

# TGreen.org: Curriculum

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# TGreen.org: Day 1

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# Ice Breaker!

- Break into class circle
- Introduce yourself
- Share a story of something you have **regretted** purchasing and **why**

# What is Entrepreneurship?

- Discuss:
  - What is an Entrepreneur?
  - Difference between an entrepreneur and someone with a job?
- Activity:
  - Make a list of all entrepreneurs you know, personally or through media.

# The next big thing?

- Think of an invention or product you could sell to make yourself rich. Discuss your idea.



# Cashing Out

- Let's assume you sell your invention or idea for a million dollars.
  - What would your life look like five years from now?
  - Draw a picture or write a paragraph about it.



# Looking Ahead

- Five years from now, will you be **more** or **less** rich than today?
  - How will you determine who the 'richest' is?
  - What **metrics** will you use to determine success?



# Why are we here?

- What is TGreen.org all about? Why are students here?
  - What's the goal for TGreen?
  - What are your goals?

**TGreen Financial Literacy Internship**



# Survival of the Fittest


- Will everyone in the class **survive** the early steps of the program and be able to participate in getting **paid** and **charging** items?
- What do you think?

# Ground Rules

- What are rules any classroom needs to function smoothly?
- What kind of rules does a real job entail?
  - What happens if you show up late? First time? Third time?
- Copy the classroom rules into your notebook.

# Invoice

- Create a sample invoice and submit for your time.
  - Example -->

Student Name Address	
	
DATE:	
BILL TO:	
<hr/>	
DESCRIPTION:	
SIGNATURE:	TOTAL AMOUNT \$

# TGreen.org: Day 2

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# Social Security Cards



- What is your social security number used for?
  - How did you get one?
  - Do you know it by heart?
  - What organizations ask for your social security cards? Why should you protect your number?
  - What can happen if someone else, even a family member, gets your number?

# Quick Survey!

- Do you have a government Photo ID and a SS card? Or only a SS card?
- You must safeguard the cards until you need them in the near future.
- Homework: **Bring** yours in next class

# First Payday

- Students who show up on time, listen in class, and do the activities successfully can submit an invoice for \$5.00 in **pay**.
- Remember: The invoice should have the elements discussed from last class!
- At the end of class, students get a \$5.00 bill (cash) and in return mark “Paid” on the invoice, sign it, and hand in the invoice.



# Let's Discuss: Student Salaries

- Should students get paid to go to school? What are the pros and cons?
- What would happen if students got financial rewards for successfully going to school?
- Our parents didn't get paid to go to school. Does this make it right or wrong?
- What are other areas of life that people get money or rewards for working successfully?



# Reward vs. Punishment

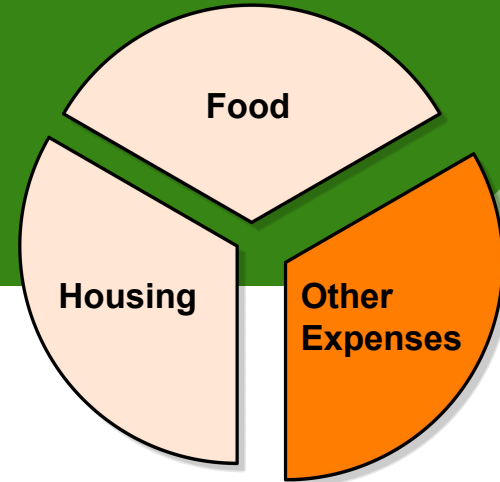
- Which is more effective?
  - The US Navy used to publically **lash** sailors as punishment. Now they publicly **promote** and punish privately.
  - Parents reward one-year old children when they walk.
  - Workers get bonuses and rewards for good work.
  - Why punish Teens/Children for bad behaviour?
    - Studies show rewards are much more effective.



# Activity: Let's Budget!

- Write down on a piece of paper how much money you think you will need to live when you are grown up.
- Any volunteers?
- Let's make a financial goal. **Double** your estimate! Only with hard work are you gonna get to your goals.

# Breaking Down Budgets



- Of a person's **monthly** salary...
  - 1/3 usually goes to food.
  - 1/3 goes to housing.
  - And 1/3 goes to other expenses.
- Draw a pie chart with three pieces on the board labeled "Housing," "Food," and "Other."
- Come up with different items that you must budget for each third of the pie.

# Expect the Unexpected!

- **Emergency Funds:** In a perfect world, everyone would save enough money so that they could live for 3 to 6 months if they stopped working due to injury or lay-off.
- In reality, almost half of all Americans have debts that they cannot to afford to pay off every month.



# Homework Recap

- Save at least \$2.00 of your pay and, at the next class, return with \$2.00 in order to pass to the next level.
- Students who have either a government Photo ID or a social security card or their social security number must return to class with them.
- **IMPORTANT:** Those do not have a government Photo ID or a Social Security Card will make arrangements with TGreen to apply for ID and a copy of their social security card.

# TGreen.org: Day 3

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# Ledger Your Homework!

- Did you bring back the \$2.00?
  - If you showed the money, \$2.00 goes in the debit column.
  - If you did not return with the money, \$2.00 goes in the credit column
- Update your ledger and turn it in.

LEDGER						
STUDENT NAME: <u>Sample</u>						
DATE	DEBIT	CREDIT	TOTAL BALANCE	STARTING CREDIT SCORE	CHANGE	ENDING CREDIT SCORE
1/15	\$2.00		\$2.00	600	+100	700
1/18		\$2.00	0	700	-100	600

# Bank Statements

- A bank statement (same thing as a ledger) looks at transactions like the one from the previous slide but from their point of view, which is opposite the customer.



# Let's Discuss: The Homework Results

- How many people saved and returned with \$2.00?
- Did they spend the \$3.00 as they previously wrote down? Why or why not?
- Should we give another round of money in the future to the people who didn't return with \$2.00?
  - If we do give them more money, should we impose different rules on them than the people who did the assignment?

# Borrowing Money

- In what situations do people borrow money? List examples.
- What would the students want to borrow money for?
- Is borrowing money a good thing or a bad thing?
- In Hamlet, Shakespeare wrote “Neither a borrower nor a lender be.” Is this always true?



# Being Rich vs. Wealthy

- What is the difference between being financially rich and being financially wealthy?



# Borrowing Money

- There are lots of situations where people borrow money...
  - to pay an unexpected bill
  - to buy a car
  - credit cards
  - to pay for college
- In each case, you're borrowing money from a lender with a promise to pay it back.



# Who are Lenders?

- At times a lender is family, friends, loan or pawn shop, banks, or angel investors.
- In each case, the lender makes money by charging you an extra amount in interest and fees over and above the amount of the loan itself.



# Loans

- For a loan, the cost of borrowing money mostly depends on three things:
  - How much you borrow, called the principal
  - How long you take to pay the money back, known as the term
  - The interest rate you're being charged.



## IOU Form

The undersigned hereby acknowledges that the present balance owing to \_\_\_\_\_  
of \$ \_\_\_\_\_ (the "company") by the undersigned is in the amount  
of \$ \_\_\_\_\_ including all accrued interest and other charges to date.

The undersigned further acknowledges that there are no credits, equities or setoffs against  
this agreed account balance.

Dated this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_.

\_\_\_\_\_  
Customer

# Percentages Activity

- I'm now going to split the class in half and have each group move to opposite sides of the room.
- I'm then going to use percentages to tell how many students should be on each side of the room.
- This can also be applied to interest rates.



# Dream House Activity

- In two minutes, draw a picture of the dream house you hope to live in someday. Imagine you are going to buy the dream house.
- What would you want to know before you pay for the house?
  - List all the items you would investigate, research, or check out before you bought the house.





# Loans on a House

- A loan on a house is secured by the house itself.
- If the loan is not paid back, the bank will foreclose on the house and the borrower then loses the house and the bank owns it.
  - A mortgage is the document that gives the bank the right to do this.



# What is a Mortgage?

- A mortgage is a document that the borrower signs stating the house has a debt to the bank on it, and the debt needs to be paid before the house is re-sold.



# What is a Title?

- How can a bank or a buyer confirm if a house already has debts on it?
  - Before making a house loan, Banks and borrowers hire an outside company – a Title Company -- to do a search.



# Steps to Buying and Selling a House

1. Listing	6. Mortgage Commitment
2. Offer	7. Title Search
3. Acceptance	8. Closing/ Transfer
4. Contract of Sale (aka Purchase and Sale Agreement)	9. Recording of Deed and Note and Mortgage
5. Due Diligence (Building Inspection, Environmental, Regulatory, Books and Records, Other)	

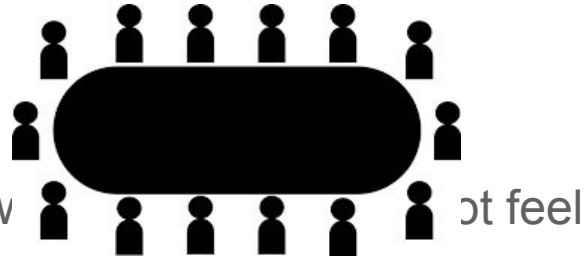
# Discussion: Loans

- Can someone get a loan without having income or without proving they are responsible with money? Why would that be a bad idea?



# Activity: Bank Loan Committee

- The class takes on the role of a bank loan committee, and each student (or pair of students) will pitch the “committee” for a loan in front of the class.
- Each student should try and convince the “committee” to give a loan, addressing
  - what it will be used for
  - how much would be fair to charge
  - how it will be paid back
  - and if it will be guaranteed
- We will then discuss as a class what loans we feel comfortable making.



# Homework

**IMPORTANT:** Students who have either a government Photo ID or a social security card or their social security number must return to class with them.

# TGreen.org: Day 4

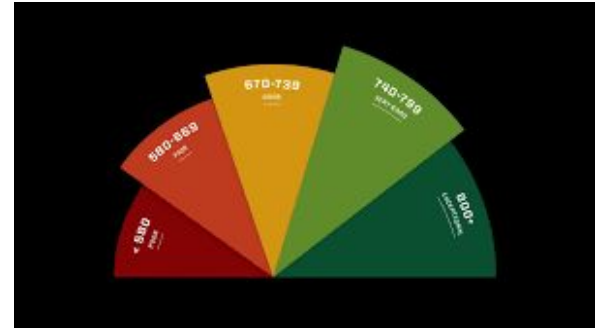
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# What is Credit?

- Credit is the ability to borrow money.
- Earning their trust is called establishing credit.



# Applying for a Credit Card

- Credit Cards are a special kind of loan. To get a credit card, a person must apply to a bank
  - A credit card application will have dozens of questions
  
- Why does the bank want all this information?



# How Spending on a Credit Card Works

- When approved, an applicant gets a credit card that gives the holder the right to buy things without putting any money down.
- The bank immediately pays the bill for you.



# Credit Card Payments

- Within 30 days, the bank sends a statement to the card holder detailing all their charges for the month and the amount owed.
- Within 25 days, the card holder, or “borrower,” must pay back the money borrowed to buy the merchandise.



# Credit Card Restrictions



- If the borrower does not pay the full amount owed within 25 days, banks then charge interest on the money owed.
  - If the borrower is late sending in the money, the banks impose late charges.
- Banks also decide how much money to allow each credit card holder to charge, or borrow. This is called a credit limit.
  
- How do you think banks decide the credit limit for each credit card holder?

# Credit Score

- People use credit cards for a variety of reasons, which include establishing a good credit history.
- What is a credit score?
- What companies create a credit score?
- How do these companies keep track of a person's credit?
- How many years can it take to repair bad credit?



# Activity: Credit Score Calculation

- Calculate your credit score!
- Everyone in this class starts at a credit score of 600.
  - If you returned with \$2.00, your credit score goes up by 100 to 700.
  - If you failed to return with the money, your credit score goes down by 100 to 500.
  - Partial reductions for partial return of money are allowed.



# What Would You do with Your Million Dollars?



## Some Things to Consider...

- Would you share the million dollars you got with anyone?
- Who would you share it with? Why?
- Would you loan it or give it?
- Would you want to know the person's credit score? Why or why not?
- What would you expect in return?
- Would you charge interest?
- How much interest?
- When would you want the interest paid to you?
- When would you want the original loan paid back to you? Do they have to be paid together?
- Do you think the loan would get paid back?
- What would you do if you didn't get paid back?
- What does the law allow you to do?



# Synonym Activity

Brainstorm Synonyms for Each Term

1. Loan
2. Principle
3. Interest
4. Note
5. Borrower
6. Lender
7. Default

# Let's Talk Interest!

- DISCUSSION: List scenarios in which interest raised are commonly used.

# Note Activity

- If you have returned with your \$2.00 you have proven that you have some responsibility with money, and you also have proven you are \$2.00 richer.
- You now get a loan for \$5.00!
- You must now prepare and sign a note with the following elements...

1. Name of Borrower
2. Address
3. Name of Lender
4. Date Money is Borrowed
5. Amount Borrowed
6. Date Loan is Due. (the next day)
7. Interest - \_\_\_\_\_ per month or any part of a month

# Interest Activity

- Calculate interest rates on a worksheet.
- Why do banks pay interest to people who put their money in bank accounts?



# Rule of 72

- What is it?
  - To estimate the number of years required to double an original investment at a compound interest rate, divide 72 by the interest rate (percentage).
  - For example, if a girl puts \$100 in an investment with a compounding interest rate of 6% per year, use the rule of 72 by dividing 72 by 6 = 12. In 12 years earning 6% interest, the girl's investment will be worth \$200 if she never withdraws any money

## THE RULE OF 72

$$\text{Doubling Time} = \frac{72}{\text{Interest Rate}}$$

# Individual Retirement Account (IRA)

- Two workers save money in an IRA every year. One deposits \$2,000 each year from the time he is 20 years old for ten years and then stops adding funds. Another worker starts at 30 years old and deposits \$2,000 a year until he is 65 years old. Assume the IRAs earns a steady compounded interest rate over the life of the IRA. At the age of 65, which worker has saved more?



# Homework

- Complete Interest Rate worksheet to gauge comprehension.
- Students who have either a government Photo ID or a social security card or their social security number must return to class with them.
- **IMPORTANT:** Students who do not have a government Photo ID or a Social Security Card will make arrangements with TGreen to apply for ID and a copy of their social security card.

# TGreen.org: Day 5

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# Fraud

- As someone once said, people are staying awake at night trying to figure out how to steal your money.
- Protecting your savings and finances is your duty once you start to earn and save money.



# Interest Rates

- What interest rate will a bank charge you for a loan on a house?
- At a hypothetical rate of 4 or 6%, if you borrow \$500,000, how much interest would you owe the bank after one year?



# Identity Theft and How to Protect Yourself!

- Protect Social Security and Credit Card numbers!
- Do not share your debit card or credit card number with anyone, including family members or boyfriends or girlfriends.
  - Frequently those close with you will “borrow” your number to buy something with the intent of paying you back but then not have the money to do so.



# Never Cash a Check for Someone!

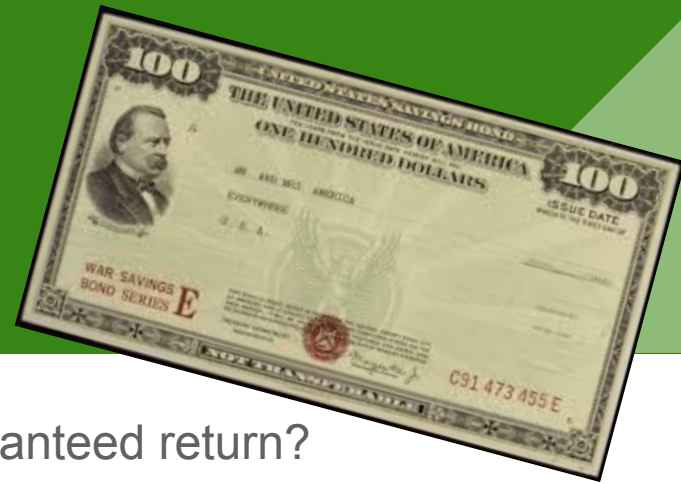


- This can be a scam!
- Someone gives a you a check that they say they need help cashing.
- Two days later, though, the bank informs you that the \$1,000 check bounced and they deduct the deposit from your account.

# Other Warning Signs of Fraud or Scams

RED FLAG	WHAT IT USUALLY MEANS
Hot Tips and Rumors	Not Backed by Facts or Illegal
Insider Information	Illegal and perhaps Bogus
Ground Floor Opportunities	Speculative Investment in a Company with No Track Record
Guaranteed Profits or High Returns	Nothing is guaranteed. Professionals never use that word. High risk.
Quick Profits	Quick Profits for the Scamer
Pressure to Buy Quickly	Investment will not stand up to scrutiny or research.
Penny Stock that Will Go Up Quickly	All penny stocks crash, and it may be right after you buy it.

# Bonds



- What is the closest an investor can get to a guaranteed return?
  - Most investors around the world agree that buying U.S. Bonds is the safest investment.
- The risk that the government will not pay back the bond is very small.  
Why?
  - In the U.S., we have a stable political system and government that has paid its obligations for almost 250 Years.
- Do you believe the government will always pay its debts? What is the risk that the government will not pay someone back?

# TGreen.org: Day 6

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# Review Credit Card Statements and How to Handle Credit Cards

- A credit card is a loan.
- What happens when you buy a \$30 sweater at Target with a credit card?
  - The bank transfer the money to Target almost immediately, which means the bank just loaned you the money to buy the sweater. When the credit card statement arrives, the buyer has about 21 days to pay back the loan from the bank before the bank starts to charge interest and late fees.
- What to Review
  - Print out copies of a credit card statement for students to review.
  - Topics for study:

Statement Date	Payment Due Date	New Balance
Minimum Payment	Interest Rate	Late Fee



# What to Review

- Compare interest rates on a credit card to interest rates on a home mortgage and on a bank account.
- How do banks make money issuing credit cards if they don't charge you when you pay it back on time? Most people don't pay it back on time. Also, the merchant has to pay the bank 2-3% of the cost of the sale to the bank. If you buy a meal for \$100 and charge it, the restaurant is only given \$97 by the bank.

# What to do in the Following Cases?

Lost Credit Card

Stolen Credit Card

Unauthorized use by family friend

Unauthorized use by unknown person



At any time, a user can call the bank and have the credit card number canceled. The bank will issue a new card with a new number and mail it within 10 days.



# Lottery Exercises

1. I will break the class into groups
2. You will then read the article on Lottery Winners
  - a. 8 Lottery Winners Who Lost Their Millions



# Discussion: Lottery Exercises

1. What choices are individuals forced to make if they are to win the lottery?
2. Do lottery winners take home all their earnings at once?
3. Why do all these lottery winners go broke?
  - a. Answer: They spend their money rather than living off the interest.
4. Lottery winners and professional athletes who faced money troubles and bankruptcy (NPS p. 219). What is delayed gratification?
5. We will now use these percentages discuss a loan activity.

# Discussion

- What extra credit or payments can students do or make to repair their credit?
  - The more students who pay back their loans, the lower interest rates TGreen can charge the group and the more money everyone will get back.
- If the extra credit is too easy, there will be less of an incentive for loans to be paid back and everyone will end up with less money because interest rates will be higher. The students who returned with \$2.00 or did the extra credit as determined by consensus in the class sign their note and get the \$5.00.
  - All students who are eligible must accept the loan.
  - The note requires payment of interest each month or any part of a month. The interest rate should be 5% if everyone returned with \$2.00 or 50% if less than half the class did. Adjust the rates to interim amounts as needed.

# New Invoice!

- Students who show up on time, listen in class, and do the activities successfully can submit an invoice for \$5.00 in pay. The invoice must have the following elements...

Name

Address

Date

To whom the invoice is being submitted

Description of the job they did to earn the money

Total Amount Due

At the end of class, you will get \$5.00 cash and in return mark “Paid” on the invoice, sign it, and hand in the invoice.

# Activity

- Write down or draw a picture of what they are planning to do with the money and hand in the document.



# Homework

- At the next class, you must return with the \$5.00 loaned and the interest of 25 cents (if interest was 5%).
- Each student must pay back the loan in order to advance to the next level.

Interest Rate	Amount Due on \$5.00
5%	25 cents
10%	50 cents
15%	75 cents
20%	\$1
25%	\$1.25
40%	\$2.00
50%	\$2.50



# TGreen.org: Day 7

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# Pay Back Loans

- Those who did not return the money or do the extra credit owe \$6 and can't go on to the next level.
- Credit scores will also be adjusted

# Charity and Donations

- Giving charity is part of what happens when people have money. Often we want to help people less fortunate than us.
  - What is an appropriate amount of money for a person to give away every year?
- The government encourages charity by making donations tax-deductible on our taxes.
- Does anyone in the class currently give to a charity? Which one and why?



CHARITY  
AND DONATION



**CHARITY NAVIGATOR**  
Your Guide To Intelligent Giving

# Going Out and Giving Back

## Activity

- I will put together teams of 2 to 3 student
- Each team will be given cash
- You must them go out as a group, onto a street or public area, and use the money for charity or to help someone in need.
- The teams will them return and share what they did with the money and why?

# Discussion

- Describe what your group decided to do with the money and why. Was anyone able to leverage the money so that it created an impact beyond the original amount?

# Taxes

- What taxes can a person expect to pay?



# TGreen.org: Day 8

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# Start a Business

- Brainstorm an idea for a business
- Write a Business Plan or draw a picture of their business.
  - Write a paragraph describing how their business is going to function and how the business is going to make money.





# Did You Pay Back Your Loan?

- If you did you will receive \$5.00 to invest into your business!



# Terms to Know

Equity or Capital

Stock

Ownership

Return on Investment (ROI)

Expenses

Revenue

Net Income

# Stock Activity

- I am going to randomly select how much the stock you have invested in will go up or down.
- What happened to your investment?



# Career Choices

- What is the difference between getting a job and starting a business?
- What are the pros and cons?
- Is one easier than the other?
- Both can be stressful and entail hard work, so what is the point of doing either?
- Who are your role models for both?



# What it Means to Have A Job

- Regular Hours
- Steady pay
- Responsibilities end when you go home
- Taxes are less complicated
- Not responsible for company debts



# What it Means to be an Entrepreneur

- Your own boss
- You chart the company's direction and strategy
- Ultimate Responsibility
- Longer and Flexible hours
- Income varies



# TGreen.org: Day 9

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# CEO Guest Speaker

- A special guest will be coming in to discuss their her rags-to-riches story of entrepreneurship, adversity, and success.





# “The Key to Success? Grit.”

- We will now be watching a [video](#) by Angela Lee Duckworth

# TGreen.org: Day 10

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# Resumes

- Sample Resume

**Jane Ahlgren**  
PMP, RN

Passionate healthcare PMP with 10+ years experience managing various projects in a high-volume hospital. Cut costs by 32% in 6 months, dropped stockroom waste by 65%, and reduced wasted foot traffic by 88% across all nursing staff and departments. Seeking to leverage strong leadership skills and expertise to increase profitability for C.S. Mott Children's Hospital.

**Experience**

**2006-05 - 2017-01** **Project Manager**  
Siron Hospital, ME

- Oversaw all major hospital projects for 10+ years, focus on cost reduction.
- Oversaw the "Just in Time Restock" project. Cut stockroom waste by 65%.
- Implemented the highly successful Lean Training and Six Sigma projects for all employees. Cut costs by 32% in less than six months.
- Created our popular supply room relocation project. Cut wasted foot traffic by 88% across all nursing staff and departments.

**2002-09 - 2006-05** **Chief Nursing Officer**  
Siron Hospital, ME

- Nursing leader for all 87 nurses with multiple project management duties.
- Switched nursing staff to new scheduling system for better cost management.
- Implemented a new cost tracking project to ratchet down stockroom waste.
- Managed project for lean training of all nurses.

**2000-03 - 2002-09** **Charge Nurse, Maternity**  
Siron Hospital, ME

- Led team of 15+ Maternity Ward nurses for two years.
- Organized and coordinated a project to donate expired supplies and equipment to overseas charities. Recouped over \$32,000 in tax deductions.
- Implemented a new patient tracking system to cut redundant data collection.
- Initiated project for better gowning techniques. Infection-related complications dropped 15% after project's end.

**Education**

**2008-10 - 2008-07** **Project Management Institute**  
Received Project Management Professional certification from PMI.

**1996-09 - 1999-05** **University of Southern Maine, BSN**

- Addressed Postgraduate Fellowship to study advanced nursing techniques.
- Managed a student project to develop a weekly nursing podcast.
- Graduated Summa Cum Laude

**Certificates**  
PMP, RN

**Conferences**

**2014-10** Guest Speaker, Northeast Shingo Lean Conference

**Licenses**  
RN (73829)

**Personal Info**

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**E-mail**  
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**WWW**  
www.janeahlgren.com

**LinkedIn**  
www.linkedin.com/in/jane-ahlgren/

**Skills**

**Leadership**  
●●●● Expert

**Agile and Scrum**  
●●●● Advanced

**Business Process Improvement**  
●●●● Expert

**Skilled in Keynote, MS Office**  
●●●● Expert

**Project Scheduling**  
●●●● Advanced

**Strategic Planning**  
●●●● Intermediate

**Communication Skills**  
●●●● Expert

**Languages**

**Chinese**  
●●●● Advanced

**Spanish**  
●●●● Intermediate

# Reviewing the Resume

- Look at the grammar, word choice, layout, and style.
- What works and what doesn't work?



# Dressing to Impress

- Business Dress and Attire
- What Does that Entail?



# The Handshake

- We will now practice a proper handshake



# Job Interviewing Activity

- You will choose one of these job interviews
  - Retail
  - Television Show Production assistant
  - Bank management trainee
  
- Can the class guess what type of job you are applying for based solely on body language?



# Homework

- Prepare a Resume
- Notes and Things to Remember
  - [Creating The Effective Resume](#)



# TGreen.org: Day 11

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# Applying for Credit Cards and Checking Accounts!

The Wells Fargo logo is centered on the page. It consists of a dark red square background. Inside the square, the words "WELLS" and "FARGO" are stacked vertically in a bold, yellow, serif font.

**WELLS  
FARGO**

# Owning v. Renting

A red rectangular sign with a white border. The top half contains the text "FOR RENT" in bold white capital letters. The bottom half is a solid white rectangle, serving as a placeholder for contact information.

**FOR RENT**

A red rectangular sign with a white border. The top half contains the text "FOR SALE" in bold white capital letters. The bottom half is a solid white rectangle, serving as a placeholder for contact information.

**FOR SALE**

- If you want to be renting in 5 years move to the right side of the room.
- If you want to own a house in 5 years move to the left side of the room
- Debate why your choice is better?

# Owning v. Renting

OWNING	RENTING
Grounded, Part of a Community	Mobility
Sense of Accomplishment	Better Cash Flow
More Space	No Down Payment
Interest and Taxes are Deductible	No Unexpected Repair Cost
Appreciation of Investment over time	One Call for Repairs
Can Rent Extra Space	

# Terms

- Mortgages
- Amortization
- Principal
- Interest
- Mortgage Amortization Tables
- Self-liquidating mortgage

# Submit an Invoice

- If you have been responsible and attentive in class...
- You may submit an invoice for \$25.00 in pay
- The money will be transferred into your checking account within 7 days
- However, you must save all the money for the time being



# TGreen.org: Day 12

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Andy Cohen  
Rock Properties  
973-624-0001  
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# Bank Discussion

- What are the advantages and disadvantages of keeping money in the bank?
- What are the risks of losing your money?





# Interest Payment

- Students who did not spend the money are given a special \$5.00 interest payment in cash by TGreen.
- How much interest did they earn from the bank?

# Virtual Road Trip

- We are going on a virtual road trip

TYPE	COST	DEDUCTIBLE
No Insurance (Self-Insure)	0	N/A
BASIC	\$1	\$3
GOLD	\$2	\$1

# Insurance Terms

- Premium
- Beneficiary
- Deductible
- Coverage
- Policy
- Policy Owner

# Quiz

	INSURANCE QUIZ	DEFINITIONS
	What the Insurance Covers	A CLAIM
	How Much You Have to Pay for the Insurance Every Year	B POLICY
	The Person Who Gets the Money <u>From</u> the Insurance Company When It's Paid	C OWNER
	The Person in Control of the Insurance	D LOSS
	What the Insurance Contract or Agreement is Called	E PREMIUM
	The Event that Triggers Your Need for the Insurance	F BENEFICIARY
	What You Submit When You Need to Use the Insurance	G COVERAGE
	The Part You Are Responsible for that the Insurance Company Does Not Pay	H DEDUCTIBLE

# TGreen.org: Day 13

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# Time to go Shopping



# Consumerism

- Saving vs. Spending
- Brainstorm ways to save money right now
- Share your Ideas



# Consumer Reports and Reviews



VS.





# Car Decisions

- Which car would you choose if it was given to you as a gift?
- After reading the review... would that car be a wise choice?
  - What criteria make it a smart or poor choice?



# Warranties

- Are they worth purchasing?



# Partnerships, Marriage, Divorce

- What are the advantages and disadvantages of starting a business with a partner?



# Discussion



- What topics should business partners discuss and write into a partnership agreement before forming and investing in a business?
- Should engaged people discuss and create a prenuptial agreement before they get married?
- What if one person has lots of assets?
- Would it hurt feelings or lower trust before the marriage?

# “The Happy Secret to Better Work” by Shawn Achor.



# TGreen.org: Day 14

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Andy Cohen  
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# Field Trip

- We will be exploring different job opportunities and career paths at this company.
- As well as discussing strategy, finances, and challenges with the owner or senior level management.

# TGreen.org: Day 15

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# Credit Card Statements

- Look at the elements of the credit card statement.

**Account summary**

5	Opening Balance	\$13,048.45	Account Number:	XXXX XXXX XXXX	1
	Payments & Credits	\$500.00 CR	Statement Period:	01/01/2019 to 01/02/2019	2
	Purchases, Cash Advances,		Credit Limit:	\$14,000.00	3
6	Charges & Interest	\$73.30	Available Credit:	\$1,378.25	
	Closing Balance	\$12,621.75	Current Payment Due:	14 February 2019	4

**Important messages**

**PAY YOUR ACCOUNT BY INTERNET BANKING OR AT A WESTPAC BRANCH. FOR MORE DETAILS VISIT [WWW.WESTPAC.CO.NZ](http://WWW.WESTPAC.CO.NZ)**

**7 hotpoints® summary** - For the month ending 1 February 2019

OPENING BALANCE	Minimum*	Bank	hotpoints REDEEMED	hotpoints EARNED	CLOSING BALANCE	YOUR hotpoints WILL EXPIRE ON
111	222	444	555	666	777	Mar 19 111
						Apr 19 222
						May 19 333

To redeem your hotpoints, call 0800 891 862 between 9.30am and 5pm, Monday to Friday or visit us at [hotpoints.co.nz](http://hotpoints.co.nz)

Minimum Payment: If you only make the minimum payment each month, you will pay more interest and it will take you longer to pay off the card's balance. Visit [www.westpac.co.nz/creditcards](http://www.westpac.co.nz/creditcards) to calculate how you can pay off your credit card balance faster and pay less in interest.  
Westpac New Zealand Limited [westpac.co.nz](http://westpac.co.nz)  
Page 1 of 2

**Payment Slip** XXXX XXXX XXXX  Please include this slip with your payment

Sam Sample 123 Sample St Auckland 1234	Closing Balance	\$12,621.75	8
	Overdue Payment (pay now)	\$0.00	9
	Current Payment	\$254.00	
	Current Payment Due	14 February 2019	
	Total Minimum Payment Due	\$254.00	10
	Account Number	XXXX XXXX XXXX	

Amount paid \$ \_\_\_\_\_



⑈0000⑈ ⑆000000000000⑆ ⑆0000000000⑆ ⑆0000000000⑆

# Validation and Mirroring

- These are two of life's great skills that will facilitate many relationships, including with bosses, customers, friends, and spouses

# Mirroring

- a communication method of repeating back to someone what they just said.

Speaker (crying) – “My mother never loved me.”

Listener (neutral tone) – “I hear you telling me that your mother never loved you.”

Speaker (angry) – “This cell phone you sold me is a piece of junk because the speaker only works part of the time.”

Listener – “You are saying that the cell phone is junk because the speaker only works part of the time.”

# Validation

- In validation, you the listener empathize with the speaker, feel in your gut exactly what he or she is feeling (mirror the emotion), walking in their shoes so to speak, and then you verbally confirm for the speaker that you understand what he or she is feeling.

Speaker – “My mother never loved me.”

Listener – “Not being loved by your mother must make you feel awful.”

Speaker – “This cell phone you sold me is a piece of junk because the speaker only works part of the time.”

Listener – “I totally understand how having a cell phone that doesn’t work must make you completely angry.”

Speaker – “I think you stole \$20 out of my wallet.”

Listener – “Having money stolen is the worst feeling. Let’s see if we can figure out what happened to it.”

# What NOT to do

Speaker – “My job at McDonald’s is killing me. I don’t think I can take it anymore.”

Listener (sarcastically) – “Flipping burgers all day must be really difficult.”

- Patronizing the speaker will get you the opposite effect that you want.

# Why Mirror and Validate?

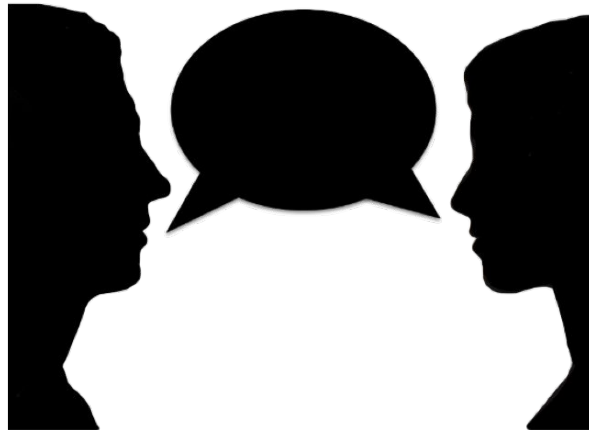
- Using these techniques puts you in control of a potentially difficult or even disturbing conversation rather than be a victim of it.

# It's Not About the Nail by Jason Headley

- Raise your hand when Jason starts validating his girlfriend's feelings
- Watch for his girlfriend's reaction to Jason's validation
- [It's Not About the Nail](#)

# Partner Activity

- We will now break into pairs
- Have each person state something emotionally intense, and then your partner will have to mirror and then validate your sentence.
- The switch roles





# Submit an Invoice!

- If you have been attentive and responsible for the entirety of this class...
- You may submit an invoice for \$25.00 on your credit card.
- You may also take your credit card out of class for a short period of time
- If you spend less than the \$25.00 you will get a one-time special bonus.

# CONTINUING

- For at least 6 months, you guys will repeat the above cycle monthly, getting paid \$25 and charging up to \$25.00 on their credit cards. TGreen monitors the statements for charges within the allowed amount and timely payments. Students who show responsibility may keep their credit cards.
- Any money students save at the end of the program will get doubled by TGreen.