

# MONEY PALS

PART TWO

Being Cool with Cash





# MONEY PALS

Being Cool with Cash



NATIONAL ENDOWMENT FOR  
FINANCIAL EDUCATION

*Partnering for Financial Well-Being*



The Annie E. Casey Foundation

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# Table of Contents

## INTRODUCTION

NEW WAYS OF SHOPPING . . . . .



2

## CHAPTER I

MAKING MONEY LAST . . . . .

4

- ❖ THE CASE OF THE MISSING MONEY . . . . . 5
- ❖ LIONEL'S SPENDING DIARY . . . . . 7
- ❖ LIONEL'S SPENDING PICTURE . . . . . 8
- ❖ LIONEL PLUGS HIS SPENDING LEAKS . . . . . 8
- ❖ A SPENDING PLAN IS REALLY A SAVINGS PLAN . . . . . 10
  - Show what you know* . . . . . 10
- ❖ IT ALL ADDS UP! . . . . . 11
- ❖ YOUR OWN SPENDING DIARY . . . . . 12
- ❖ HOW WOULD YOU SPEND IT? . . . . . 13
  - The Seventeenth Street neighborhood fair* . . . . . 14

## CHAPTER 2

BE A SMART SHOPPER . . . . .

16

- ❖ GUESSING THE RIGHT PRICE GAME . . . . . 18
- ❖ FINDING THE BEST PRICE . . . . . 19
- ❖ YOU TRY IT! . . . . . 19
- ❖ GETTING GOOD VALUE . . . . . 20
- ❖ THE PULL OF ADVERTISING . . . . . 21
- ❖ THE BEST PLACE TO SHOP . . . . . 22
- ❖ SLOW DOWN THE PROCESS . . . . . 23
  - Shopper's review* . . . . . 25



### CHAPTER 3

<b>SHARING WITH OTHERS</b> . . . . .	<b>26</b>
❖ SHARING YOUR MONEY . . . . .	30
❖ SHARING YOUR THINGS . . . . .	31
❖ SHARING YOUR TALENTS . . . . .	32
❖ GIVING BACK TO YOUR COMMUNITY . . . . .	34

### CHAPTER 4

<b>DARE TO DREAM</b> . . . . .	<b>36</b>
❖ WHEN I AM A GROWNUP... . . . .	37
❖ REACHING HIGH . . . . .	40
<i>Profile: Jaime Escalante</i> . . . . .	40
<i>Profile: Barbara Jordan</i> . . . . .	41
❖ WHO ARE YOUR HEROES? . . . . .	43
❖ LEARN MORE . . . . .	44



<b>ACKNOWLEDGMENTS</b> . . . . .	<b>46</b>
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## Introduction

# New Ways of Shopping

**I**n Part One of *Money Pals: Being Cool with Cash*, we talked about what money is and what it can do for you. We even showed how money can be fun because it can help you get what you want. In Part Two, we'll focus on the following:

- ❖ “stretching” your money
- ❖ shopping with your brain as well as your wallet
- ❖ having the pleasure of sharing your money and talents
- ❖ looking at people who made a difference—with their money and their minds

**“Three grand essentials to happiness in this life are something to do, something to love, and something to hope for.”**

**—JOSEPH ADDISON**

Mostly, Part Two of *Money Pals: Being Cool with Cash* is about shopping. After all, isn't shopping just learning about things and making decisions? Right now, you might think that shopping is just looking at the items in a store and deciding what to buy. That's one form of shopping. But, there are other forms of shopping, too.

For example, thinking about the kind of life you want when you are a grownup is a form of shopping. You shop when you explore the education you'll need someday. You also shop when you find people who are in need of your help. Finally, you shop when you find people who inspire you and help you on your way.

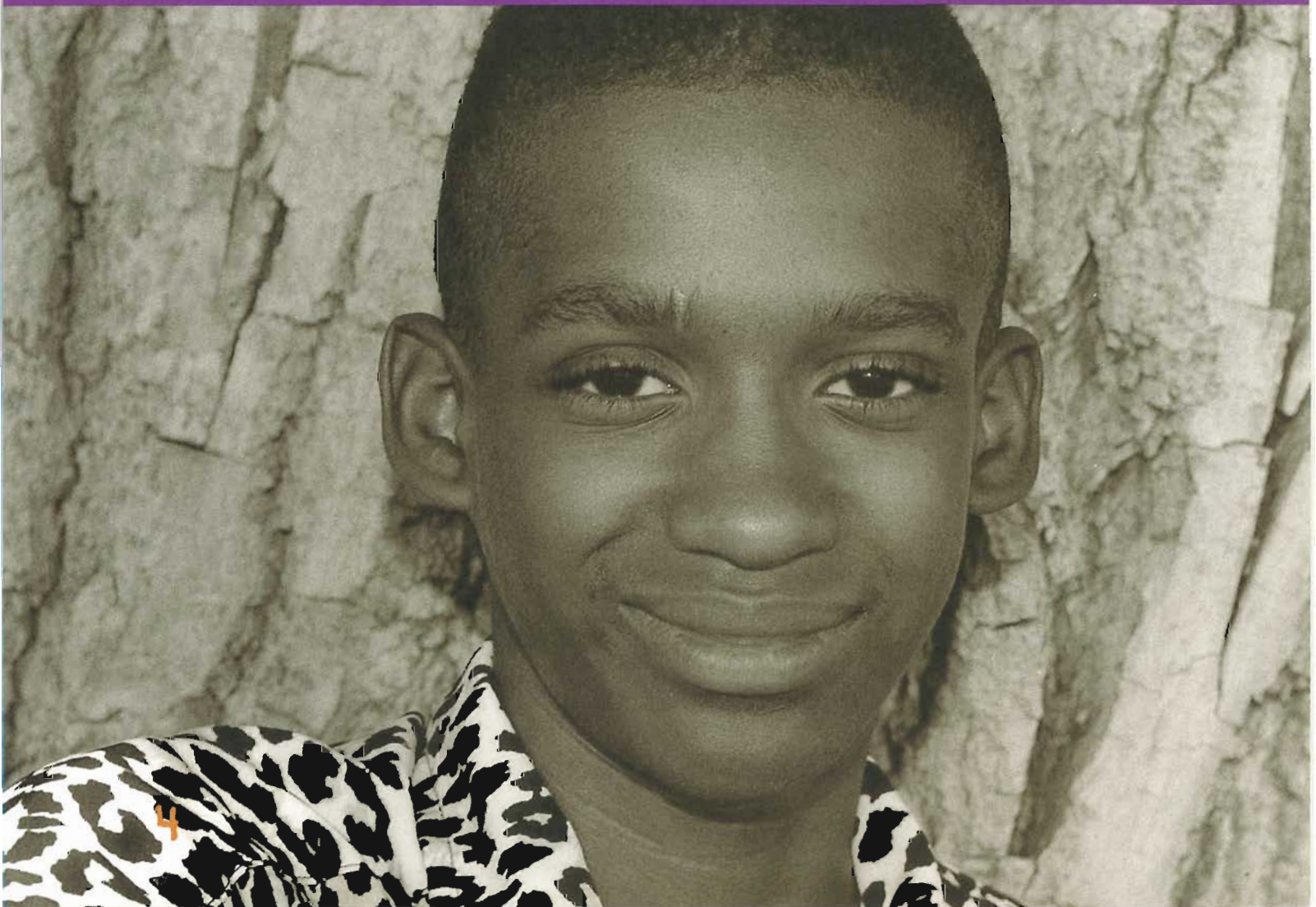
So, shopping is serious business. Shopping is fun, too, because you get to make the decisions. We sincerely hope one of the decisions you will make is to create an inspiring and fulfilling life. It's what you deserve!



CHAPTER

1

# Making Money Last





**T**o learn to spend smart, you first need to know where your money goes. Maybe right now, you do not have a lot of money to spend. When you are a little older, you can get a part-time job and make money. Let's see how Derek's older brother, Lionel, learned about spending.

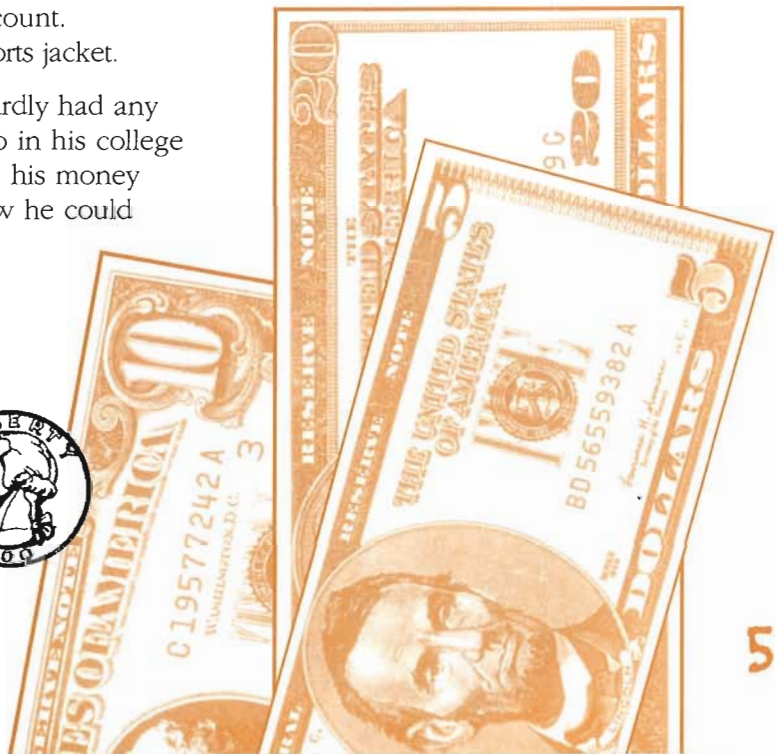


## The case of the missing money

Lionel has a great summer job. During the week and on weekends, he takes tickets at the Westwood Movie Theater. Each week, he works 35 hours and is paid \$6 an hour. At the end of the week, he has made \$210.

Lionel was saving most of his money for college. Each week, he put \$110 of the money he earned into his savings account. Lionel also wanted to buy an NFL sports jacket.

But at the end of each week, Lionel hardly had any money left of the \$100 that did not go in his college fund. He was not sure exactly where his money was going. He also did not know how he could buy the jacket.





One week, one of the movies showing was "Detective Jackson Strikes Back!" It was about a detective who used clues to find a missing package.

The movie gave Lionel an idea! Lionel would act like Detective Jackson. He came up with a plan to track just where his money was going. That way, he could find ways to save more money and get his football jacket. Here are the questions Lionel asked when he became a detective to find his missing money. Can you answer them, too?

1. How much money does Lionel make each week? \_\_\_\_\_
2. How many hours does he work each week? \_\_\_\_\_
3. What does Lionel get paid for an hour of work? \_\_\_\_\_
4. How much money does Lionel put in his college fund each week?  
\_\_\_\_\_
5. How much money does Lionel have left to spend each week?  
\_\_\_\_\_
6. Name two savings goals of Lionel's. \_\_\_\_\_  
\_\_\_\_\_

Answers: 1. \$210. 2. 35 hours. 3. \$6. 4. \$110. 5. \$100. 6. College and a football jacket.



# Lionel's spending diary

Lionel used a small notebook to keep track of how he spent money. Whenever he bought anything, he put the receipt in his wallet. Each night, he wrote down in his notebook everything he had bought that day.

At the end of the week, this is what Lionel's spending diary looked like.

Date	I bought:	It cost:
June 6	Pizza and a large soda	\$11
June 6	Gas for my car	\$10
June 7	Two large candy bars and a soda	\$3
June 8	Hamburger meal with extra fries	\$5
June 8	CD	\$13
June 8	Sports magazine and an auto magazine	\$8
June 9	Two hamburger meals with fries	\$10
June 9	T-shirt	\$5
June 10	Two large candy bars and a soda	\$3
June 10	Socks	\$3
June 10	Fried chicken and a large drink	\$6
June 11	Two movie video rentals	\$7
June 12	Two hot dogs and a soda	\$5
June 12	Ticket to college basketball game	\$7
	<b>Weekly Total:</b>	<b>\$96</b>

Lionel had spent \$96 in one week! He couldn't believe it! No wonder he had hardly any money at the end of the week!

# Lionel's spending picture

Lionel wanted to know what kinds of things he spent most of his money on. He put his costs into one of four groups: (1) clothing, (2) entertainment, (3) food and drink, and (4) other.

Here's what he discovered:

<b>Food and Drink</b> \$11 pizza and a soda \$3 candy bars and sodas \$5 Cheeseburger and extra fries \$10 Two hamburger meals with fries \$3 candy bars and sodas \$6 fried chicken and large drink \$5 two hot dogs and a soda <b>Food and Drink Total: \$43</b>	<b>Clothing</b> \$5 T-shirt \$3 socks  <b>Clothing Total: \$8</b>
<b>Entertainment (Ways to Have Fun)</b> \$13 one CD \$8 two magazines \$7 two movie rentals \$7 a ticket to the basketball game <b>Entertainment Total: \$35</b>	<b>Other Costs</b> \$10 gas (College Savings: \$110)  <b>Other Total: \$10 (plus \$110 for college savings)</b>

Lionel found out that he spent most of his money on food and entertainment. He didn't really need these things, so he made a plan to save more money each week.

# Lionel plugs his spending leaks

Lionel decided he wanted to save another \$25 each week. He made a plan to save about \$15 on food. He did this by cutting out candy and soda at work and eating two more meals a week at home. Next, he decided to save \$10 a week on entertainment by getting magazines and CDs less often, like every other week. That way, each week, Lionel would have at least \$25 more.

Lionel knew the football jacket would cost \$75. He figured he could save enough money in three weeks to buy it.

Saving on food each week	\$15
Buying fewer magazines and CDs	\$10
<b>Total savings each week</b>	<b>\$25</b>

Since the jacket cost \$75 and Lionel was saving \$25 a week, he was able to buy the jacket in three weeks ( $\$75 \div \$25 = 3$ ).





# A spending plan is really a savings plan

Lionel developed a plan for getting the NFL jacket. He came up with a way to save \$25 each week by making a spending plan. What is a spending plan? It is like making a road map for your money.

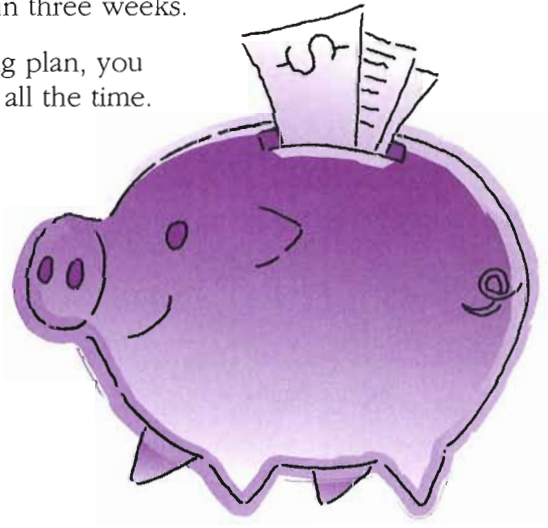
Before Lionel could make a spending plan, he had to know how much money he makes each week. In his spending plan, Lionel spelled out exactly how much money he would spend on things. Lionel followed his spending plan and saved the money he needed to buy the jacket he wanted. That's why a spending plan really is a savings plan.

## Show what you know

### True or False?

- |                          |                          |   |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | <b>1.</b> To make a spending plan, you need to know how much money you make each week.                            |
| <input type="checkbox"/> | <input type="checkbox"/> | <b>2.</b> Lionel's spending plan helped him find a way to save \$40 each week.                                    |
| <input type="checkbox"/> | <input type="checkbox"/> | <b>3.</b> A spending plan is your savings plan, a road map for saving.  |
| <input type="checkbox"/> | <input type="checkbox"/> | <b>4.</b> Lionel's spending plan helped him save \$25 each week so he could buy a football jacket in three weeks. |
| <input type="checkbox"/> | <input type="checkbox"/> | <b>5.</b> When you follow a spending plan, you can buy anything you want all the time.                            |

**Answers:**  
**1.** True. To make a spending plan, you need to know how much money you make and then come up with a plan for how much you will spend and how much you will save.  
**2.** False. Lionel's plan was to save \$25 each week.  
**3.** True. A spending plan spells out how you will spend your money.  
**4.** True. Lionel's spending plan had both a savings goal each week and enough time (3 weeks) to save it.  
**5.** False. A spending plan is a way to control your expenses so that you have money left over to save.



# It all adds up!

It's easy for money to slip through our fingers. That 50¢ cookie or brownie you buy at school every day adds up over time. Let's see how much money the kids below could save if they cut back some of their regular expenses.

Allen buys a brownie (50¢) at school during lunch every day. He spends \$2.50 each week. By the end of the school year (36 weeks), he will have spent \$90!

How much would Allen save in a year if he only bought a brownie one day a week?

Allen's old plan	Allen's new plan
Brownie every school day for a week	Brownie once a week
Cost of brownie for the week: $50¢ \times 5 = \$2.50$	Cost of brownie for the week: 50¢
Cost of brownie for a year: \$90 ( $\$2.50 \times 36$ )	Cost of brownie for a year: \$18 ( $50¢ \times 36$ )

With his new plan, Allen could save \$72 a year! ( $\$90 - \$18 = \$72$ )

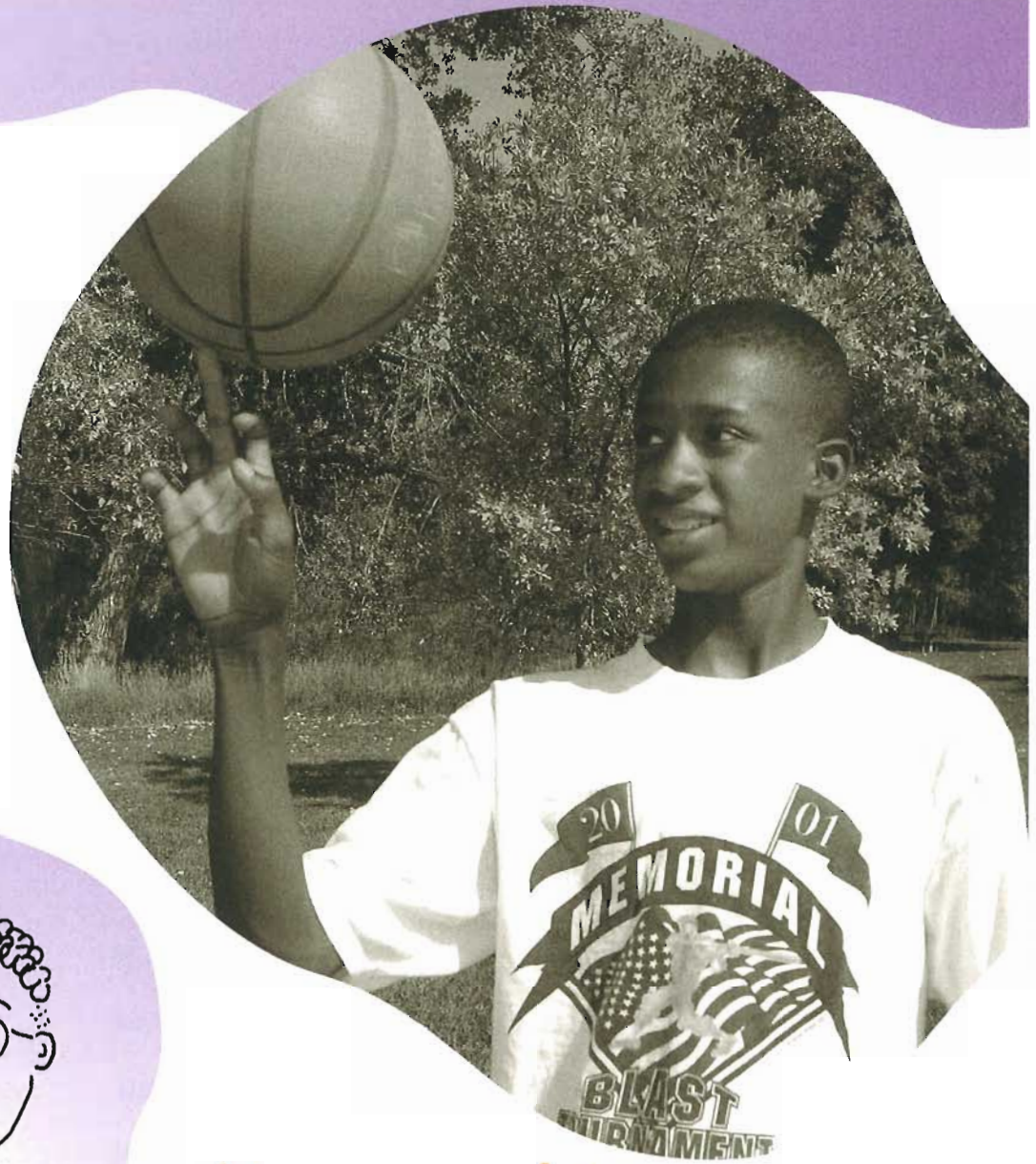
Derek walks home from school every day. At least twice a week, he and his friends stop at a fast-food restaurant for a soda and fries, which cost \$2.50. If he spends \$5 each week of the school year, by the end of the year he would have spent \$180! How much would Derek save if he only went to the fast-food restaurant once a week? This time, you get to do the math:

Derek's old plan	Derek's new plan
Fast-food soda and fries twice a week	Fast-food soda and fries once a week
Cost of soda and fries for the week: $\$2.50 \times 2 = \$5$	Cost of soda and fries for the week: \$2.50
Cost of soda and fries for a year: \$180 ( $\$5 \times 36$ )	Cost of soda and fries for a year: \$ _____ ( $\$2.50 \times 36$ )

Answer: Derek will save \$90 if he buys a fast-food soda and fries once a week instead of twice a week ( $\$180 - \$90 = \$90$ ).







## SNACKS

pizza...\$3  
chips...\$1  
drinks...\$1



## How would you spend it?

When you spend smart, you learn to “stretch your dollar,” or get the most out of it. Suppose you were given \$20 to spend at a neighborhood fair. Can you stretch your money to make it last? Try it!

## The Seventeenth Street neighborhood fair

Look over this list of all the things you can do at the neighborhood fair. Then try to make your \$20 stretch to include as many things you would like as possible. Be sure to read the whole list first so you can plan ahead and choose well. For each thing you want, fill in the cost in the column labeled "Your Cost." Keep adding them up and make sure you don't go over \$20!

Activity	Cost	Your Cost
Look at the arts and crafts	Free	
Buy a T-shirt	\$7	
Eat a corn dog and drink a soda	\$3.50	
Go on the rides—one day pass	\$10	
Go on the rides—5 ride ticket	\$6	
Eat a candy apple	\$2.50	
Watch the street magician	Free	
Buy one ticket for a rock concert	\$10	
Buy a program	\$1.50	
Eat a slice of pizza	\$4	
Play the ring toss	\$1	
Go to the car races	\$10	
Buy a bead bracelet	\$4	
Buy some cotton candy	\$2	
Visit the petting zoo	Free	



How much money did you spend? \_\_\_\_\_  
How many things did you get to do or eat?  
\_\_\_\_\_

Did you have a hard time deciding how to spend your money?

You may not have that much money to spend right now. But can you see how learning to spend smart can help you have more money for the things you want? Remember, you can take charge of your spending!

**Chapter 1, Making Money Last**, completed (date) \_\_\_\_\_

I did all the exercises and answered all the questions in Chapter 1.

By (sign your name) \_\_\_\_\_

Caregiver signature \_\_\_\_\_

**It's time to leap into Chapter 2!**



CHAPTER

2

Be a Smart Shopper



**D**o you know how to be a smart shopper? Suppose you needed to buy a gallon of milk. Would you just go to the nearest store and buy it? Smart shoppers take a little time to make sure they get the best price. What do they do?



- ❖ They clip coupons to save money.
- ❖ They compare prices at different stores to find the best price.
- ❖ They don't let TV ads tell them what they really need or want.
- ❖ They know which stores usually offer the best prices and good quality.

Are you a smart shopper? Maybe you just need a little practice. Finding the best price is a good way to make your money "stretch." Saving money, by not overspending, is a way to use your head to "make" money.



# Guessing the right price game

Look at the list of foods below. You may eat foods like these every day, but do you know how much they cost? Probably not, since an adult may shop for most of your food. Try to guess how much each item costs. Later, take a trip to the grocery store and write down the actual price in the second column.

Item	Your Best Guess	The Store Price
Half a gallon of ice cream		
40 oz. jar of peanut butter		
13 oz. bag of potato chips		
2 liter bottle of soda		
32 oz. jar of jelly		
Your favorite candy bar		
A large frozen pizza		

How did you do? Was your guess price over or under the store's actual price?

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Paying attention to what things cost is a good way to start learning to be a good shopper.



# Finding the best price

The cost of the same item can be different from one store to another.

Here is an example. A computer game costs \$20 at Store A. But the same game costs \$15 at Store B down the street.

Here is another example. Suppose you want to rent a movie. The movie could cost \$2.50 to rent at the grocery store. But the video store might charge \$4 for the same movie.

Where would be the best place to rent the video? \_\_\_\_\_

Answer: The grocery store.

Whenever you are about to buy something, always **compare its cost at two different stores**. (Three stores is even better!)

This step could save you a lot of money. That means you will have money to put into savings. That money could buy you things that you really want later on.

## You try it!

Pick out something you would like to buy. Find out what the item or a similar one costs at three different stores. Ask your foster parent or other adult to take you to the stores and help you find out the price. If you want, you can use newspaper or magazine ads or catalogs to find the prices. If you use a computer, you could compare the cost from a store on-line.

Compare what it costs at these different types of stores:

- ❖ a big department or toy store
- ❖ a smaller neighborhood store
- ❖ a discount store



I want to find out how much a \_\_\_\_\_ costs:

Store #1:	Price: \$
Store #2:	Price: \$
Store #3:	Price: \$

How much could you have saved buying it at the store that sold it for the lowest price instead of the store where it cost the most? I could have saved \$ \_\_\_\_\_

Can you see how taking time to compare before you shop can help you save money?

## Getting good value

Being a smart shopper means thinking about more than just price. What are some other important things you need to consider when you are comparing similar items, like a jacket, backpack, or bicycle?

Pick one of these items (jacket, backpack, or bicycle) and list things you might want to think about before buying it.

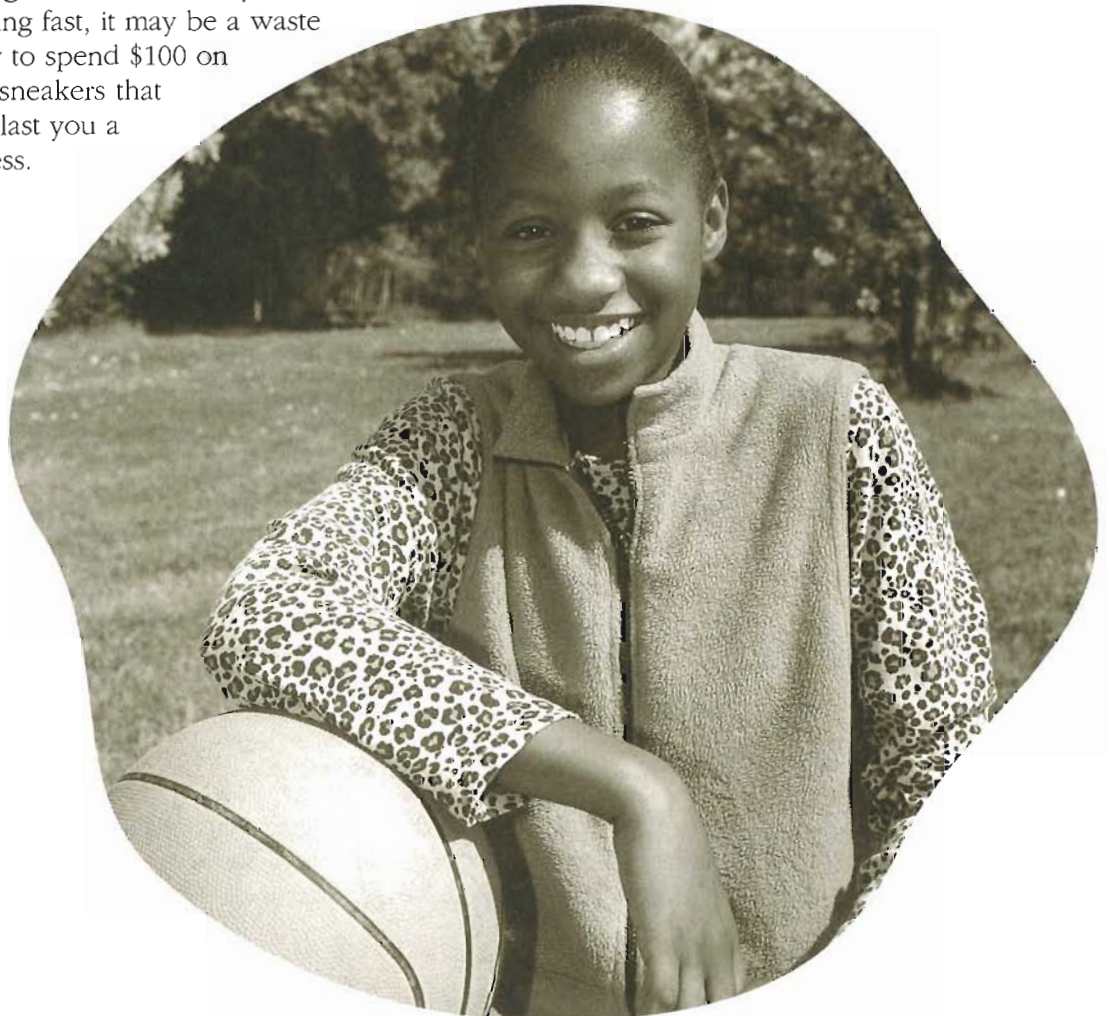
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Here are some other things to consider when shopping:

- ❖ **Quality.** How well is it made? Will it last a long time?
- ❖ **Features.** What features do I need and what can I do without? Fancy features, often called “bells and whistles,” can add up to a high cost.
- ❖ **How long will I use it?** If you are growing fast, it may be a waste of money to spend \$100 on designer sneakers that will only last you a year or less.







## The pull of advertising

Think about the features you wanted for the item you listed on the previous page. Why did you want them? Was it because of ads or comments from sales people? TV commercials, magazine ads, and sales people want us to buy what they are selling. Smart shoppers know how to avoid the “pull” of advertising.

In an ad, there may be these kinds of information:

- ❖ A **fact**—that informs us. If a commercial says the car “is a 4-wheel drive vehicle,” that is a fact.
- ❖ An **opinion**—that is based on how someone feels. The comment, “This is the best car I’ve ever driven,” is an opinion.
- ❖ An **exaggeration**—which gives the item qualities it may not have. “I can drive this car up any mountain!” is an exaggeration.

Don’t be fooled! Separate the “facts” from the “exaggerations.” Also, do not let an ad make you want something you don’t really need!



# The best place to shop

Although a store may have what you need to buy, it may not be the best place to buy it. What if you wanted to buy the things below? Where would be the best place to shop to get the best price? Put a check in the box under each store that might carry the item.

	Office Supply Store	Grocery Store	Drug Store	Convenience Store
Paper and pencils				
Shampoo				
Film				
Glue stick				
Candy bar				
Bag of peanuts				
Playing cards				

1. Which store is probably the most expensive? \_\_\_\_\_
2. Which store probably has the best prices for school supplies? \_\_\_\_\_
3. Which store has the best choice and price for food? \_\_\_\_\_

Answers: 1. The convenience store. 2. The office supply store. 3. The grocery store.

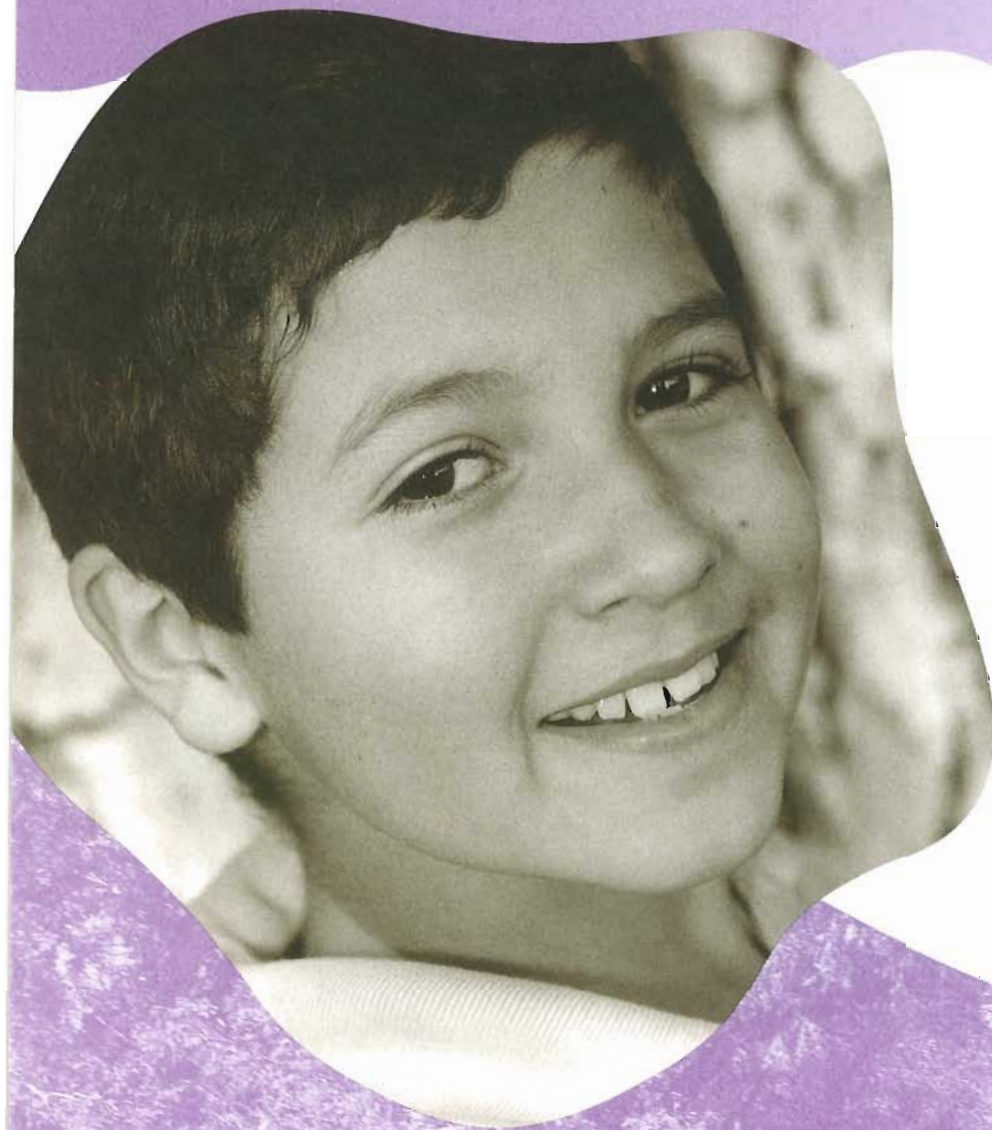




## Slow down the process

If you have just seen an item advertised on TV or over the radio, you may want to run out and buy the item right now. But, slow down! Buying things on a whim—which is called “impulse buying”—is not a good idea. For one thing, how do you know the item is what you really want? Or, how do you know that the ad didn’t exaggerate the features of the item?

So, before running out and buying something, think about what you want. Ask yourself the questions on the next page.



- ❖ Do I really need this item?
- ❖ What if I don't get it?
- ❖ And if I do get it, how long will I continue to use it, like it, enjoy it, still want it?
- ❖ Are there other ways to get the item? Can I borrow it? Buy it used? Buy it with a friend?

Sometimes asking yourself these questions will help you break the spell that advertising can create and help you sort out whether you really need or want the item after all.



## Shopper's review

1. Why isn't it a good idea to buy something at the first place you see it?  
\_\_\_\_\_
2. To find the best price, how many places should you go to compare prices?  
\_\_\_\_\_
3. What is the difference between facts and opinions?  
\_\_\_\_\_
4. When you exaggerate, what do you do?  
\_\_\_\_\_

**Answers:**  
1. It may cost less somewhere else. Also, there may be a better version of it somewhere else.  
2. You should compare prices at two or more stores. It's important to compare prices at different kinds of stores like department stores, specialty shops, and discount stores, as well as in catalogs and on-line to find the best price.  
3. "Facts" are true statements that inform, while "opinions" are someone's feelings that can be used to persuade you.  
4. When you exaggerate, you give the item qualities it may not have.

Now you know how to be a smart shopper. You know how to look for high-quality, low-price items at stores. And you know how to avoid being affected by clever ads. You have learned a lot!

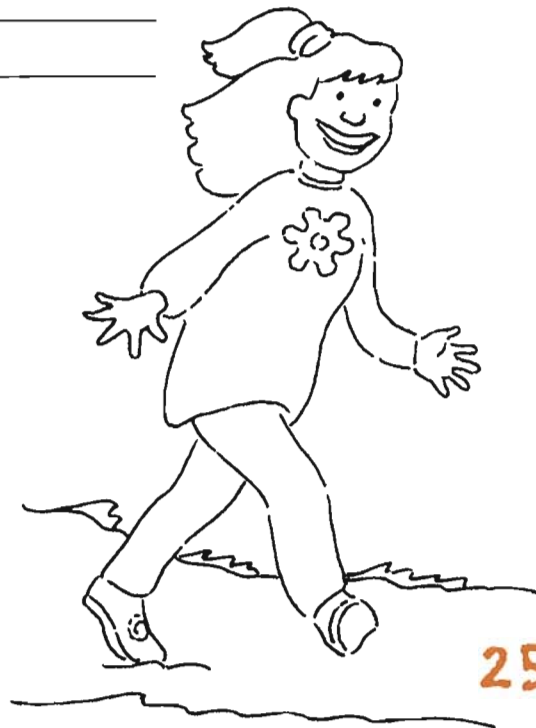
**Chapter 2, Be a Smart Shopper**, completed (date) \_\_\_\_\_

I did all the exercises and answered all the questions in Chapter 2.

By (sign your name) \_\_\_\_\_

Caregiver signature \_\_\_\_\_

**Go on and tackle Chapter 3!**



CHAPTER

3

# Sharing with Others



**D**o you remember the three ways you can use money?



1. You can **spend it** on things you need or want now.
2. You can **save it** or **invest it** to get things you will need later.
3. You can **share it** with others who need your help.

You have learned some ways to spend wisely and how to save for things you really need or want. What about sharing? Why is sharing important?

Everyone needs help sooner or later. Can you think of some people who have helped you by sharing what they have with you? It could be family, friends, teachers, neighbors, or someone else who takes an interest in you or takes time out to spend with you.



Name \_\_\_\_\_

What Do They Share with You?

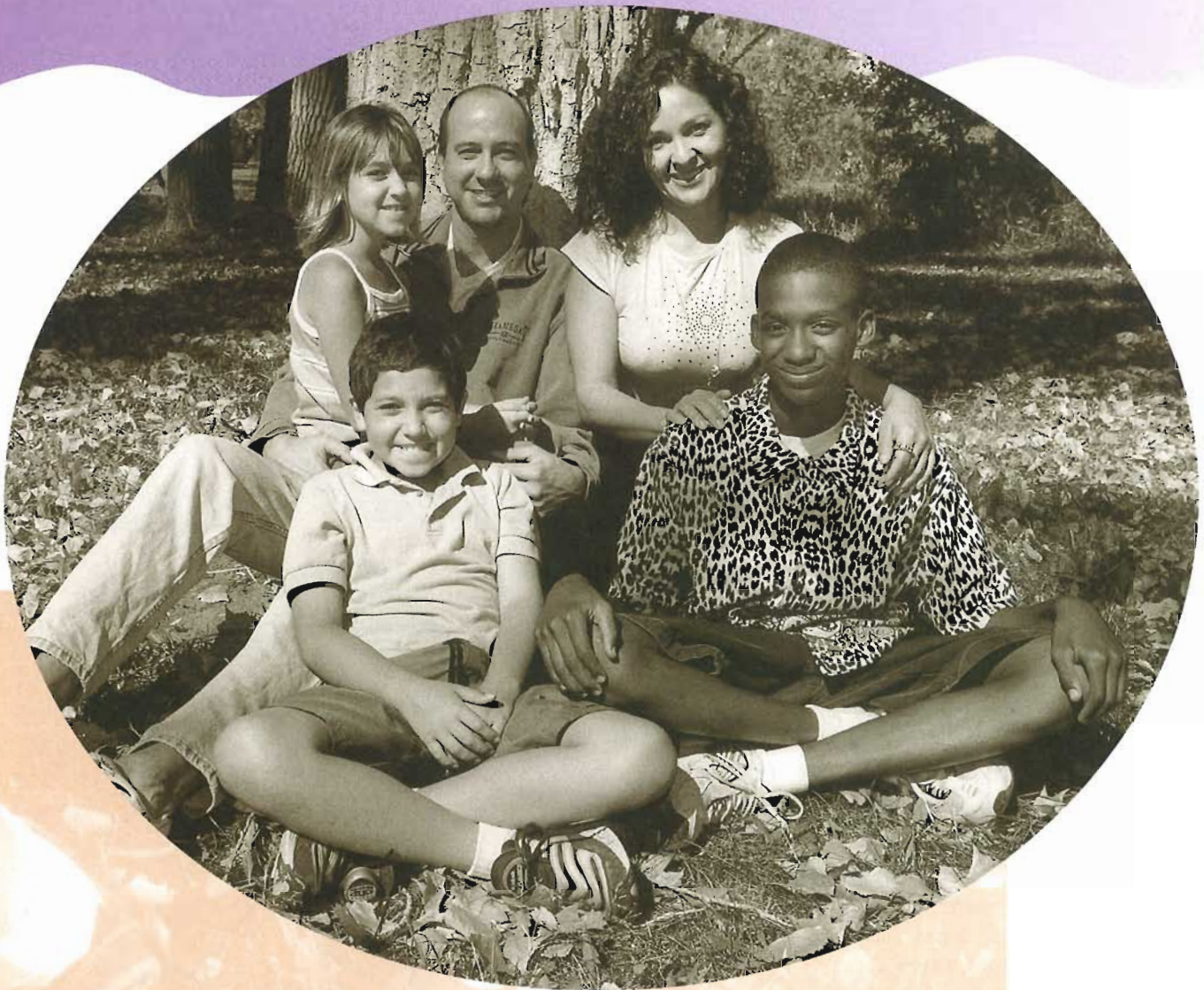
1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

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How does it feel when someone shares with you? Does it make you feel good to know that someone cares about you? \_\_\_\_\_

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Who do you share with? How do you help your friends, family, neighbors, or others? You don't need to share money. It may be your time or your things, or your talents.

**Name**

**What Do You Share with This Person?**

<b>1.</b> _____	_____
<b>2.</b> _____	_____
<b>3.</b> _____	_____
<b>4.</b> _____	_____

How does it make you feel when you help others or share your things with people you care about? \_\_\_\_\_

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Sharing does two things: it helps others we care about, and it makes us feel good! Remember when we said that money can't buy happiness or love? That's because what is important in life is how we act—how we treat other people and how we care for the world around us.

It's not the "things" we have that are important. Things are nice, but who we are inside is more important. It is what Dr. Martin Luther King called "the content of our character." What do you think he meant by that? \_\_\_\_\_

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Right now, you probably do not have a lot of toys and gadgets. You may envy those who do have them. But all the toys or gadgets in the world will not make you happy. Why? Because objects can't talk to you or share their feelings with you. Sharing makes us feel rich inside, which is far more important than owning a lot of stuff.

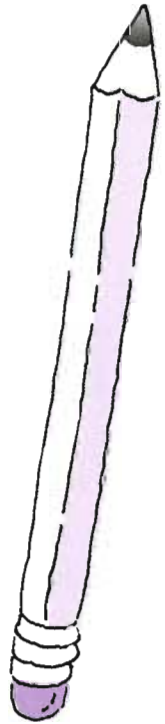
# Sharing your money

When you don't have a lot of money to begin with, it may seem hard to find ways to share your money with others. Still, sharing is just like saving or investing. Small amounts can add up!

Often, your contribution is added to small amounts of money that come from many other people. When people work together, they can make a big difference. Your dollar combined with a dollar from 99 other kids becomes \$100 and can go far to help out.

If you do not have any money, there are ways you can raise some. Maybe you could sell your old toys or other unwanted items at a garage sale. Some of the money you make could be shared with others.

Use a piggy bank or a jar to create a sharing fund. Ask others in your foster care family to add their spare change to the fund. Then, together decide how you will use it to help others.



Ways to raise "sharing" money	Where the money could go

# Sharing your things

Many of the best ways to share don't involve money at all. What about sharing your things? Could you give up just a little to help someone else out? Here are some ideas for ways to help out by sharing what you have.

**Food:** Buy some extra cans of food when at the grocery store. Bring the food to a food drive.

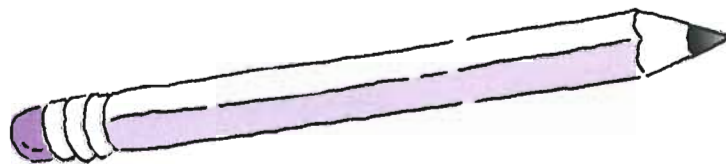
**Clothing:** Many homeless people are children. Maybe you know what it is like to be homeless. The clothes that don't fit you anymore could help a homeless child. Consider donating them.

**Toys and games:** Many charities collect used toys and games to give to children in need.

What could *you* give?



I don't need these things anymore	They could go to these groups/people





## Sharing your talents

Another great way to help others is by sharing your talents—the things you do well and enjoy doing. Do you like to read? Maybe you could read to younger kids. Are you good on the computer? Perhaps you can help someone else to develop his or her computer skills. If you are good at a school subject, help someone who is having a hard time.

What are some talents you have that you could share? Put a check mark in the boxes next to the talents you could share.

- |   |  |
|---|--|
| <input type="checkbox"/> cooking                      | <input type="checkbox"/> building or making things     |
| <input type="checkbox"/> singing                      | <input type="checkbox"/> gardening                     |
| <input type="checkbox"/> drawing                      | <input type="checkbox"/> caring for animals            |
| <input type="checkbox"/> using the computer           | <input type="checkbox"/> writing stories               |
| <input type="checkbox"/> reading                      | <input type="checkbox"/> playing with younger children |
| <input type="checkbox"/> playing a musical instrument | <input type="checkbox"/> solving math problems         |
| <input type="checkbox"/> bicycling                    | <input type="checkbox"/> exploring nature              |

Pick one talent from your list and come up with a project for how you could share this talent with others.

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## Giving back to your community

Look at some of the many ways that you can give back to your community. Have you helped out in any of these ways? If not, could you start doing any of them now? Why not make a plan for how often you will help others? Try to help others as often as you can. It will make you feel good about yourself and you will be making others happy, too.



	I have done this	I could start doing this
Pick up trash		
Plant flowers in community		
Run errands to help an older person		
Make a present for someone you know		
Contribute a few cans of food to a food drive		
Give a toy to a child during the holiday season		
Make food for someone who needs it		
Visit someone who is sick or all alone		
Help a younger child at school		
Make a get well card for someone who is sick		
With friends, sing at a nursing home		
Shovel snow for an elderly neighbor		
Offer to baby-sit or walk a dog for free for a busy neighbor		
Read to younger children		

Now you know why sharing is important. You get to help others and—at the same time—you get to feel better about yourself. Make sharing part of your life. It's a great gift to yourself.

**Chapter 3, Sharing With Others**, completed (date) \_\_\_\_\_

I did all the exercises and answered all the questions in Chapter 3.

By (sign your name) \_\_\_\_\_

Caregiver signature \_\_\_\_\_



You are ready for the last chapter: Chapter 4!



CHAPTER

4

Dare to Dream



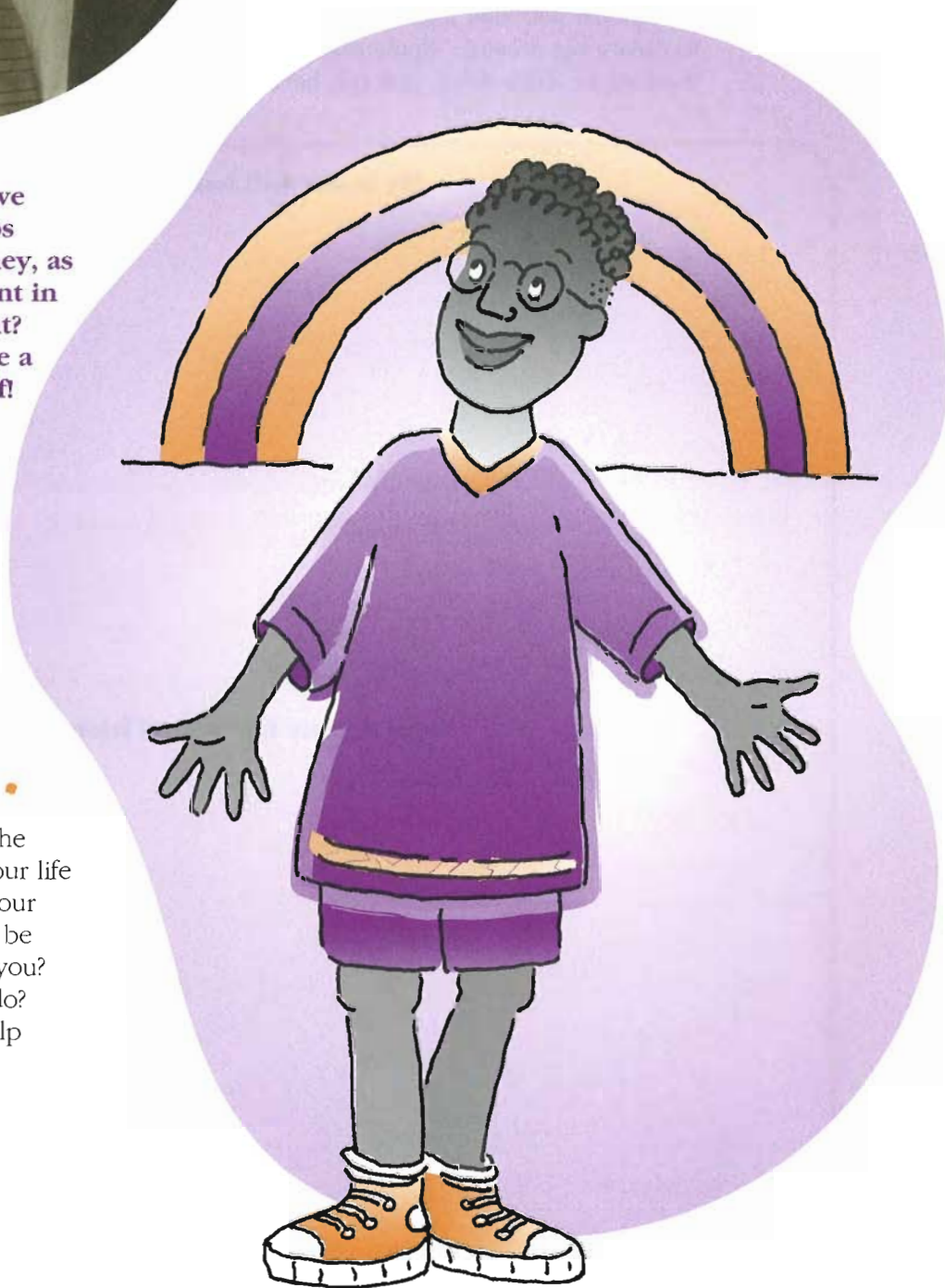


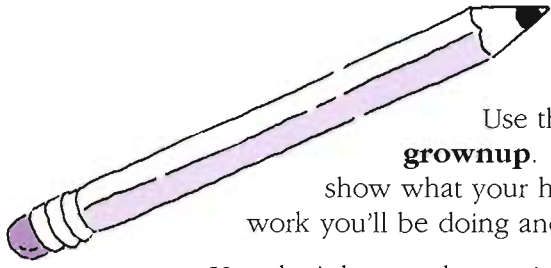
In this booklet, you have learned some good tips about how to use money, as a tool, to get what you want in life. But what do you want? Take some time to imagine a wonderful life for yourself!



## When I am a grownup...

How do you see yourself in the future? What do you want your life to be like when you are on your own? Where do you want to be living? Who will be close to you? What kind of work will you do? What will you be doing to help your community?





Use the spaces below to draw pictures illustrating your **life as a grownup**. If you don't like to draw, cut out pictures from magazines to show what your home, family, and friends will look like. Also envision what work you'll be doing and how you'll continue to help in your community.

You don't have to know right now exactly what you want to do as a grownup, or what your home will look like. Just have fun. Try out some ideas and fantasies. Don't be afraid to dream big dreams. Remember, you are in control of your future. By having dreams and working to reach them, you can have what you really want in life!

**My home will look like this.**

---

**Here are my family and friends.**

**This is the work I will be doing.**

---

**Here is how I will be helping my community.**

No matter where you are or what happens along the way, remember your dreams. That's where your future begins.





## Reaching high

Lots of people have started out in life with very little and made great lives for themselves. Here are just two examples. There are many others!



### A+

### Profile: Jaime Escalante

Jaime Escalante was born in the city of La Paz in Bolivia. Jaime became a teacher. In Bolivia, he taught math and science for 14 years. In 1964, he decided to move to the United States. He moved first to Puerto Rico, where he took some math and science classes at the university. Then, he moved to California.

After moving from Puerto Rico to California, Jaime faced many challenges. He wanted to be a teacher in America. That meant he had to learn to speak English. Then he had to get his American teaching papers. He went to school at night. During the day, he took jobs as a busboy, cook, and technician in an electronics factory. Finally, he earned a college degree in electronics and a math degree.

In 1976, he began teaching at Garfield High School in east Los Angeles. This was a very poor, mostly Latino community. Jaime decided to teach math to students whom others had given up on. In fact, these students were labeled “unteachable.” He refused to give up on his students. He saw education as a chance for his inner-city students to move ahead in life.

He encouraged and inspired his students. He helped a group of 18 students prepare for one of the hardest math tests. This was the advanced placement test for calculus. All of his students passed the test! Then a terrible thing happened. They didn’t believe the test results! So at first, they wouldn’t accept them. But it wasn’t over yet. Most of the students retook the test and again passed. Now everyone believed that Jaime really had helped all his students master math. These students led the way for others. By 1991, 570 Garfield students had taken advanced placement exams in math and other subjects.

Jaime Escalante received recognition here and in other countries. He was awarded a Presidential Medal for his outstanding teaching. In 1987, the award-winning movie *Stand and Deliver*, starring Edward James Olmos, was based on his work as a teacher.



## Profile: Barbara Jordan

Barbara Jordan was born in 1936 in Houston, Texas, the youngest of three daughters. Her father was a black Baptist minister, who also worked as a warehouse clerk. “We were poor,” she once said, “but so was everyone else around us, so we didn’t notice it.” Barbara’s home life was strict. She was not allowed to go to movies, dances, or parties. Education was important to her parents and she was expected to work hard in school and do well.

When Barbara heard a black woman lawyer speak at her high school on Career Day, she decided to become a lawyer. She received a law degree from Boston University’s law school in 1959.

In 1960, she returned to Houston to set up her law practice. For a while, she was too poor for an office. So she ran her practice out of her parent’s home, using the dining room table as her desk. She soon became involved in local politics.

In 1962 and 1964, she ran for a seat in the Texas state senate, but lost both times. She refused to give up. In 1966, she ran for the senate a third time and was elected by a huge majority. She became the first black state senator in Texas since 1883. She also was the

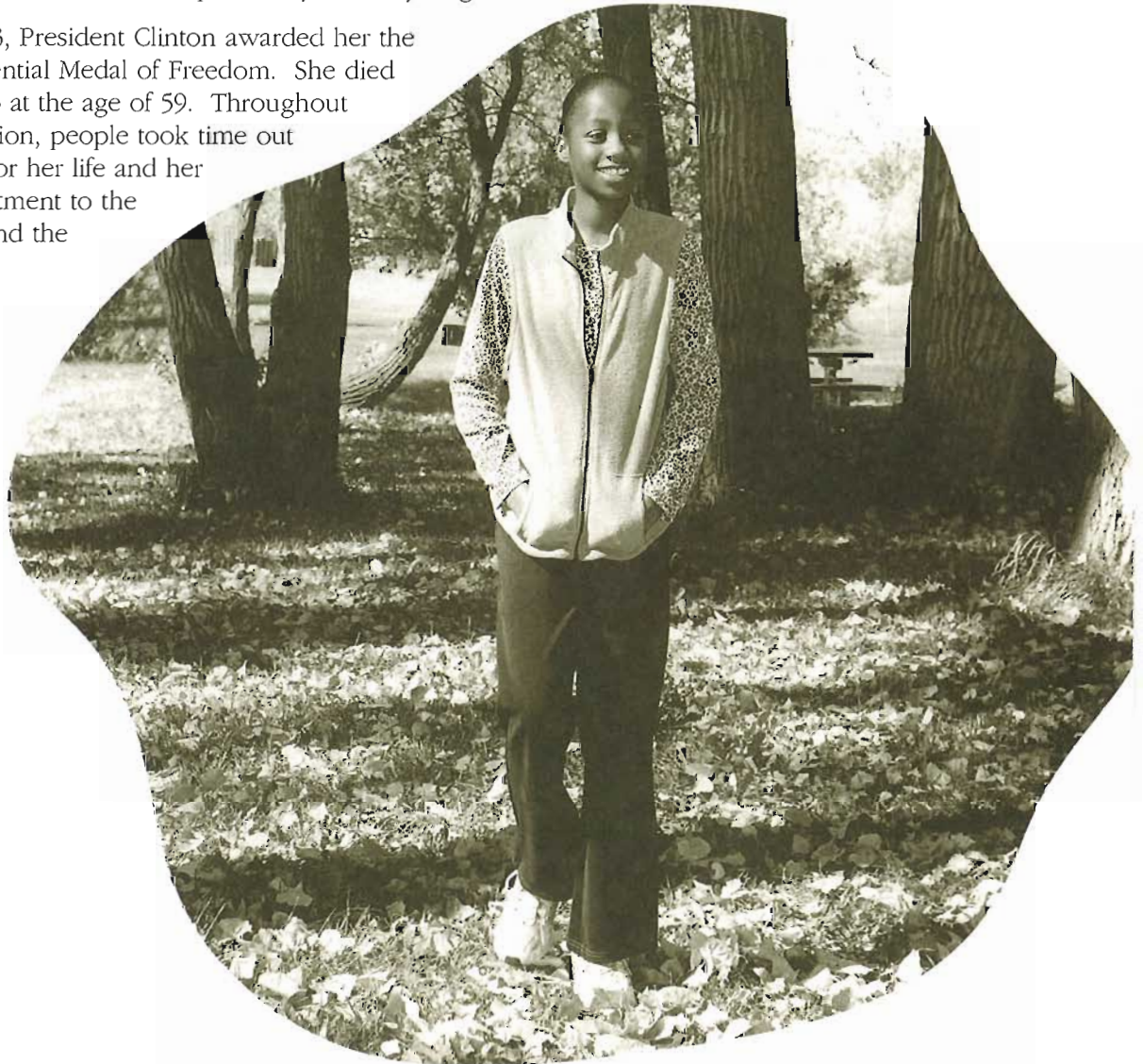
first black woman ever to be elected to the Texas senate. She served as state senator for six years. During this time, she supported laws to improve the conditions of the poor.

In 1972, she was elected to the U.S. House of Representatives. She was the first black woman from the South ever elected to this position.

A year later, doctors told her she had multiple sclerosis (MS). Even though she had to use a wheelchair, she just wouldn't give up. She still supported the rights of the poor, the ill, and the elderly. In 1976, she was asked to give the keynote speech at the Democratic National Convention. That year, *Time* magazine named her one of its "Ten Women of the Year."

She once said, "What the people want is very simple. They want an America as good as its promise." Barbara was re-elected to Congress twice. After that, she taught politics and ethics at the University of Texas's School of Public Affairs. Her classes were so popular that students had to be picked by a lottery to get in.

In 1993, President Clinton awarded her the Presidential Medal of Freedom. She died in 1996 at the age of 59. Throughout the nation, people took time out to honor her life and her commitment to the poor and the needy.





## Who are your heroes?

Jaime Escalante and Barbara Jordan are heroes for many people. Who are your heroes? They could be famous people or just people you know and admire. (Do not overlook the people in your life now.) Say what you admire about them. What values do they have that have helped them succeed?

One of the people I admire most is \_\_\_\_\_.

I admire him/her because \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Ask someone you admire about *their* heroes. Who are their heroes, and why? What did they learn from them? How did it help them with their own life?

## Learn more

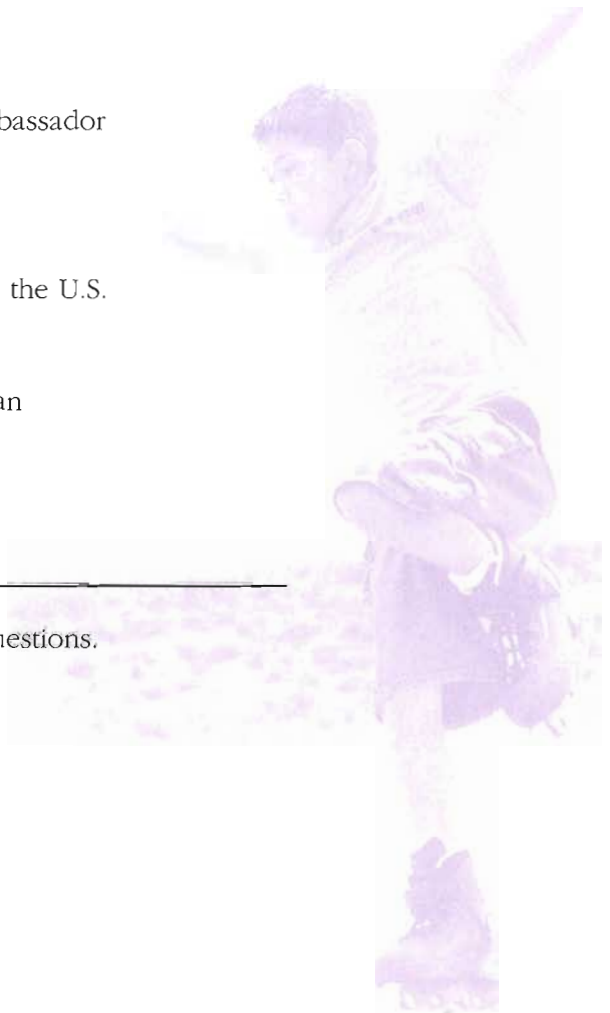
Reading is a great way to explore other people's lives and interests. Biographies (stories about people's lives) are a good way to learn how everyday people found ways to succeed. These people solved the problems they faced in life. By reading their stories, you might find new ideas to help you reach your goals.

Pick one person out of the list below and learn more about his or her life. Or, add someone to this list whom you admire and learn more about them. Use an encyclopedia or a computer to find out about the person. Consider asking a librarian or adult to help you.

- 1 . General William Colin Powell, first African American to head the Armed Forces
- 2 . Martin Luther King, Baptist minister and civil rights leader
- 3 . Oprah Winfrey, talk show host and humanitarian
- 4 . Magic Johnson, basketball player
- 5 . Shirley Temple Black, actress and former U.S. ambassador
- 6 . Cesar Chavez, advocate for farm workers
- 7 . Clara Barton, founder of the Red Cross
- 8 . Abraham Lincoln, president who ended slavery in the U.S.
- 9 . Thomas Alva Edison, inventor
10. President Jimmy Carter, president and humanitarian
- 11 . Alice Walker, African American novelist and poet
12. Eleanor Roosevelt, first lady and humanitarian
13. Other: \_\_\_\_\_

See if you can write a short story that answers these questions.

- ❖ What were his/her goals?
- ❖ What roadblocks did he/she face?
- ❖ What values helped him/her to succeed?
- ❖ How did he/she give back to the community?





Now go ahead and dream big dreams! Come up with a plan to make your dreams come true. Remember that knowing how to use money wisely can help you succeed. And don't forget to share your success with others!

**Chapter 4, Dare to Dream**, completed (date) \_\_\_\_\_

I did all the exercises and answered all the questions in Chapter 4.

By (sign your name) \_\_\_\_\_

Caregiver signature \_\_\_\_\_

**Congratulations! You have completed *Money Pals: Being Cool with Cash!* We wish you a bright and fulfilling future!**

Share this booklet with a friend who wants to get money smart, like you!



# Acknowledgments



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The Annie E. Casey Foundation is a private charitable organization dedicated to helping build better futures for disadvantaged children in the United States. The Foundation was established in 1948 by Jim Casey, one of the founders of United Parcel Service, and his siblings, who named the Foundation in honor of their mother. The primary mission of The Annie E. Casey Foundation is to foster public policies, human-service reforms, and community supports that more effectively meet the needs of today's vulnerable children and families. In pursuit of this goal, the Foundation makes grants that help states, cities, and neighborhoods fashion more innovative, cost-effective responses to these needs.

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