In Session One of *JA More Than Money*, students learn about having a bank account. They also are introduced to savings accounts. These are two ways people can keep their money safe until they are ready to use it.

Checking and savings accounts are similar in several ways.

- Both can be opened at a bank, a savings and loan association, or a credit union.
- Money is safe in both because it is protected up to $250,000 by the federal government.
- Customers deposit into and withdraw out of both types of accounts.

These accounts also are different from one another:

- Savings accounts usually reward you for leaving your money in the bank over time by paying interest. Checking accounts generally do not pay interest, or pay only a small amount.
- How money is withdrawn also differs. Checking accounts are meant to be used more often, by writing a check, using a debit card, or withdrawing cash from the account. With a savings account, however, the bank usually offers fewer methods for withdrawal and may even limit how many times money can be taken out each month.

For both accounts, it’s important to keep track of how much has been deposited and how much has been withdrawn to avoid penalties and fees.

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**Activity: Checking, Savings, or Both?**

**Instructions:** Read each fact below and decide if it is true about a savings account, a checking account, or both types of accounts. Draw a line to the correct answer for each. Answers are provided at the bottom of the page.

| a. This account always pays interest on the money deposited in it. | Checking Account |
| b. This account can be opened at a bank. | |
| c. This account limits how often withdrawals can be made. | Savings Account |
| d. This account is safe to deposit money in because it is protected up to $250,000. | |
| e. Deposits and withdrawals are made from this type of account. | Both |

Volunteer: Learn While Making a Difference

In Session Two of *JA More Than Money*, students discover that one way to develop a work ethic and learn job skills is by working for someone who can act as a mentor for them.

Another way to acquire work expertise and a work ethic is by volunteering for an individual or an organization that could offer mentoring. You can gain both important life skills while donating something of value—your time.

Activity: Volunteer Coupons

Instructions: Brainstorm volunteer activities that parents and students can do together. Design coupons to be given as gifts to those who could use your help, but who also may have experience and knowledge to share with you.

Is there a hospital, retirement home, or veteran’s facility in your neighborhood where you could visit the sick or elderly? Is there a neighbor who would enjoy some company or a hot meal? Could someone at your school or among your family or friends use help with errands and chores?

Make a list of questions you could ask someone about developing a work ethic and job skills, or other topics that you think he or she can offer advice or mentoring. For example:

- What was/is his or her favorite job?
- Why did/does he or she enjoy doing it?
- What kinds of characteristics are preferred in coworkers?
- Was he or she ever the manager, and if so, how was hiring someone decided?

Collect art supplies from around the house to create the volunteer coupons. On the coupon be sure to include:

- Your name and your parent’s name (as the givers).
- The recipient’s name.
- The task, chore, or gift being offered.
- Colorful decorations.
In Session Three of JA More Than Money, students are introduced to the basics of choosing and starting a business. People who start their own business are called entrepreneurs.

A social entrepreneur is a person who starts a business with a societal issue as the primary focus. This can be a regular for-profit business or a nonprofit business, such as a charity. Either way, the goal of the business is to have a positive influence on specific social issues, such as the environment, animal welfare, education, or health.

Social entrepreneurs, who want to start a regular business for profit, decide on a product or service that would further their social issue. They also could sell a popular product or service and use the money made from the sales to accomplish their social goals.

Social entrepreneurs, who want to start a nonprofit business, might also sell a product or service, or their venture may support people and organizations making a social change.

After a social entrepreneur has made the initial decision to operate as a for-profit or nonprofit business, the rest of the start-up process is the same in determining what the market wants, the cost of doing business, and how much the market will pay for the product or service.

Activity: I Have a Dream

Imagine that you go for a walk and find a magic wand. You wave the wand and wish for the world to be a better place. Suddenly, you feel a change in the air. You notice the grass is greener, people’s smiles are bigger, and you know that your wish came true. The world is better.

What would your “better world” be like? Would a certain disease be cured? Would something in the environment be better? Would people be better off in some way? The sky is the limit with your wish, but try to narrow your description to one, specific thing that would be improved.

Write a fictional diary entry as if your wish came true and you want to record how great the world is, now that you have made it better. Describe what has changed and how that change has improved the world.

Now, consider a business or charity that could offer that improvement, even in just a small way. Write down your idea and put it where you can see it to remind yourself of the positive change you want to make.

Diary entry: (Use the back of this page for more writing space.)

________________________________________________________________________

________________________________________________________________________

A business or charity that could make the world a better place:

________________________________________________________________________

________________________________________________________________________
In Session Four of *JA More Than Money*, students estimate business costs and profits. Some of the key terms introduced are:

- **Business Plan**: An organized outline showing a description of the proposed business.
- **Expenses**: The amount of money paid for supplies and other needed items.
- **Profit**: Income earned after all expenses have been paid.
- **Start-Up Costs**: Money and time spent to start a business.

### Activity: Financial Advisor

Tia plays softball at the community sports field and notices that the vendors who sell lemonade and pretzels seem to sell a lot in the afternoon and on weekends. She asks her dad to help her grill hot dogs to sell at the fields. He agrees to work for free, if she will put half the profits into a college fund. They base their research on selling 100 hot dogs.

Help them decide what to buy and how much to charge to make a reasonable profit.

- **Decide the amount of each of the following items needed for 100 hot dogs.**
- **Search your local grocery store fliers or visit a grocery store to find the price of each item. Remember to figure out the price for enough of an item to supply 100 hot dogs.** (Hint: Use the computer to check discount prices at bulk-shopping stores like Costco or Sam’s.)

<table>
<thead>
<tr>
<th>Item</th>
<th>Amount needed; total cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hot dogs</td>
<td>_________________________</td>
</tr>
<tr>
<td>Hot dog buns</td>
<td>_________________________</td>
</tr>
<tr>
<td>Ketchup</td>
<td>_________________________</td>
</tr>
<tr>
<td>Mustard</td>
<td>_________________________</td>
</tr>
<tr>
<td>Plate, napkin, wax paper, or other item to serve a hot dog</td>
<td>_________________________</td>
</tr>
<tr>
<td>Optional: Soda or water to sell on the side</td>
<td>_________________________</td>
</tr>
</tbody>
</table>

- Add all the costs and divide by 100 to see what your expenses will be for each hot dog.

  - **Total cost of expenses (add all costs): __________________**
  - **Cost per hot dog (total cost divided by 100): __________________**

- **Decide on a price to charge for each hot dog, so that you make a profit.**

  - **Price to charge per hot dog: __________________**

### Bonus Activity: Taxes!

In a real business, Tia must charge sales tax and pay income tax on her profit. Research your local sales tax to see how much to add to the price of each hot dog.
In Session Five of *JA More Than Money*, students practice using the SMART consumer system to make informed shopping decisions: Stop. Make a plan. Ask questions. Review information. Take action. One of the most important aspects of being a SMART consumer is being in control of your personal information to avoid being a victim of identity theft or fraud.

**Activity: Avoiding Fraud Scavenger Hunt**

Read the clues below and conduct Internet research to find the answers. Fill in the blanks with the correct responses. If you get stumped, the answers are listed at the bottom of the page.

**Across**

2. Who you should contact if you think someone stole your mail.
4. One of the four organizations you should contact if you think you’ve been a victim of identity theft.
6. Where to get a free copy of your credit report once per year.
9. What you should do with mail or paperwork with personal information on it before throwing it in the trash.
10. Illegal use of someone’s personal information for fraud or other crimes.

**Down**

1. Another of the four organizations you should contact if you think you’ve been a victim of identity theft.
3. One of the four organizations you should contact if you think you’ve been a victim of identity theft.
5. This type of offer stops when you call 1 888 5 OPT OUT.
7. A fourth organization you should contact if you think you’ve been a victim of identity theft.
8. This prevents criminals from opening new credit accounts with your personal information.

Answers:
1. bank;
2. postal inspector;
3. credit agencies;
4. creditors;
5. preapproved;
6. www.annualcreditreport.com;
7. law enforcement;
8. fraud alert;
9. shred;
10. identity theft.
In Session Six of *JA More Than Money*, students learn about running a business. A small business owner must keep track of withdrawals and deposits.

Play a round of Top Shop on the *JA More than Money* CD-ROM, and practice tracking withdrawals and deposits on the Top Shop Business Account Register below. Read the instructions and Toy Store example before playing your own game of Top Shop.

- Insert the CD-ROM, start the game, and type in your name(s).
- Choose to work as a team or to compete, select your difficulty level, and choose your business type.
- Your starting balance is at the top of your Account Register. (“Current Balance” at the top of the screen.)
- Figure the total cost for each wholesale item and subtract each from your balance. Check your answer by comparing your balance to the Current Balance at the top of the screen.
- Once you have all three wholesale items subtracted, click on “Submit BizPlan” and check your work.
- As you continue through the game, add and subtract as you make business decisions, keeping track of your balance and checking it against the Current Balance at the top of the screen until the game ends.

### Example: Top Shop Toy Store

<table>
<thead>
<tr>
<th>Transaction Description</th>
<th>Withdrawal (-)</th>
<th>Deposit (-)</th>
<th>Balance (=)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Starting Balance</strong></td>
<td></td>
<td></td>
<td><strong>$300.00</strong></td>
</tr>
<tr>
<td>Purchase wholesale Wobbly Wind-Ups.</td>
<td>$75.00</td>
<td></td>
<td>$225.00</td>
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<tr>
<td>(75 toys x $1 each = $75)</td>
<td></td>
<td>$50.00</td>
<td></td>
</tr>
<tr>
<td>Business Decision to advertise.</td>
<td></td>
<td>+</td>
<td><strong>$275.00</strong></td>
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<tr>
<td>(Led to increased sales of $50)</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Ending Balance**

<table>
<thead>
<tr>
<th>Transaction Description</th>
<th>Withdrawal (-)</th>
<th>Deposit (-)</th>
<th>Balance (=)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Ending Balance</strong></td>
<td></td>
<td>$50.00</td>
<td><strong>$275.00</strong></td>
</tr>
</tbody>
</table>

### Top Shop Business Account Register

<table>
<thead>
<tr>
<th>Transaction Description</th>
<th>Withdrawal (-)</th>
<th>Deposit (-)</th>
<th>Balance (=)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Starting Balance</strong></td>
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<td></td>
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