

**Levels 1 - 3**  
**Summaries - Lessons 1-35**  
**October 2014**

## **Lesson list: 1 - 10**

- 1. What is money?**
- 2. Money matcher**
- 3. Things people buy**
- 4. Where does money come from?**
- 5. Ryan opens a bank account**
- 6. What do banks do with my money?**
- 7. Give me your money**
- 8. Valuing money**
- 9. Save and prosper**
- 10. ANZAC Lunch**

## Lesson 1: What is money?

### Target Group

Primary/Intermediate students

### Overview

This lesson gives students a brief history of how money evolved from the time of bartering. We look at the first forms of money, how it was introduced to New Zealand, and what it looks like now.

### Concepts Introduced

- Bartering
- First known forms of money
- Gold and gold coins
- The first British bank notes
- The first New Zealand trader coins
- The first New Zealand Bank notes
- The Reserve Bank of New Zealand
- Bank note security
- NZ Bank notes today – what is on them
- NZ Coins today
- What we use cash for

### Objectives

Students will get an understanding of the purpose of money and the history of the New Zealand currency from its very early beginnings in the days of early settlers. They will also get an understanding of what cash represents and be able to recognize all our New Zealand coins and notes.

### \*NZQA Unit Standards supported by this lesson:

Introduction only

### \*NZ Curriculum Levels supported by this lesson:

**Levels 1 – 3:** Money

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 2: Money matcher

### Target Group

Primary/Secondary students

### Overview

This is a simple lessons where the Money Checker machine helps students recognize the value of our coins.

### Concepts Introduced

- Recognise the value of our various coins and notes
- Make simple calculations with coins
- Make change calculations from simple transactions

### Objectives

Students will learn how to make simple calculations in terms of adding up money and receiving change from purchases.

### \*NZQA Unit Standards supported by this lesson:

Introduction only.

### \*NZ Curriculum Levels supported by this lesson:

**Levels 1 – 3:** Money

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 3: Things people buy

### Target Group

Primary/Intermediate students

### Overview

This lesson gives students an idea of what different people may spend on basic items and introduces them to Needs and Wants.

### Concepts Introduced

- Basic items people of all ages spend money on
- Prioritising spending for NEEDS and WANTS
- Budgeting for basic items

### Objectives

Recognise that people have different spending habits and everyone needs to prioritise between needs and wants.

### \*NZQA Unit Standards supported by this lesson:

Introduction only

### \*NZ Curriculum Levels supported by this lesson:

**Levels 1 – 3:** Money

**Levels 2 – 5:** Spending

**Levels 1 – 2:** Budgeting and Financial Management

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 4: Where does money come from?

### Target Group

Primary/Intermediate students

### Overview

Here, we look at the most common ways most people earn or receive money, and how they are paid.

### Concepts Introduced

- Earning money
- Part time jobs
- Income Tax
- Full time jobs
- Weekly and monthly pay
- Self-employment
- Business owners
- Entrepreneurs
- Benefits
- Superannuation
- Gambling

### Objectives

Everyone needs money to live and it has to come from somewhere. This lesson helps students understand the different types of jobs people have and other forms of receiving income. They learn the difference between regular earned or unearned income and self-generated income.

### \*NZQA Unit Standards supported by this lesson:

Introduction only

### \*NZ Curriculum Levels supported by this lesson:

**Levels 1 – 8:** Income and Taxation

**Level 5:** Setting goals and planning ahead

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 5: Ryan opens a bank account

### Target Group

Primary/Intermediate students

### Overview

This lesson discusses how to open a bank account and the facilities and access a customer has over and under the age of 13.

### Concepts Introduced

- Bank account access for under 13's
- Management of a bank account and statements
- Bank account access for over 13's
- How to use EFTPOS cards
- Choosing a Bank and an account
- What to look for when opening an account
- What documents you need to open an account
- Think about a Savings Account

### Objectives

Students will learn what to look for when opening a bank account and the different access they will have under or over the age of 13. They will also understand how to operate and manage an account.

### \*NZQA Unit Standards supported by this lesson:

Introduction only

### \*NZ Curriculum Levels supported by this lesson:

**Levels 1 – 8:** Money

**Levels 1, 3, 4:** Saving and investing

**Levels 1 -2:** Setting goals and planning ahead

**Levels 1 – 3:** Identifying and Managing risk

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 6: What do banks do with my money?

### Target Group

Primary/Intermediate students

### Overview

A simple explanation of how banks earn money through the differential Savings and Loan account interest rates.

### Concepts Introduced

- Interest earned from Savings accounts
- How to open a savings account
- How banks earn money through lending
- Savings are secure with banks
- Where to look for Savings accounts interest rates

### Objectives

Students will gain an understanding that banks are in business to make money – and the primary way in which they do that. It also encourages students to open a Savings account.

### \*NZQA Unit Standards supported by this lesson:

Introduction only

### \*NZ Curriculum Levels supported by this lesson:

**Levels 5, 7&8:** Credit and debt

**Level 4:** Saving and investing

**Levels 1 – 6:** Identifying and managing risk

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers



## Lesson 7: Give me your money

### Target Group

Primary/Intermediate students

### Overview

This lesson outlines the difference between needs and wants and gives examples of the most important things adults need to pay for.

### Concepts Introduced

- Need and wants
- Income tax
- Mortgage or rent payments
- Insurance
- Rates
- Amenities
- Saving for wants

### Objectives

Here we give students and examples of the important expenses that need to be paid for before spending on wants. They learn the kind of money that has to be paid for some average households, the importance of insurance, what city rates pay for, and an understanding of amenities.

### \*NZQA Unit Standards supported by this lesson:

Introduction only

### \*NZ Curriculum Levels supported by this lesson:

**Levels 1:** Spending

**Levels 1 – 3, 5:** Budgeting and financial management

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 8: Valuing money

### Target Group

Primary/Intermediate students

### Overview

This is a good lesson in home economics and minimising household bills.

### Concepts Introduced

- The meaning of “Valuing” in the context of money
- Being economical with the money you have
- Economical with water
- Economical with power
- How to be economical with water and space heating
- Energy efficiency
- Economical with food

### Objectives

Students will learn how to value money through being economical with water, power, heating and lighting to help reduce bills. They also learn some basic ways of saving on food bills.

### \*NZQA Unit Standards supported by this lesson:

Introduction only

### \*NZ Curriculum Levels supported by this lesson:

**Levels 1 – 5:** Spending

**Levels 1 & 2:** Saving and investing

**Levels 3 & 4:** Budgeting and financial management

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 9: Save and Prosper

### Target Group

Primary/Intermediate students

### Overview

Sam sets himself a goal of buying his own second hand bike for \$100. He starts working and saving and plans how to achieve his target.

### Concepts Introduced

- Setting a short term financial goal
- Planning how to earn and save money
- Creating a budget plan and timeframe
- Earning interest from a Savings Account

### Objectives

Students learn how to set an achievable target and ways of achieving it through simple tasks and small sacrifices. It shows them that small steps and commitment can lead to achieving your goals.

### \*NZQA Unit Standards supported by this lesson:

Introduction only

### \*NZ Curriculum Levels supported by this lesson:

**Levels 1, 2 & 4:** Saving and investing

**Levels 3 & 4:** Budgeting and financial management

**Levels 1 – 4, 6 & 7:** Setting financial goals and planning ahead

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 10: ANZAC Lunch

### Target Group

Primary/Intermediate students

### Overview

Two students, Ben and Sophie, decide they want to the local old age pensioners a free lunch on ANZAC day. They plan how to earn the money, produce the food and serve it in the right location. A great community project for their school.

### Concepts Introduced

- Financial planning for a short term goal
- Budgeting for a healthy, inexpensive, meals
- Earning a profit for fundraising
- Engaging permissions, help, and volunteers
- Engaging the community

### Objectives

What may seem a grand activity requiring careful planning and budgeting can be achievable given plenty of thought and commitment. This is the kind of community project that any school would be proud to stage and offer huge benefits and esteem to students involved.

### \*NZQA Unit Standards supported by this lesson:

Introduction only

### \*NZ Curriculum Levels supported by this lesson:

**Levels 3, 4 & 6:** Budgeting and financial management

**Levels 1 – 4, 6 & 7:** Setting financial goals and planning ahead

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

**Level 2 - Build**  
**Summaries - Lessons 11-20**  
**October 2014**

## **Lesson list: 11 - 20**

- 11. Just the job**
- 12. Pay rates**
- 13. Taxing time**
- 14. Value for money**
- 15. Safe and secure**
- 16. BYOD**
- 17. Decisions**
- 18. Simple interest**
- 19. How interesting**
- 20. You bet**

## Lesson 11: Just the job

### Target Group

Primary/Intermediate/Secondary students

### Overview

This lesson looks at some of the jobs people have and how much they get paid.

### Concepts Introduced

- Doing jobs for pocket-money
- Hourly pay rate
- Income tax
- NCEA/NZQA and tertiary qualifications can increase pay rates
- Monthly income
- Self-employed income
- Business ownership
- Chief executives pay
- Minimum wage – average wage

### Objectives

Students will understand that the amount of money you earn depends on a number of different things - like the qualifications, experience, and responsibility you have. People who have the highest paid jobs will go to university to get a degree, or continue to train to get specific Industry Qualifications.

### \*NZQA Unit Standards supported by this lesson:

**24699:** Make an informed decision relating to personal income and explain its consequences

 NZQA Reference

 Facilitator guide

 Study guide

 Workbook

### \*NZ Curriculum Levels supported by this lesson:

**Levels 1 – 8:** Income and taxation

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 12: Pay rates

### Target Group

Primary/Intermediate/Secondary students

### Overview

This lesson talks about the different rates of pay in particular jobs or from different form of income: from hourly, weekly, monthly and annually etc.

### Concepts Introduced





- Hourly rate
- Piece rate
- Daily rate
- Weekly rate
- Fortnightly pay
- Monthly pay
- Job rate
- Unpredictable income
- Payments with cash or cards
- Weekly and monthly payments (bills)
- Annual payments – and the advantages
- One-off and unpredictable payments

### Objectives

We give students a good understanding of the different ways people get paid, or receive income, depending upon the type of job they do. We also learn about the way we need to pay bills or other expenses, including unpredictable expenses.

### \*NZQA Unit Standards supported by this lesson:

**24699:** Make an informed decision relating to personal income and explain its consequences

-  NZQA Reference
-  Facilitator guide
-  Study guide
-  Workbook

### \*NZ Curriculum Levels supported by this lesson:

**Levels 1:** Income and Taxation

**Level 5:** Setting goals and planning ahead

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers



## Lesson 13: Taxing time

### Target Group

Primary/Intermediate/Secondary students

### Overview

This is a good lesson for students to gain an understanding of what the government uses our tax dollars for – and the main types of tax most people may come across during their lives.

### Concepts Introduced





- Main areas of Government expenditure from tax revenue
- IRD
- Personal income tax rates and PAYE
- Tax Returns
- Provisional Tax
- ACC Earners levy
- Business Income Tax rate
- FBT (Fringe Benefit Tax)
- GST (Goods and Services Tax)
- RWT (Residents Withholding Tax)
- The Governments total annual tax take

### Objectives

Students will know the different tax rates for the most common tax's we have to pay during our lives – and who has to pay them.

### \*NZQA Unit Standards supported by this lesson:





**24695:** Explain taxation and other deductions relating to personal income.

-  NZQA Reference
-  Facilitator guide
-  Study guide
-  Workbook

**24697:** Perform income-related calculations for personal financial management

-  NZQA Reference

**24705:** Interpret financial documents and verify accuracy of financial documents for personal financial management.

-  NZQA Reference
-  Facilitator guide
-  Study guide
-  Workbook

### \*NZ Curriculum Levels supported by this lesson:

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**Levels 8:** Spending

**Levels 4-8:** Income and Taxation

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 14: Value for money

### Target Group

Primary/Intermediate/Secondary students

### Overview

Here we learn the concept of how to get the best value for money for many of the everyday things we have to pay for.

### Concepts Introduced

- Making online price comparisons before purchasing
- Cheap items can be false economy
- The benefits of having patience and waiting for the sales
- Groceries – specials
- Groceries – Home Brand
- Groceries – comparing weights and measures
- Quality can also represent value

### Objectives

Students will that getting value for money is when you buy something that is well worth the money spent on it – or getting the best deal for the money you have.

### \*NZQA Unit Standards supported by this lesson:

Introduction only

### \*NZ Curriculum Levels supported by this lesson:

**Levels 1 – 5:** Spending

**Levels 1 & 2 :** Saving and Investing

**Levels 3 & 4:** Budgeting and Financial management

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 15: Safe and secure

### Target Group

Primary/Intermediate/Secondary students

### Overview

This lesson looks at how to keep cash and electronic payment methods safe.

### Concepts Introduced

- How to be careful with cash
- Using a bank to keep money safe
- How to use EFTPOS or Debit cards
- Being careful when discarding bank statements or financial documents
- Basic email security tips
- Always get a receipt for electronic transactions

### Objectives

Students learn that cash is easily lost or stolen. You also have to be careful with electronic payments, bank statements and internet payments and email security.

### \*NZQA Unit Standards supported by this lesson:

Introduction only

### \*NZ Curriculum Levels supported by this lesson:

**Levels 1 – 3:** Identifying and managing risk

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson number

## Lesson 16: BYOD

### Target Group

Primary/Intermediate/Secondary students

### Overview

Jack wants to buy his own tablet for school. He does the research, works and saves money, and budgets wisely to achieve his goal.

### Concepts Introduced

- Setting a realistic target
- Researching the right device for the budget
- Assessing your earning potential
- Budget planning
- Keeping track of your budget
- S.M.A.R.T. goals
- Savings Account interest
- Credit card fee vs EFTPOS

### Objectives

Students learn the process of setting a financial goal with SMART objectives and the steps required to achieve a successful outcome.

### \*NZQA Unit Standards supported by this lesson:

**\*28089:** Demonstrate understanding of personal financial goal setting



NZQA Reference



Assessor guide



Student guide

### \*NZ Curriculum Levels supported by this lesson:

**Levels 2, 4, 5 & 7:** Spending

**Levels 1 & 3:** Income and taxation

**Levels 1 – 3, 6 & 7:** Setting financial goals and planning ahead

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 17: Decisions

### Target Group

Intermediate/Secondary students

### Overview

We identify some of the most important financial decisions Jack will have to make during his life.

### Concepts Introduced

- Saving for short and long term goals
- OE (Overseas experience)
- Investing in (Tertiary) education
- Student loans
- Renting or buying a home
- Mortgages
- The financial commitment of having a family/children
- Saving for retirement
- Superannuation and KiwiSaver


### Objectives

Students get a helicopter view of the financial decisions they will have to make throughout their lives and the benefits of making the best decisions.

### \*NZQA Unit Standards supported by this lesson:

**28089:** Demonstrate understanding of personal financial goal setting

 NZQA Reference

 Assessor guide

 Student guide

**24699:** Make an informed decision relating to personal income and explain its consequences

 NZQA Reference

 Facilitator guide

 Study guide

 Workbook

### \*NZ Curriculum Levels supported by this lesson:

**Levels 3 – 5, 7&8:** Spending

**Level 1:** Credit and debt

**Levels 5 – 8:** Saving and investing

**Levels 6 – 8:** Income and taxation

**Levels 5 – 8:** Budgeting and financial management

**Levels 3 – 8:** Setting financial goals and planning ahead

**Level 8:** Identifying and managing risk

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 18: Simple Interest

### Target Group

Primary/Intermediate/Secondary students

### Overview

We introduce the basic forms of simple interest in terms of paying interest for borrowing or earning interest for saving money.

### Concepts Introduced

- Earning or paying interest
- Interest in terms of a percentage
- Earning interest on a savings account
- Paying interest on a mortgage
- Savings interest rates vary
- Mortgage, personal, and short term loans interest rates vary
- Credit card interest rates
- Loan sharks interest rates

### Objectives

Students understand that you can earn or pay interest. Interest rates for borrowing money can vary dramatically depending upon what you borrow money for, and who you borrow it from.

### \*NZQA Unit Standards supported by this lesson:

**28099:** Analyse and compare credit options and recommend strategies to manage personal finances.



NZQA Reference

**28103:** Analyse and select personal house financing and purchase options.



NZQA Reference

### \*NZ Curriculum Levels supported by this lesson:

**Levels 1 – 8:** Credit and Debt

**Levels 3 – 8:** Saving and investing

**Levels 3&4:** Income and taxation

**Levels 6 – 8:** Budgeting and financial management

**Levels 6 – 8:** Setting financial goals and planning ahead

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 19: How interesting

### Target Group

Intermediate/Secondary students

### Overview

This lessons investigates the most common forms of interest earned or charged and the pros and cons of each.

### Concepts Introduced

- Calculating simple interest rates
- The advantage of compound interest rates for savings
- The 'Rule of 72'
- Compound interest calculators
- Fixed and variable rates
- APR and Flat rates explained (not always what you think!)

### Objectives

After this lesson, students will have a better understanding of the difference between simple and compound interest. We also learn the complications of other common forms of interest rates charged by loan companies and banks.

### \*NZQA Unit Standards supported by this lesson:

Introduction only

### \*NZ Curriculum Levels supported by this lesson:

**Levels 1 – 8:** Credit and debt

**Levels 3 – 8** Saving and investing

**Level 3 & 4:** Saving and investing

**Levels 6 – 8:** Budgeting and financial management

**Levels 6 – 8:** Setting financial goals and planning ahead

**Levels 3 - 5:** Identifying and managing risk

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers



## Lesson 20: You bet

### Target Group

Primary/Intermediate/Secondary students

### Overview

This lesson explores many different forms of gambling and explains what they entail socially and financially. We also look at the odds of some gambling products and the dangers of problem gambling.

### Concepts Introduced

- Social card games
- Lotto
- Horseracing
- TAB
- Social gambling
- Problem gambling
- The sign and consequences of problem gambling
- Getting help for problem gambling
- The profits big companies make from gambling
- The moral of the story


### Objectives


Students will understand that the occasional small bet is okay if you have spare money and you can treat it as a bit of fun. Any form of gambling with a large company is a sure way to lose money in the long run – and can lead to problem gambling.

### \*NZQA Unit Standards supported by this lesson:

**28088:** Demonstrate understanding of manageable and unmanageable credit and debt.

 NZQA Reference

 Assessor guide

 Student Guide

### \*NZ Curriculum Levels supported by this lesson:

**Levels 1 – 4:** Identifying and managing risk

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers



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**Level 3 - Live**  
**Summaries - Lessons 21-35**  
**October 2014**

## **Lesson list: 21 - 35**

- 21. Life aspirations**
- 22. What is income?**
- 23. How would you like to pay?**
- 24. What are you banking on?**
- 25. Credit**
- 26. Budgets and budgeting**
- 27. The danger of debt**
- 28. Going it alone**
- 29. Doing the paperwork**
- 30. Protect yourself**
- 31. Risk and returns**
- 32. The big picture**
- 33. Foreign exchange**
- 34. The money go round**
- 35. KiwiSaver**

## Lesson 21: Life Aspirations

### Target Group

Secondary students

### Overview

Life Aspirations challenges students to think about their future and the kind of lifestyle they would like to live. It offers strategies to help achieve their aspirations while considering their individual personality and educational capabilities.

### Concepts Introduced

- Life stage Personal Financial goal setting
- Career goal setting
- Impact of education and training on financial goals

### Objectives

Help students understand that long term financial planning is important to achieve realist life aspirations.

### \*NZQA Unit Standards supported by this lesson:

**28087:** Demonstrate understanding of the effect of life stage factors on personal income sources.

 NZQA Reference

**28089:** Demonstrate understanding of personal financial goal setting.


 NZQA Reference

 Assessor guide

 Student guide

**28092:** Analyse the effect of significant life events at different life stages on personal financial income.


 NZQA Reference

 Assessor guide

 Student guide

**28098:** Evaluate options to increase personal income


 NZQA Reference

 Assessor guide

 Student guide

**28100:** Develop a plan to achieve a long-term personal financial goal(s)

 NZQA Reference


 Assessor guide

 Student guide

**24699:** Make an informed decision relating to personal income and explain its consequences.

 NZQA Reference

 Facilitator guide

 Study guide

 Workbook

**\*NZ Curriculum Levels supported by this lesson:**

**Levels 5 – 8:** Saving and Investing

**Levels 6 – 8:** Income and Taxation

**Levels 5, 7 & 8:** Setting Financial goals and planning ahead

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 22: What is income?

### Target Group

Secondary students

### Overview

'What is income?' gives students an overview of many different ways people can earn income. We look at which forms of income are unpredictable and how we are all subject to income shocks. We then look at Income tax rates, PAYE, ACC and KiwiSaver deductions.

### Concepts Introduced

- Understand the difference between earned and unearned income
- Sources of earned and unearned income
- Unpredictable income
- Income shocks
- ACC and IRD
- Income Tax rates – including Net and Gross income

### Objectives

Help students understand various sources of income and how income is taxed.

### \*NZQA Unit Standards supported by this lesson:

**24697:** Perform income-related calculations for personal financial management

 NZQA Reference

**24695:** Explain taxation and other deductions relating to personal income.

 NZQA Reference

 Facilitator guide


 Study guide

 Workbook

**24699:** Make an informed decision relating to personal income and explain its consequences.

 NZQA Reference


 Facilitator guide

 Study guide

 Workbook

**28098:** Evaluate options to increase personal income.

 NZQA Reference

 Assessor guide

 Student guide

**28104:** Analyse the impact(s) of external factors on personal finances.

 NZQA Reference

### \*NZ Curriculum Levels supported by this lesson:

**Levels 5 - 7:** Income and Taxation

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 23: How would you like to pay?

### Target Group

Secondary students

### Overview

Students will learn about the different products and services that can be used to pay for things - and making wise decisions about which would be the best under particular circumstances.

### Concepts Introduced

- Best uses of cash (Cheques and dying out as a form of payment)
- Online banking
- Auto Payments and Direct Debits
- EFTPOS, Debit, and Credit cards

### Objectives

Help students understand the many different payment methods that we can all use, and the pros and cons of each.

### \*NZQA Unit Standards supported by this lesson:

**28097:** Evaluate and select personal banking products and services in relation to personal financial needs.

 NZQA Reference

 Assessor guide

 Student guide

### \*NZ Curriculum Levels supported by this lesson:

**Levels 1 – 8:** Money

**Levels 6 - 8:** Spending

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 24: What are you banking on?

### Target Group

Secondary students

### Overview

Students get an understanding of the products and services banks offer – and their importance in relation to almost all personal financial management requirements through their ever changing life stages.

### Concepts Introduced

- Transaction accounts.
- Online, mobile, and txt banking
- EFTPOS, debit, and credit cards
- Home loans – fixed and floating interest rates
- Insurance products
- Personal loans
- KiwiSaver and share trading
- Savings and term deposit accounts
- Foreign exchange

### Objectives

Give students and overall understanding of bank products and services in relation to personal financial management.

### \*NZQA Unit Standards supported by this lesson:

**28087:** Demonstrate understanding of the effect of life stage factors on personal income sources.

 NZQA Reference

**28090:** Demonstrate knowledge of personal financial saving and investment options.

 NZQA Reference

**28091:** Describe risks and basic risk management strategies for personal finances.

 Assessor guide

 Student guide

**28092:** Analyse the effect of significant life events at different life stages on personal financial income.

 NZQA Reference

 Assessor guide

 Student guide


**28096:** Evaluate and select insurance product types in relation to events for personal finances.

 NZQA Reference

**28097:** Evaluate and select personal banking products and services in relation to personal financial needs.



 NZQA Reference

 Assessor guide

 Student guide

**28103:** Analyse and select personal house financing and purchase options.

 NZQA Reference

**28104:** Analyse the impact(s) of external factors on personal finances.

 NZQA Reference

**\*NZ Curriculum Levels supported by this lesson:**

**Levels 1, 6 - 8:** Spending

**Level 1:** Credit and debt

**Level 4:** Saving and investing

**Level 8:** Income and taxation

**Level 4 – 6:** Setting financial goals and planning ahead

**Level 3, 5 – 8:** Identifying and managing risk

**Level 6:** Rights and responsibilities

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 25: Credit

### Target Group

Secondary students

### Overview

This lesson introduces students to the many different forms of credit and what they are used for.

### Concepts Introduced

- Creditors and debtors
- Good and bad loans
- Credit Contracts – Consumer Finance Act 2003
- Student loans
- Home loans
- Business loans – secured and unsecured loans
- Personal loans, hire purchase, disclosure statements
- Credit cards
- Bad loans, loan sharks, bank overdrafts


### Objectives

This lesson helps students understand what credit is and the responsibilities that go with different types of credit. It also covers the implications of manageable and unmanageable credit and debt.

### \*NZQA Unit Standards supported by this lesson:

**28088:** Demonstrate understanding of manageable and unmanageable credit and debt.


 NZQA Reference

 Assessor guide

 Student Guide

**28091:** Describe risks and basic risk management strategies for personal finances.


 NZQA Reference

 Assessor guide

 Student guide

**28093:** Describe the future financial responsibilities of utilising tertiary study funding options.


 NZQA Reference

 Assessor guide

 Student guide

**28097:** Evaluate and select personal banking products and services in relation to personal financial needs.

 NZQA Reference

 Assessor guide

 Student guide

**28099:** Analyse and compare credit options and recommend strategies to manage personal finances.


 NZQA Reference

**24699:** Make an informed decision relating to personal income and explain its consequences.

 NZQA Reference

 Facilitator guide

 Study guide

 Workbook

**28103:** Analyse and select personal house financing and purchase options.

**\*NZ Curriculum Levels supported by this lesson:**

**Levels 1 – 8:** Credit and debt

**Level 1 – 2:** Budgeting and financial management

**Level 3 - 4:** Identifying and managing risk

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 26: Budgets and budgeting

### Target Group

Secondary students

### Overview

A household budget is prepared, and then reviewed, to reflect changing financial circumstances.

### Concepts Introduced

- The importance of budgeting
- Needs and wants
- Short and long term savings
- Depreciation
- Budget spreadsheet
- Reviewing a budget spreadsheet and making changes
- Balancing a budget


### Objectives

Students learn the importance of creating a balanced family budget according to the family income. As circumstances change, they learn how to review the budget and make necessary changes to maintain a balanced budget.

### \*NZQA Unit Standards supported by this lesson:

**28092:** Analyse the effect of significant life events at different life stages on personal financial income.


 NZQA Reference

 Assessor guide

 Student guide

**28094:** Produce a balanced budget and adjust the budget to reflect changing financial circumstances.

 NZQA Reference

 Assessor guide

 Student guide

**28099:** Analyse and compare credit options and recommend strategies to manage personal finances.

 NZQA Reference

**24697:** Perform income-related calculations for personal financial management.

 NZQA Reference

**24709:** Produce a balanced budget to manage personal finances,

 NZQA Reference

### \*NZ Curriculum Levels supported by this lesson:

**Levels 4, 5, 7, 8:** Spending

**Levels: 1-3, 8:** Income and Taxation

**Levels 1 – 8:** Budgeting and financial management

**Levels 4, 6-8:** Setting financial goals and planning ahead

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 27: The danger of debt

### Target Group

Secondary students

### Overview

Students learn what debt is, the consequences of bad debt, identify warning signs, and where to seek help to manage debt.

### Concepts Introduced

- What debt is, and how it is caused
- Serious debt and where it can lead
- Loan sharks
- Consequences of serious debt
- Recognising problems and seeking help to manage debt
- Consolidation loans
- Creditworthiness
- Being a guarantor


### Objectives


This lesson gives students an understanding of what debt is and the consequences of unmanageable debt. It identifies the warning signs and explains ways of seeking help to manage debt.

### \*NZQA Unit Standards supported by this lesson:

**28088:** Demonstrate understanding of manageable and unmanageable credit and debt.

 NZQA Reference

 Assessor guide

 Student Guide

**28091:** Describe risks and basic risk management strategies for personal finances.

 Assessor guide

 NZQA Reference


 Assessor guide

 Student guide

 Student guide

**28097:** Evaluate and select personal banking products and services in relation to personal financial needs.

 NZQA Reference

 Assessor guide

 Student guide


**28099:** Analyse and compare credit options and recommend strategies to manage personal finances.

 NZQA Reference

**24699:** Make an informed decision relating to personal income and explain its consequences.

 NZQA Reference

 Facilitator guide

 Study guide

 Workbook

**\*NZ Curriculum Levels supported by this lesson:**

**Levels 1 – 8:** Credit and debt

**Level 5:** Saving and investing

**Levels 3-5:** Identifying and managing risk

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 28: Going it alone

### Target Group

Secondary students

### Overview

Leaving home and 'Going it alone' requires some seriously careful budgeting and financial management. This is what we cover in this lesson.

### Concepts Introduced

- Net and Gross income
- PAYE and Payslips
- Student loan repayments
- Budgeting spreadsheets and budgeting planners
- Depreciation
- Monthly/weekly bill payment calculations
- KiwiSaver deductions
- Needs and wants
- Discretionary income
- Savings
- Direct Debit and Auto Payments
- Grocery shopping - getting value for money


### Objectives

Students learn how to create a balanced personal budget in relation to Net income. This includes making allowances for saving for the short and long-term future, and for the unexpected.

### \*NZQA Unit Standards supported by this lesson:

**28089:** Demonstrate understanding of personal financial goal setting


 NZQA Reference


 Assessor guide

 Student guide

**28092:** Analyse the effect of significant life events at different life stages on personal financial income.


 NZQA Reference


 Assessor guide

 Student guide

**28093:** Describe the future financial responsibilities of utilising tertiary study funding options.


 NZQA Reference

 Assessor guide

 Student guide

**28094:** Produce a balanced budget and adjust the budget to reflect changing financial circumstances.

 NZQA Reference

 Assessor guide

 Student guide

**28099:** Analyse and compare credit options and recommend strategies to manage personal finances.

 NZQA Reference

**24695:** Explain taxation and other deductions relating to personal income.

 NZQA Reference

 Facilitator guide

 Study guide

 Workbook


**24697:** Perform income-related calculations for personal financial management.

 NZQA Reference

**24705:** Interpret financial documents and verify accuracy of financial documents for personal financial management.

 NZQA Reference

 Facilitator guide

 Study guide

 Workbook

**24709:** Produce a balanced budget to manage personal finances

 NZQA Reference

**\*NZ Curriculum Levels supported by this lesson:**

**Levels 2-5, 7, 8:** Spending

**Levels 5-7:** Income and taxation

**Levels 3-8:** Budgeting and financial management

**Levels 2-5:** Setting financial goals and planning ahead

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers



## Lesson 29: Doing the paperwork

### Target Group

Secondary students

### Overview

This lesson helps students to understand and interpret common personal financial documents they are most likely to encounter.

### Concepts Introduced

- Rent receipts
- Power bills
- Water rates
- Grocery receipts
- Motor repair bills
- Motor insurance policies
- Credit card statements
- Bank statements

### Objectives

Many personal financial documents, such as service bills and statements, can have complicated calculations. This lesson helps demystify these documents, giving students a clear understanding of their content and the knowledge to manage personal finances more accurately.

### \*NZQA Unit Standards supported by this lesson:

**28087:** Demonstrate understanding of the effect of life stage factors on personal income sources.


 NZQA Reference


**24697:** Perform income-related calculations for personal financial management.

 NZQA Reference

**24705:** Interpret financial documents and verify accuracy of financial documents for personal financial management.

 NZQA Reference

 Facilitator guide

 Study guide

 Workbook

**24709:** Produce a balanced budget to manage personal finances

 NZQA Reference

### \*NZ Curriculum Levels supported by this lesson:

**Levels 2-4:** Money

**Level 1:** Spending

**Levels 1-8** Budgeting and financial management

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 30: Protect yourself

### Target Group

Secondary students

### Overview

This lesson introduces students to managing personal financial risks through insurance products.

### Concepts Introduced

- The concept of insurance
- Life insurance
- Mortgage protection
- Income protection
- ACC
- Health insurance
- Home, contents, and motor insurance
- Selecting the right insurance company
- Insurance brokers

### Objectives

This is an introduction to the most common insurance products. It outlines the purpose of each in relation to personal financial risk management.

### \*NZQA Unit Standards supported by this lesson:

**28091:** Describe risks and basic risk management strategies for personal finances.

 NZQA Reference

 Assessor guide


 Student guide

**28096:** Evaluate and select insurance product types in relation to events for personal finances.

 NZQA Reference

**28097:** Evaluate and select personal banking products and services in relation to personal financial needs.


 NZQA Reference

 Assessor guide

 Student guide

**28100:** Develop a plan to achieve a long-term personal financial goal(s).

 NZQA Reference

 Assessor guide

 Student guide

**28101:** Plan a long-term personal financial investment portfolio.

 NZQA Reference

 Assessor guide

 Student guide

**28102:** Demonstrate understanding of risk and return for a personal financial investment portfolio.

 NZQA Reference

**28104:** Analyse the impact(s) of external factors on personal finances.

 NZQA Reference

**\*NZ Curriculum Levels supported by this lesson:**

**Levels 5-7:** Identifying and managing risk

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 31: Risk and returns

### Target Group

Secondary students

### Overview

Students are exposed to the levels of risks and returns in various assets classes. We demonstrate the long and short term investment plans of an adult couple and explain how they diversify their investment portfolio.

### Concepts Introduced

- Asset classes
- Balancing risk versus return
- Term deposits
- Bonds
- Companies/Banks credit rating
- Countries credit rating
- Property investment
- Shares – stock market – stock brokers
- Dividends – Capital gains
- Assets
- Gambling

### Objectives

We give students an understanding of how to plan a successful diversified investment portfolio to achieve good returns with managed risk.


### \*NZQA Unit Standards supported by this lesson:

**28087:** Demonstrate understanding of the effect of life stage factors on personal income sources.

 NZQA Reference

**28089:** Demonstrate understanding of personal financial goal setting

 NZQA Reference

 Assessor guide


 Student guide


**28090:** Demonstrate knowledge of personal financial saving and investment options.

 NZQA Reference

**28091:** Describe risks and basic risk management strategies for personal finances.


 NZQA Reference


 Assessor guide

 Student guide

**28092:** Analyse the effect of significant life events at different life stages on personal financial income.

 NZQA Reference

 Assessor guide

 Student guide

**28095:** Analyse personal financial investment opportunities.

 NZQA Reference

**28098:** Evaluate options to increase personal income.

 NZQA Reference

 Assessor guide

 Student guide

**28100:** Develop a plan to achieve a long-term personal financial goal(s)

 NZQA Reference

 Assessor guide

 Student guide

**28101:** Plan a long-term personal financial investment portfolio

 NZQA Reference

 Assessor guide

 Student guide

**28102:** Demonstrate understanding of risk and return for a personal financial investment portfolio.

 NZQA Reference

**28103:** Analyse and select personal house financing and purchase options.

 NZQA Reference

**28104:** Analyse the impact(s) of external factors on personal finances.

 NZQA Reference

**\*NZ Curriculum Levels supported by this lesson:**

**Levels 1 – 8:** Saving and investing

**Level 8:** Income and taxation

**Levels 3-4, 6-8:** Setting financial goals and planning ahead

**Levels 7-8:** Identifying and managing risk

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 32: The big picture

### Target Group

Secondary students

### Overview

At the age of 15, Abbie has a goal to save enough money for a deposit on an apartment by the time she is 25. After buying the apartment she wants to be mortgage free by the time she is 45. This is serious long-term financial goal setting!

### Concepts Introduced

- S.M.A.R.T. planning
- Savings account interest calculations
- Key indicators
- University fees and Student Loans
- Part-time work and income tax
- KiwiSaver
- Spreadsheet calculations
- Compound interest
- Mortgages and repayment calculators
- Renting
- Inflation – continually adjusting calculations as inflation increases

### Objectives

Financial goals and ambitions are achievable with very careful planning and financial management. This lesson gives a realistic example of how to achieve one of young New Zealanders' most desired goals – buying their first home. It can be done. The lesson goes through a strategic plan to get there in a realistic timeframe.

### \*NZQA Unit Standards supported by this lesson:

**28087:** Demonstrate understanding of the effect of life stage factors on personal income sources.

 NZQA Reference

**28089:** Demonstrate understanding of personal financial goal setting

 NZQA Reference

 Assessor guide


 Student guide

**28090:** Demonstrate knowledge of personal financial saving and investment options.

 NZQA Reference

**28092:** Analyse the effect of significant life events at different life stages on personal financial income.

 NZQA Reference

 Assessor guide

 Student guide

**28094:** Produce a balanced budget and adjust the budget to reflect changing financial circumstances.

 NZQA Reference

 Assessor guide

 Student guide

**28095:** Analyse personal financial investment opportunities.

 NZQA Reference

**28099:** Analyse and compare credit options and recommend strategies to manage personal finances.

 NZQA Reference

**28100:** Develop a plan to achieve a long-term personal financial goal(s)


 NZQA Reference

 Assessor guide

 Student guide

**28101:** Plan a long-term personal financial investment portfolio

 NZQA Reference

 Assessor guide

 Student guide

**28102:** Demonstrate understanding of risk and return for a personal financial investment portfolio.

 NZQA Reference

**28103:** Analyse and select personal house financing and purchase options.

 NZQA Reference

### **\*NZ Curriculum Levels supported by this lesson:**

**Levels 4-5, 7:** Spending

**Levels 1-2, 6-8:** Saving and investing

**Levels 6-8:** Income and taxation

**Levels 6-8:** Budgeting and financial management

**Levels 3-4, 5-8:** Setting financial goals and planning ahead

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 33: Foreign Exchange

### Target Group

Secondary students

### Overview

Lily is going on her OE and visiting a lot of countries on her travels. In this lesson she learns more about Foreign Exchange and the things to look out for when exchanging foreign currency.

### Concepts Introduced

- The names of the main currencies students may come across
- Currency codes
- Foreign Exchange offices and 'Bureau de Change'
- Selling and buying foreign currency
- Exchange rates
- Commission and service charges
- Credit card foreign exchange transactions
- Exchange rates - fluctuation

### Objectives

This lesson will give students and understanding of how foreign exchange works, how to use it when travelling, and the costs involved in respect to exchange rates, charges and commission.

**\*NZQA Unit Standards supported by this lesson:**

**\*NZ Curriculum Levels supported by this lesson:**

**Levels 4 – 8:** Money

**Level 8:** Spending

**Level 8:** Budgeting and financial management

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers



## Lesson 34: The money-go-round

### Target Group

Secondary students

### Overview

20

### Concepts Introduced

- The true value of paper money
- What money represents
- What Government tax revenue is used for
- Printing Money
- Inflation
- The 'cost of living'

### Objectives

30

#### \*NZQA Unit Standards supported by this lesson:

**28104:** Analyse the impact(s) of external factors on personal finances.

 NZQA Reference

#### \*NZ Curriculum Levels supported by this lesson:

**Levels 7 – 8:** Spending

**Levels 3-4, 7-8:** Income and taxation

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers

## Lesson 35: KiwiSaver

### Target Group

Secondary students

### Overview

Firstly, we explain the basic features and benefits of KiwiSaver. We then go on to talk about, providers, schemes, fees, risk and, finally, choosing funds.

### Concepts Introduced

- Eligibility
- Employee, employer, and government contributions
- Self-employed and child contributions
- Stopping contributions
- First home withdrawal
- KiwiSaver providers
- KiwiSaver schemes
- Fees
- Risk profiles
- Choosing a fund

### Objectives

After completing this lesson successfully, students should have enough knowledge to be able to ask the right questions when opening and operating a KiwiSaver account.


### \*NZQA Unit Standards supported by this lesson:

**28087:** Demonstrate understanding of the effect of life stage factors on personal income sources.

 NZQA Reference

**28089:** Demonstrate understanding of personal financial goal setting

 NZQA Reference

 Assessor guide

 Student guide

**28090:** Demonstrate knowledge of personal financial saving and investment options.

 NZQA Reference

**28091:** Describe risks and basic risk management strategies for personal finances.


 NZQA Reference

 Assessor guide

 Student guide

**28092:** Analyse the effect of significant life events at different life stages on personal financial income.

 NZQA Reference

 Assessor guide

 Student guide

**28095:** Analyse personal financial investment opportunities.

 NZQA Reference

**28097:** Evaluate and select personal banking products and services in relation to personal financial needs.

 NZQA Reference

 Assessor guide

 Student guide

**28099:** Analyse and compare credit options and recommend strategies to manage personal finances.

 NZQA Reference

**28101:** Plan a long-term personal financial investment portfolio

 NZQA Reference

 Assessor guide

 Student guide

**28102:** Demonstrate understanding of risk and return for a personal financial investment portfolio.

 NZQA Reference

**24695:** Explain taxation and other deductions relating to personal income.

 NZQA Reference

 Facilitator guide

 Study guide

 Workbook

**\*NZ Curriculum Levels supported by this lesson:**

**Levels 5 – 8:** Saving and investing

**Levels 5:** Income and taxation

**Level 2, 8:** Setting financial goals and planning ahead

\*Download this [LINK](#) for a full list of NZ Curriculum and NZQA lesson numbers