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TEACHER GUIDE

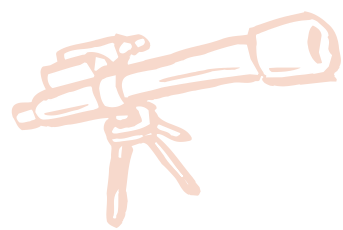
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EASY MARKING™ ANSWER KEY

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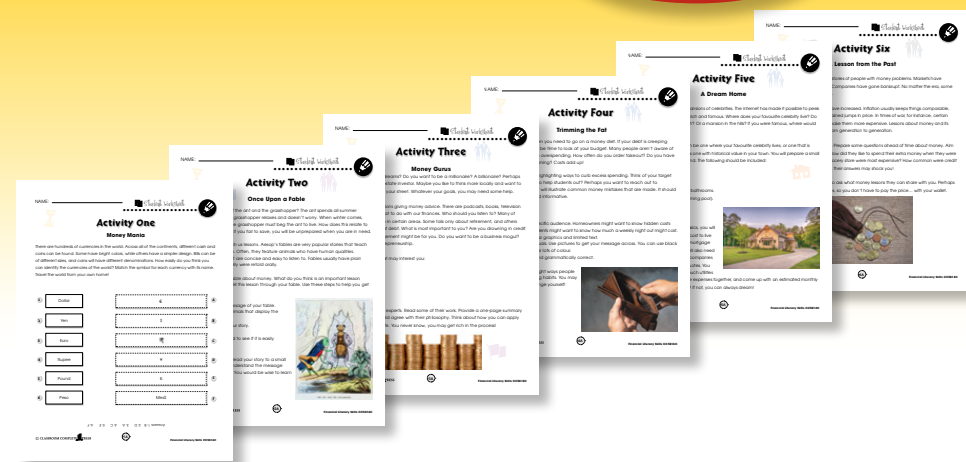
MINI POSTERS

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✓ **6 BONUS Activity Pages!** Additional worksheets for your students

FREE!

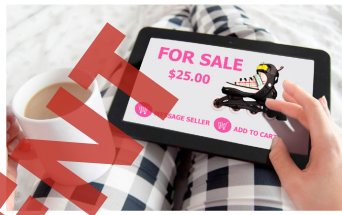
- Go to our website:
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- Enter pass code CC5816DC





Negotiation Skills

1. Li is looking to buy a new pair of rollerblades. She looks on an online thrift site. Someone has a pair that is over her budget. She decides not to message them. Should she assume they won't change their price?



2. Louise sells makeup products. If a customer isn't interested, Louise gets angry. Is this a good sales strategy?

3. Finish each sentence with a word from the list.

attentive	clarification	strategy
bargain	miscommunication	loyal

- a) I need _____ after reading the contract.
- b) Playing chess requires a great deal of _____ to win.
- c) He was a very _____ student during math class.
- d) She is a _____ customer to that coffee shop.
- e) I always go to thrift stores to get a good _____.
- f) There was a huge _____ because we showed up at different times!



Asset & Debt Management

It is difficult to avoid loans and credit cards as an adult. When used properly, they can be very helpful in your life. Loans can provide you with a way to meet your big dreams, like buying a house or starting a business. Credit cards can help improve your credit score in order to get loans.

Why do loans and credit get a bad reputation? If they are used incorrectly, they can have a lasting **impact** on your wallet.

Loans are a large **sum** of money given all at once. They are usually approved by a bank or a business. You must show that you can pay the loan back. This is done by checking your credit score and looking at your **assets** and other debt. When you sign a loan, you will agree to pay back the money by a certain date. Loans usually have regular payments. You may pay each month, often for mortgages, or you may pay bi-weekly, often for car payments. You may need a small loan from a family member or friend. If you have someone **generous** to lend the money to you, don't take **advantage**. Be sure to pay the loan back when you are able.

Credit cards have a limit of how much you can spend. You will need to make monthly payments on it. Your credit will not **expire** in a certain time, like a loan. It will go up and down depending on how much you pay. There is interest charged on the amount you used. Each month, you will need to pay a minimum payment to cover interest and some of the amount you have used. Be sure to be smart about your money! Plan ahead and be **cautious**.

Be sure to leave some room on your cards. Pay off the bill in full each month. These are ways to make sure you don't have credit problems in the future.

Below is a scenario of someone buying a new car. Use the words in the list to finish this scenario.

bi-weekly	loan	interest	debt	credit
-----------	------	----------	------	--------

Ayesha needs a car. She would like to buy a new one. She will need to get a car _____ from the dealer. The dealership checked her _____ score and approved her! The loan will be for \$20,000 with an 8% _____ rate. Wow, that is a lot of _____! Ayesha is worried, but knows she has room in her budget for the _____ payments.



Home & Car

1. Read the following statements. Answer TRUE if the statement is true, or FALSE if it is false.

- a) Insurance companies charge you for taking care of your home.
TRUE FALSE
- b) Always try to do car repairs yourself to save money.
TRUE FALSE
- c) Your electricity service may stop if you don't pay your bills.
TRUE FALSE
- d) A mortgage can be paid biweekly or monthly.
TRUE FALSE
- e) Driver's Education will teach you how to avoid speeding tickets.
TRUE FALSE
- f) If you buy a house, it will be more difficult to find insurance for a car.
TRUE FALSE

2. Rank the following in order of most important (1) to least important (5) when you are a home owner.

- a) Having a nice mailbox.
- b) Ensuring there are no gas leaks in your home.
- c) Paying your mortgage on time.
- d) Replacing all the old carpet.
- e) Fixing a leaky faucet.



Loans, Credit & Borrowing

3. Emilia is looking to get a loan for some home renovations. She was declined by the bank because of her credit score. She goes to a third-party lender that offers higher interest rates. She was approved, but the loan would cost almost double by the time she is done paying. Should Emilia continue with the renovations and the loan? Should she wait until she can improve her credit score?

Graphic Organizer

4. Use the graphic organizer on page 30 to determine the best route for financing.

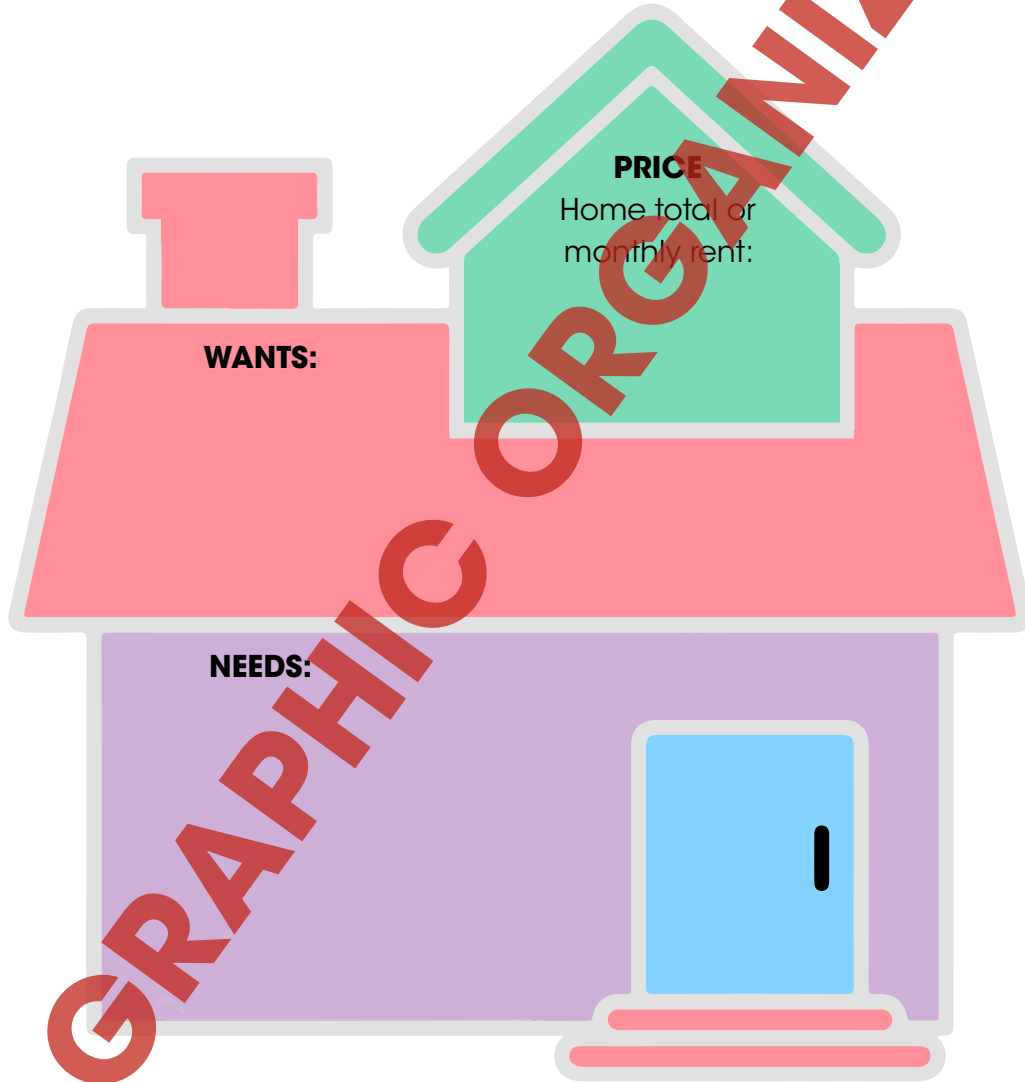
Imagine your next big purchase. Is it a car? Perhaps a new laptop? Maybe you are going on an all-inclusive cruise. How are you going to pay for it? In an ideal world, we would all wait until we have saved enough money for the big price tags. However, financing is often a more realistic way for people to do their business.

Choose something that you are looking to buy. It could be a distant dream or something you are getting in a few weeks. On the graphic organizer, you will chart how much it will cost if you finance it with different routes. For example, a bank may loan you the money for 6%, but a credit card would charge 19%. Choose 3 different finance methods. You will find interest calculators online free of charge. Once you've determined the interest charge, graph the totals. How much would each way cost you? What is the final price? What is the best choice? A little planning will save you a lot of pennies!



Negotiation Skills

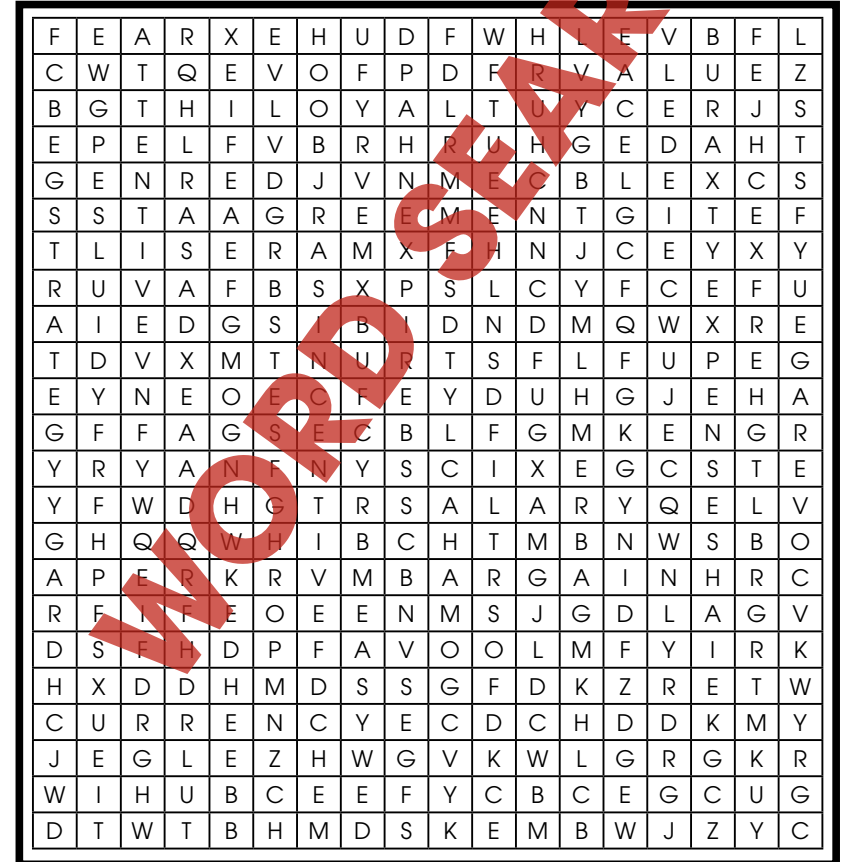
Wants Vs. Needs: Home Edition



Word Search

Find all of the words in the Word Search. Words are written horizontally, vertically, diagonally, and some are even written backwards.

- agreement
- attentive
- bargain
- coverage
- currency
- expenses
- expire
- incentive
- liability
- loyal
- perk
- salary
- strategy
- sum
- value
- wage



Comprehension Quiz

Part A

List 4 keys to a successful negotiation.

Part B

Complete each sentence with a word from the list.

- digital federal loan tangible credit card

- A _____ has a predetermined length and payment amount.
- Cryptocurrency exists only on a _____ platform.
- In Canada, the _____ government collects the goods and services tax.
- Your _____ can convert currency after you make a purchase.
- A house is an example of a _____ asset.

Money Across the Globe

Country	Currency Abbreviation	Currency Symbol
Canadian dollar	CAD	\$
US Dollar	USD	\$
United Kingdom	GBP	£
European Union	EUR	€
Japanese Yen	JPY	¥
Indian Rupee	INR	₹
Australia	AUD	A\$ AU\$
Mexican Peso	MXN	Mex\$
Chinese Yuan	CNY	¥



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1.

a) FALSE

b) FALSE

c) TRUE

d) TRUE

e) FALSE

f) FALSE

2.

a) 5

b) 1

c) 2

d) 4

e) 3

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1.

Answers will vary, but may include: Seo Yeon should do some research. She should look into asking the bank for a business loan. That way, she won't be personally liable.

2.

Answers will vary, but may include: Jackson should accept the loan from his mom. Even though it's not always a good idea to borrow money from friends and family, the downside to borrowing money from a cash advance place is too great. Due to the high interest, he could stay in debt for months or years. He should try to pay his mother back as soon as possible.

3.

- a) handy
- b) decade
- c) bureau
- d) exception
- e) perk
- f) liability

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Crossed off portions include: Purchased boat can only be driven between the hours of 11:00 A.M. and 3:00 P.M. Passengers must wear captain hats when they are driving the boat.

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- 1 B
- 2 D
- 3 C
- 4 A

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3.

Emilia should wait until she can improve her credit score (i.e. reducing debt) since the loan payments will be high for her budget.

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1.

a) LOAN

b) CREDIT

c) LOAN

d) LOAN

e) CREDIT

f) LOAN

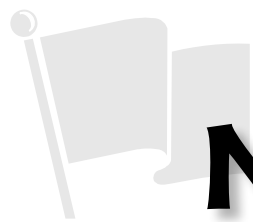
2.

a) D

b) B

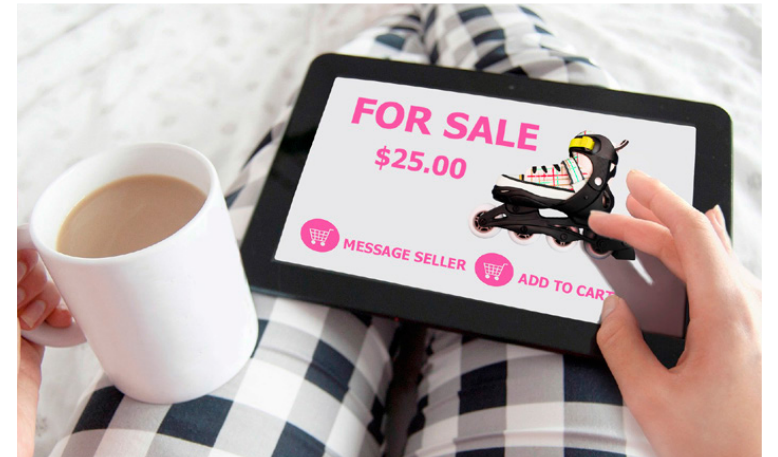
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EASY MARKING ANSWER KEY



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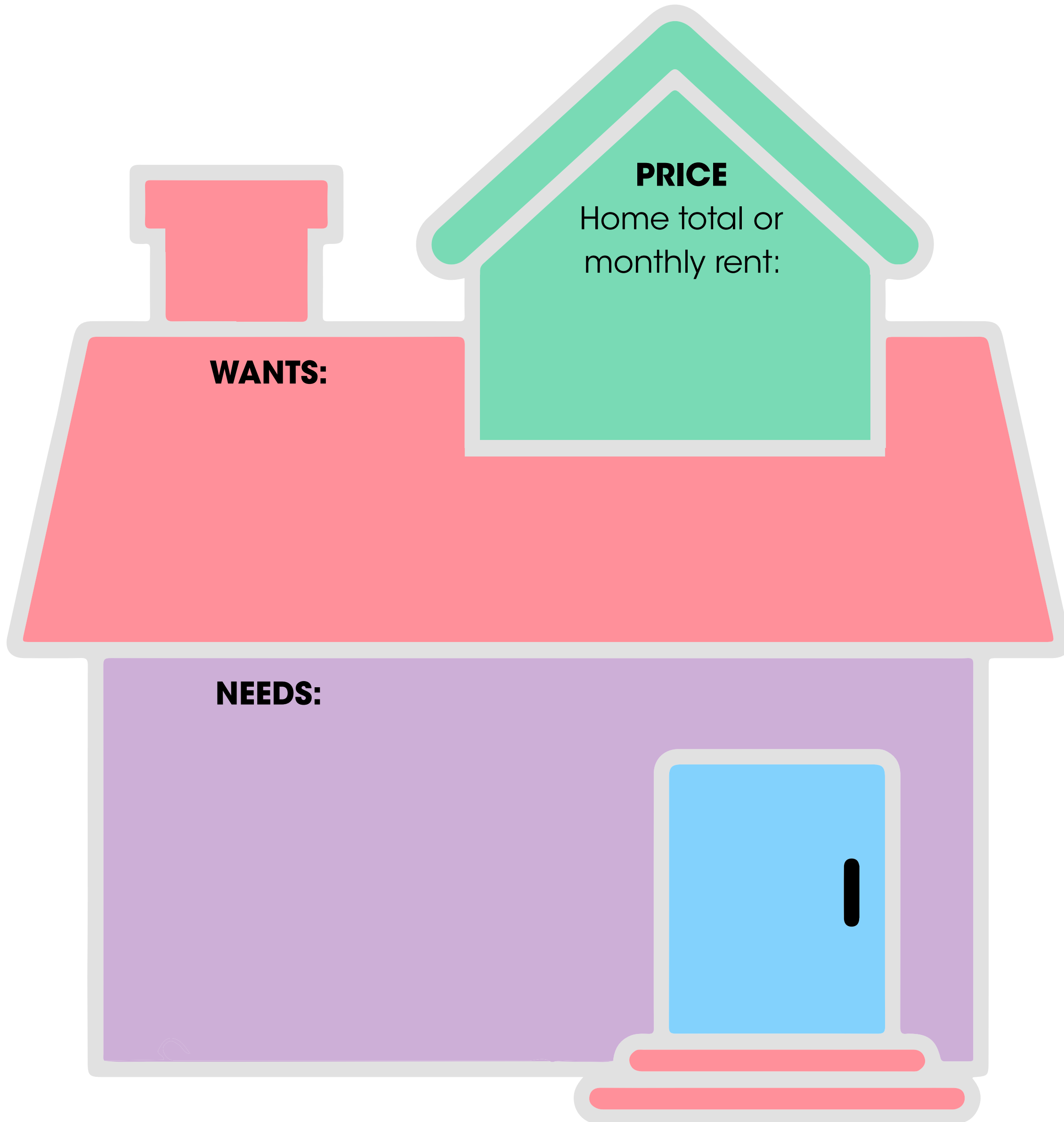
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Japanese Yen 	JPY	¥
Indian Rupee 	INR	₹
Australia 	AUD	A\$ AU\$
Mexican Peso 	MXN	Mex\$
Chinese Yuan 	CNY	¥