| Groceries | \$100 |
| Medical (vitamins) | \$ 15 |
| Personal care (haircut and tip) | \$ 45 |
| Dining out/entertainment (8 lunches, 2 dinners) Household items (toiletries, lightbulbs, cleaning supplies) | $\$ 150$ $\$ 60$ |
| Clothing (uniform top, sweater) | \$ 79 |
| Savings: car fund | \$200 |
| Total Cash Outflow (B) | \$ |
| Difference of Inflows (A) - Outflows (B) = C | \$ |

2. Work with your classmate(s) to answer these questions.
a. What conclusions can you draw from Tanya's cash flow statement?
b. What advice, if any, do you have for Tanya?

## Appendix C. Analyzing a Budget

## Creating a Budget or Spending Plan

A budget, or spending plan, is used to plan for future spending and savings. A recent cash flow statement is a useful tool to help you create your budget. Read the sample budget below, total the figures for (A) and (B), and answer the questions on the next page.

| Tanya's Budget (Future Month) |  |
| :---: | :---: |
| Month Income and Receipts |  |
| Net pay | \$1,820 |
| Interest income on savings | \$ 10 |
| Total Income and Receipts (A) | \$ |
| Month Expenses and Savings |  |
| Fixed Expenses |  |
| Rent | \$605 |
| Utilities (sewer, water, electricity, gas) | \$114 |
| Internet | \$ 47 |
| Cellphone | \$65 |
| Variable Expenses |  |
| Transportation (gas, oil change) | \$125 |
| Groceries | \$170 |
| Personal care (haircut and tip) | \$ 45 |
| Dining out/entertainment (8 lunches, 3 dinners) | \$165 |
| Household items (plant, lightbulbs, cleaning supplies) | \$60 |
| Clothing | \$135 |
| Savings: car fund | \$200 |
| Occasional Expenses |  |
| Auto insurance (paid every six months) | \$134 |
| Renters insurance (paid once a year) | \$10 |
| Car registration (paid once a year) | \$75 |
| Total Expenses and Savings (B) | \$ |

Read the questions. Discuss your answers with your classmates.

1. What differences and similarities do you see between Tanya's budget and her cash flow statement?
2. Look at the items on the budget. How would you explain the difference between occasional expenses and variable and fixed expenses?
3. What is the relationship between the total income and receipts and the total expenses and savings?
4. Imagine Tanya's expenses exceed her income and receipts, what expenses would you advise her to adjust? (Remember, basic living expenses and financial obligations need to be covered!)

## Appendix D. Team Task: Budgeting Practice

Part 1: Read about Luis Navarro's finances. Highlight information about Luis's income, expenses, and savings in the reading.

## Luis's Finances

Luis Navarro is an assistant installer for a heating and air conditioning company. He brings in $\$ 35,000$ a year. He owns a 2012 Ford van that recently got a new transmission. It gets about 22 miles per gallon. His commute to work varies, but he typically drives about 15,000 miles per year. His auto insurance is $\$ 1,500$ a year.

Luis is single, but he likes to go out with friends. He typically goes out on Friday and Saturday nights. He never has more than one $\$ 10$ drink, and he usually eats dinner before he goes out. Every other week or so, he goes to a movie or out to a club, buying a $\$ 15$ ticket or paying a $\$ 15$ cover charge.

His rent is $\$ 800$ a month, but he lives with two roommates, so they split the utility bills, which total around $\$ 200$ a month. He also pays for a parking permit to keep his van on the street. That costs $\$ 100$ a year.

Luis's employer pays for his cellular service, but Luis pays $\$ 60$ a month for internet and several streaming services that run him about $\$ 30$ a month.

Luis is very lucky. His employer provides excellent health insurance. Luis only has a $\$ 10$ copay for most doctor visits. Because he is pre-diabetic, he gets his blood tested annually at his physical. He's healthy, but that's because he eats a lot of fresh foods and he shops at farmers markets. His grocery bill is usually pretty high. He spends about $\$ 200$ a month on his groceries.

He gets a haircut every month at a discount salon. He needs to keep his hair short for work. The cut costs $\$ 12$ but he tips $\$ 5$. He doesn't spend much on clothes, but he has to buy a new $\$ 100$ uniform for work every 6 months.

Luis is looking forward to getting a raise next year. He's saving up to get more training in installation and maintenance. He puts aside as much as he can each month toward the cost of HVAC training.

Part 2: Use the information from the reading (and your experience) to fill in lines on the budget below.

- Do the totals for $A$ and $B$ match? If not, adjust the budget until they do.
- Prepare to explain your adjustments to the class.

| Luis Navarro Monthly Budget |  |
| :--- | :--- |
| Income and Receipts | Amounts |
| Net pay |  |
|  |  |
| Total Income and Receipts | (A) |
|  |  |
| Expenses and Savings |  |
| Fixed Expenses |  |
| Housing |  |
| Utilities |  |
| Internet/TV |  |
| Cellphone |  |
|  |  |
|  |  |
| Variable Expenses |  |
| Transportation |  |
| Groceries |  |
| Personal care |  |
| Dining out/entertainment |  |
| Household items |  |
| Clothing |  |
|  |  |
| Occasional Expenses |  |
|  |  |
| Total Expenses and Savings |  |

Remember, it's a good idea for income to cover basic living expenses and financial obligations. If income is less than the expenses and savings total (B), you'll need to adjust the dollar amounts for nonessential items and possibly the savings amount to make the income and receipts (A) match the expenses and savings (B).

## Appendix E. Personal Cash Flow Statement and Budget

Name: $\qquad$ Due Date: $\qquad$
Use the form below to create your own cash flow statement using your financial information from the past month.

| Cash Flow Statement for Last Month |  |
| :--- | :---: |
| Month Cash Inflow | Amounts |
| Net pay |  |
|  |  |
|  |  |
| Total Cash Inflow (A) |  |
| Month Cash Outflow |  |
| Fixed Outflows |  |
| Housing |  |
| Utilities |  |
| Internet/TV |  |
| Cellphone |  |
| Auto insurance |  |
|  |  |
|  |  |
| Total Cash Outflow (B) |  |
| Difference of |  |
| Inflow (A) - Outflow (B) = C |  |
| Variable Outflows |  |
| Transportation |  |
| Groceries |  |
| Dining out/entertainment |  |
| Household items |  |
| Clothing |  |
|  |  |
|  |  |

Reflect: What observations do you have about the difference between your cash inflow and cash outflow?

## Personal Budget

Name: $\qquad$ Due Date: $\qquad$
Create your own budget using the form below, a separate piece of paper, or a budget app or software. Reference information from your cash flow statement to estimate what you expect to receive, spend, and save in the next month.

Use the rubric to help you complete the plan accurately.
Remember: If your totals don't match, start adjusting the amounts where do you have choices about how much you'll receive, spend, or save. For example, can you increase savings? Of if expenses need to be decreased, what makes sense to reduce?

| Monthly Budget |  |
| :--- | :--- |
| Income and Receipts | Amounts |
| Net pay |  |
|  |  |
| Total Income and Receipts (A) |  |
| Expenses and Savings |  |
| Fixed Expenses |  |
| Housing |  |
| Utilities |  |
| Internet/TV |  |
| Cellphone |  |
|  |  |
|  |  |
| Variable Expenses |  |
| Transportation |  |
| Groceries |  |
| Personal care |  |
| Dining out/entertainment |  |
| Household items |  |
| Clothing |  |
|  |  |
| Occasional Expenses |  |
|  |  |
| Total Expenses and Savings (B) |  |

## Appendix F. Rubric for Creating a Cash Flow Statement and Budget

| Criteria |  |  |  |
| :--- | :--- | :--- | :--- |
|  |  |  | Recommendations |
| All items on the cash flow <br> statement are listed in the correct <br> category (fixed, variable, <br> occasional). |  |  |  |
| All calculations are accurate. |  |  |  |
| All items on the budget are listed <br> in the correct category. |  |  |  |
| Any item without a monetary <br> amount is entered as "0". |  |  |  |
| The totals for income and <br> expenses match. |  |  |  |
| All budget calculations are <br> accurate. |  |  |  |

