

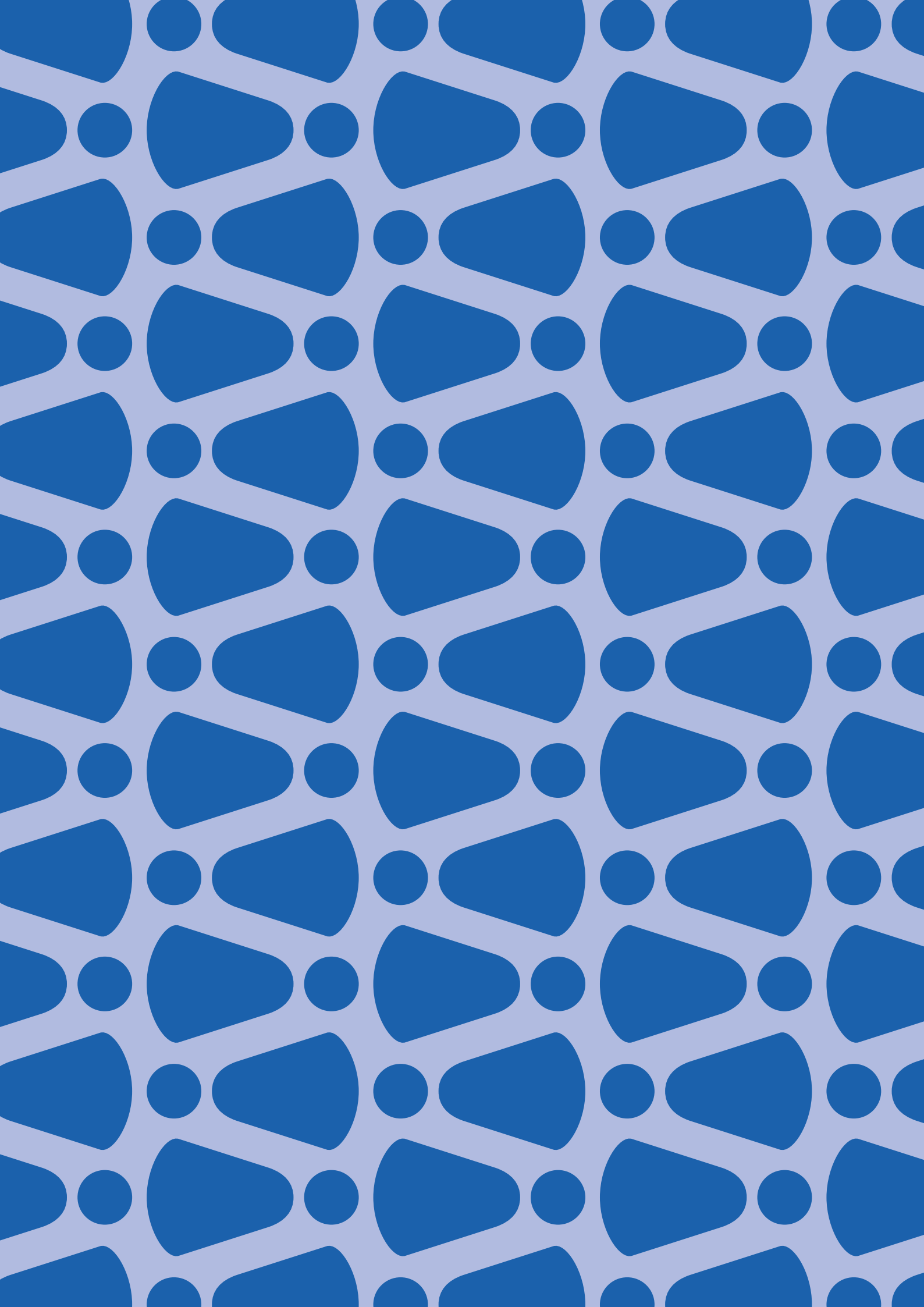


WORDS THAT COUNT

WORKBOOK

In partnership with





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Lesson 1

Income and Tax

Learning Outcome: To understand what income and income tax is and how this affects your pay.

Vocabulary 1

Match the keywords to the definitions:

Finance
Income
Deduction
Tax
National Insurance
Net pay

1. Taking away or subtracting something, like when some money is taken out of your pay.
2. Like tax, it is money that must be paid to the government when you are paid.
3. This term covers everything about how we manage our money and make decisions about saving, spending, and investing it.
4. The money you have left after all the other payments are taken out of your wage.
5. The money that someone earns or receives regularly.
6. Money that people must pay to the government.

Complete the table below:

Remember! Synonyms are words that have the same or similar meaning, and antonyms are words that mean the opposite.

Keyword	Synonyms	Antonyms	Sentence
Finance			
Income			
Deduction			
Tax			
National Insurance			
Net Pay			

Meet the team!

Meet Lauren and Amad! In some ways they're similar. They both love to exercise; although Amad would rather pound the pavement or soak in the great outdoors, whilst Lauren prefers the gym. However, in some ways they are completely different. When it comes to spending, Lauren is planning her next statement wardrobe piece, whilst Amad will be planning a holiday. Lauren is employed full time, whilst Amad is working as a waiter while studying at university. There is, however, something about them that is completely the same: they're still learning about the best way to manage their money.



Amad

Age: 20

Lives: In a house share at university

Job: Waiter and full-time student

Hobbies: Running, travelling, gaming



Lauren

Age: 25

Lives: In her own home by herself

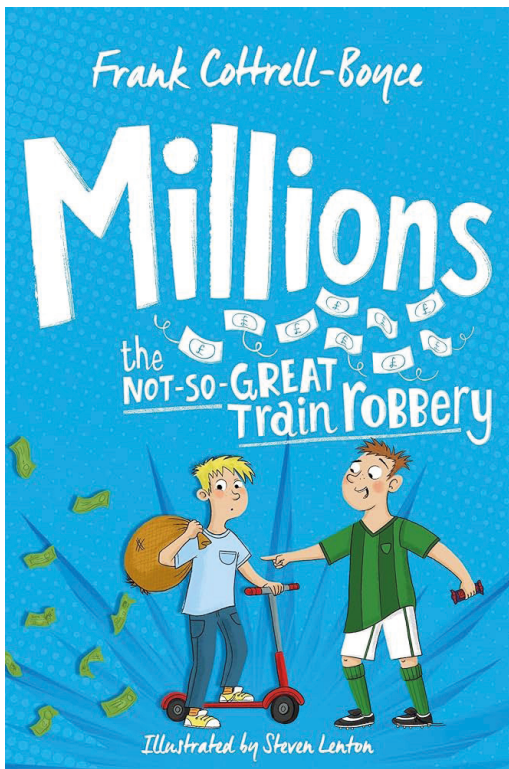
Job: DJ and social media influencer

Hobbies: Music, working out,
watching TV

Throughout the activities, you will need to help them decide what choices to make regarding their lifestyle and finances. There are two profiles below to help you know more about them, and what they want and need in their lives.

‘Millions’

Read the extract below from ‘Millions’ by Frank Cottrell-Boyce.



Even that little prayer took me about five minutes to say because my teeth kept chattering. God must have heard me, though, because he answered it. And you know what? He did the same thing as everyone else. He gave me something.

Just as I finished the prayer a train went past.

A huge gust of oily air burst into the hermitage, making all the flaps flap. I looked out. The train had no windows. It was just a huge block of night on wheels, screaming past the holly bushes.

As I watched, a little scrap of darkness seemed to get free of the big darkness and come rolling through the air towards me. It crashed into the front end of the hermitage, smashing the boxes flat and letting even more cold air in. It squatted on the flattened cardboard like a big leathery toad.

I went over and touched it. It was a bag. It had come apart along the zip and its insides were spilling out. And its insides were money. It wasn't a vision or a visitation as such. I suppose you could call it a sign. A big loud sign. It was money. Banknotes. Piles and piles of them. Thousands and thousands of pounds. Millions, even.

[...]

I ran across the field shouting, 'Anthony! Anthony! Come and look at this!' I was that excited, you see. I'm not sure now that it was the best idea.

When I got to the house, it was still dark but there was a light on in the kitchen and I could see Anthony making toast. I tapped on the window. He jumped in fright, but then he saw who it was and – let me in.

'What are you doing out there? You're freezing. Where've you been? Have you been out all night?' My teeth were still chattering. I said, 'I've found... I've found...'

'What?'

'Come and look.'

Anthony put his coat on. He could tell I was excited, but he wasn't that convinced. 'This had better be something that other people can see?'

This reminded me of what the woman had said at Huskisson House. What if you could see things that weren't there? What if it wasn't as optical as I thought it was? But when we got to the hermitage, the bag was there. I pointed to it.

Anthony said, 'What?'

'You know when you tell people that Mum is dead and they give you stuff?'

This reminded me of what the woman had said at Huskisson House. What if you could see things that weren't there? What if it wasn't as optical as I thought it was? But when we got to the hermitage, the bag was there. I pointed to it.

Anthony said, 'What?'

'You know when you tell people that Mum is dead and they give you stuff?'

He nodded.

'Well, I told God.'

I pulled back the box and Anthony saw it – a big bag stuffed with money. His face glowed. He says now that it's still the most beautiful thing he's ever seen. He was so happy just then.

'And it's from God, you reckon?' I nodded.

'Well, he really wanted to cheer us up.'

It needed the two of us to carry the money back across the field towards the house. Think of that.

More money than we could carry. I wanted to spread it all out on the dining table so Dad would see it when he got home and be of good cheer, but Anthony said we mustn't tell Dad about it.

'Why not?'

'Tax'

I had to ask him what tax was.

If Dad knew about it, he'd have to tell the government, and if they knew about it, they'd want to tax it. At 40 per cent – that's nearly half of it. We should just hide it and go to school.'

But we couldn't. We had to know how much was there. We tipped the money on to the table. 'Anyway,' Anthony said, 'if God had wanted Dad to have this, he would've sent him a cheque in the post.'

It was hard to argue with that.

Discuss the following questions in a pair, a group or as a class:

1. Why can't the characters tell their dad about the money?

2. What would you with a bag of £1,000,000 in cash?

Think carefully, you need to make sure they are purchases that will accept cash! You won't be able to buy a house, for example.

What is income?

Thanks to our key vocabulary, we know that income is the money that someone earns or receives regularly.

Can you think of some other ways someone might receive income?

Employment

Calculate the income for each person below.

Example: Mo works 25 hours per week at £9 per hour, for a total of **£225** per week.

1. Ross works 10 hours per week at £12 per hour, meaning he earns £_____ per week.
2. Amad earns £70 a day and works 5 days per week, for a total of £_____ per week.
3. Dee earns £1400 per month but only works 6 months of the year. She earns £_____ per year.
4. Lauren earns £35,000 per year, which is equal to £_____ per month.

Podium places, please! Place each person in the correct position on the podium.
The person who earns the most should be first.

To work out who earns the most, you need to work out everyone's yearly salary. To do this, you might need to remind yourself of the following: there are 52 weeks in a year and 12 months in a year.

Ross	£_____ per week x 52 weeks = _____
Amad	£_____ per week x 52 weeks = _____
Dee	£1400 x 6 months = _____
Lauren	£35,000 per year

Rank the four earners in the table from highest to lowest per year:

1.

2.

3.

4.

What is tax?

Tax is money that people and businesses must give to the UK government so they can use it to pay for things like schools, hospitals, and other public services. There are different types of tax, such as:



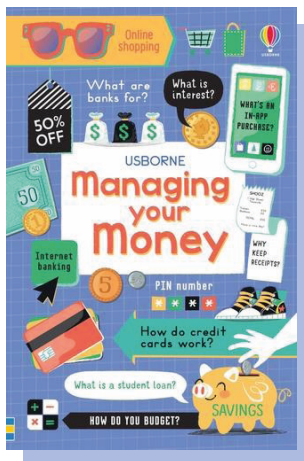
Income tax is a proportion of people's earnings that goes to the government to pay for public services, such as hospitals, schools and the police. These payments don't start until a worker is earning a certain amount, which is set by the government each year. Because income tax is a proportion of what you earn, people earning a large amount of money pay more tax than people with smaller incomes.



VAT. Every time you buy something, there will always be a 20% tax fee included in the price (yes, more tax even though you already pay it).



National Insurance is the name for a system of payments that are taken off people's earnings and given to the government. They go into a fund that helps to pay for state benefits, such as maternity leave and the state pension.



It's important to pay tax so that everyone can enjoy good services, but it can be a bit tricky to understand at first. Not paying tax can get you in trouble, so it's important to learn about it.

This information comes from Managing your Money by Jane Bingham and Holly Bathie.

Notes

Understanding a payslip

When you start working, your employer will pay you an agreed amount of money for your work. A payslip is a physical or digital document that shows how much money you earned for a specific period. This could be a week or a month. It quite literally shows you the money!

The payslip will show you the different parts of your pay. There will be sections for how much money you made before any deductions were taken (gross pay), and how much you get to keep after things like taxes (net pay).

Payslips are important because they help you keep track of how much money you are earning and how much is being taken out of your pay. They also help your employer keep accurate records of your pay and make sure they are following the law.

Below is an example of a payslip:

Company Name			PAYSリップ		
12345 Court Road, London W1T 1JY, UK Phone: +44 00 0000 0000, Email: name@provider.com					
EMPLOYEE INFORMATION			PAY DATE	PAY TYPE	PERIOD
Full Name			6/10/2019	Weekly	WK23
123 Any Court Road			PAYROLL #	NI NUMBER	TAX CODE
London, W1T 1JY, UK			1234567	QQ123456C	1250L
Phone: +44 00 0000 0000			Payment Method: Check		
Email: name@provider.com					
EARNINGS	HOURS	RATE	CURRENT	YTD	
Standard Pay	40	12.50	500.00	500.00	
Overtime Pay	5	18.75	93.75	93.75	
Holiday Pay	8	12.50	100.00	100.00	
Basic Pay			1,740.00	1,740.00	
Commission and Bonus			600.00	600.00	
Sick Pay			-	-	
Expenses			-	-	
GROSS PAY			£3,033.75	£3,033.75	
DEDUCTIONS			CURRENT	YTD	
PAYE Tax			250.00	250.00	
National Insurance			55.00	55.00	
Student Loan Repayment			30.00	30.00	
Pension			50.00	50.00	
Union Fees			5.00	5.00	
TOTAL DEDUCTIONS			£390.00	£390.00	
NET PAY			£2,643.75	£2,643.75	
If you have any questions about this payslip, please contact: [Name, Phone, email@address.com]					

Payslips will not always look the same. Here is another example:

EMPLOYEE				NUMBER	EMPLOYER	
G B Ellington				1234C	Flywheel & Driftwood Ltd	

PAYMENTS				DEDUCTIONS		TO DATE	
Description	Hours	Rate	Amount	Income Tax	238.18	TAXABLE	39,741.02
Standard Rate	17.00	12.50	212.50	National Insurance	86.54	TAX	8,017.96
Overtime	5.00	25.00	125.00	Stakeholder Pension	50.00	NAT.INS.	3,306.01
Total Hourly Pay			337.50	Student Loan Repayment	70.00		
Basic pay			610.00	Attch:CSA	73.26		
OSPP Added			128.73				
TOTAL				TOTAL	517.98	PAY DATE	13-Jan-12
						TAX PERIOD	Wk41
						TAX CODE	747L
						N.I. NO.	NW 22 22 22 A
						NET PAY	558.25

G B Ellington
23 Glebe Crescent
Bryanstow
Brenzett
Kent
ER4 5TR

Paid by Cash

Holidays: 28 days available, 5 taken, 23 remaining

Employer's PAYE Ref. 834 / M6115

Using the first payslip to help you:

1. Colour in the **deductions**.
2. Underline **net pay**.
3. Highlight **income tax**.
4. Circle **pension contribution**.

What on Earth are these things I'm looking for again?

Go back to your vocab if you need a refresher on the terms.

Challenge Questions:

1. What does this person get paid per hour for their holiday pay? _____
2. To the nearest 10, what percentage of this person's total pay is commission and bonus?

Working out

Imagine...

Imagine you are Cristiano Ronaldo or Beyoncé opening your monthly payslip. What would it look like?

Pick one of the personalities below and create a payslip for them in the blank payslip.

Cristiano Ronaldo's base salary is £177m a year. That breaks down as approximately £3.4m a week. He is the highest-paid footballer in the world, and his salary is even higher when you factor in bonuses and sponsorships.

Create a payslip for Mr C. Ronaldo.

Amad earns roughly £70 pounds per day from his job as a waiter. He works as many hours as he can around his study, which is about 30 hours a week. This often involves evenings and weekends.

Create a payslip for Amad.

Working out

EMPLOYEE

PAYMENTS

Description	Pay
TOTAL	

DEDUCTIONS

Tax	
National insurance	
Pension	
TOTAL	

ADDRESS

Notes

[illegible]

Lesson 2

Expenditure and Budgeting

Learning Outcome: To understand
how to budget your income.

Recap

Read the following statements. Mark the ones that are true with a **T** and the ones that are false with an **F**.

Statement	True or False
Income tax is the money you pay to the government when you get paid.	
Net pay is the amount of money left after deductions that goes into your bank when you are paid.	
National insurance is optional but you paying it entitles you to a pension.	
Payslips always look the same to make it easy for you to understand them efficiently.	
Payslips show you the breakdown of your income and deductions.	

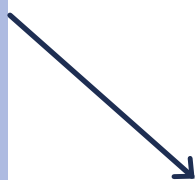
Big question

What do you think 25-year-olds like Amad and Lauren need to spend their money on?

Vocabulary 2

Match the key words and phrases to the definitions:

Inflation
Expenditure
Disposable income
Budgeting
Discount
Cost of living crisis



1. Spending money on things you need or want.
2. Planning how we will spend our money, so that we have enough for all of the things we need and some of the things we want.
3. This is when prices go up, so your money doesn't buy as much as it used to. For example, if it is low, you can buy a lot of snacks with £5, but if it is high, the same £5 will get you less.
4. When the prices of everyday things like food, housing, and other essentials go up a lot, making it harder for people to afford them with the money they have.
5. The amount of money you have left after your essential bills and spending.
6. A lower price for something, like when a shop has a sale that reduces the price of an item.

Complete the table below:

Remember! Synonyms are words that have the same or similar meaning, and antonyms are words that mean the opposite.

Keyword	Synonyms	Antonyms	Sentence
Inflation			
Expenditure			
Disposable Income			
Budgeting			
Discount			
Cost-of-living crisis			

Supermarket sweep




Welcome to Supermarket sweep!

You will be **assigned a profile** by your leader. Your task is to create a meal plan for them for one day from the product list below. But! Be careful. Everyone has their own budget, needs, and people, to cater for – and you **must** make sure to meet all requirements.

Below, you can see some suggestions for meals you could buy using ready meals or ingredients, but you will still have to find some yourself.

It's time to go shopping!

Meal ideas:

Chicken/Tofu (v) stir fry (2 people)	Roast chicken dinner (2 people)	Chicken / Chickpea curry (2 people)
2 x chicken breast / Tofu 1 x noodles 1 x stir fry sauce 1 x onion Vegetables of your choice	2 x chicken breast 4 x potato 2 x carrots 1 x broccoli 1 x green beans	2 x chicken breast / Chickpeas 4 x potato 1 x onion 1 x curry paste 1 x rice
		

Shop Products

<u>Fridge</u>	<u>Frozen</u>	<u>Fruit/Veg/Salad</u>	<u>Fresh</u>
Milk - £3	Chicken nuggets - £2	Broccoli - 80p	Rice - £1.25
4 x chicken breast - £5	Margherita pizza - £ 3	6 x tomatoes - £1	Mushrooms - 50p
Cheese - £2	Meat feast pizza - £5	Carrot - 25p	Pasta - £2
Stir fry ready meal - £3	Fries - £2.50	Lettuce - £1	Noodles - £1.50
Chicken roast ready meal - £4	Steak pie - £3	Garlic - 50p	Bag of 10 potatoes - £3
Stir fry sauce - £1	Peas - £2	Onion - 50p	Loaf of bread - £1
Chicken curry ready meal - £ 4	8 x chicken breast - £6	Green beans - 75p	Wraps - £1
Ham - £2	16 Sausages - £5	Sweetcorn - £1	Curry paste - £1
Bacon - £3	Onion rings - £2	Cucumber - 75p	4 potatoes - £2
4 chocolate yoghurts - £2	Prawns - £3	Grapes - £1	10 pack of crisps - £3
Butter - £2	Tub of ice cream - £3	6 apples - £2	Cornflakes - £3
Orange juice - £1	Broccoli - £2	Bananas - £2	6 Eggs - £2
6 mini pork pies £1	4 x beef burgers - £5	Celery - £1	Chickpeas - £1
Tofu for 4 - £4	4 x salmon fillets - £5	Avocado - £1	Spaghetti hoops - £1
Hummus - £2	10 x fish fingers - £4	Mixed peppers - £1	4 x can of beans - £3

I am writing a meal plan for _____.

My budget per week is _____. This mean I can spend _____ per day on food.

Complete the table below to show your final meals and shopping list.

	Breakfast	Cost	Lunch	Cost	Dinner	Cost
Meal						
Ingredients						
Total cost						

Plenary

What do you think 25-year-olds need to spend their money on?

At the start of the lesson, I thought that...

However, now I know that some of the most important things a 25-year-old will need to pay for are...

Notes

Blank lined paper for writing.

Lesson 3

Debt and Credit

Learning Outcome: To understand debt and credit and consider how to manage it.

Recap

Read the following statements. Mark the ones that are true with a **T** and the ones that are false with an **F**.

Statement	True or False
If you want something, you usually need it, so must buy it.	
Disposable income is money you have left over after paying for everything you need to.	
The best way to buy food is to always buy ready meals.	
Meal planning and budgeting your allowance for food is a waste of time.	
Inflation is one of the reasons for the cost-of-living crisis.	

Vocabulary 3

Match the keywords to the definitions:

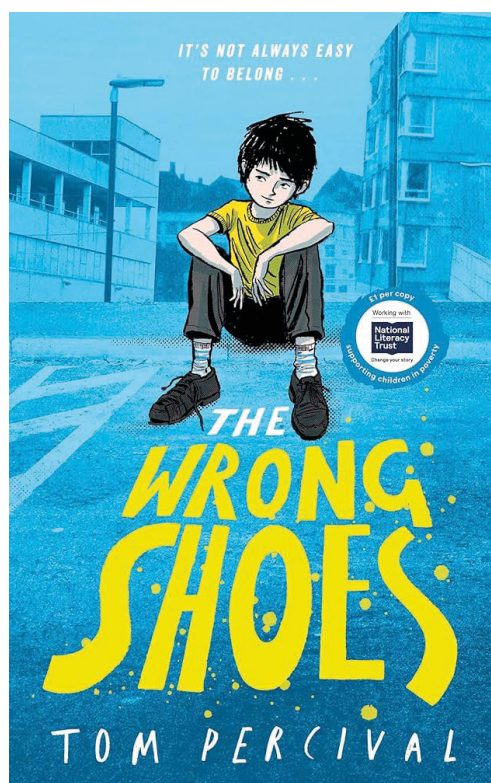
Debt	1. Obtaining money, goods, or services that you pay for later.
Affordability	2. A fee charged for borrowing, usually calculated as a percentage of the total amount borrowed.
Credit	3. Owning something to someone or something.
Interest	4. When you put your money into something, like a stock, a business or property, with the hope of making more money over time.
Loan	5. Your ability to buy something that you want or need, without it causing financial problems for you or your family.
Investment	6. When you borrow money from someone, like a bank, and then pay it back over time with interest.

Complete the table below:

Remember! Synonyms are words that have the same or similar meaning, and antonyms are words that mean the opposite.

Keyword	Synonyms	Antonyms	Sentence
Debt			
Affordability			
Credit			
Interest			
Loan			
Investment			

‘The Wrong Shoes’



Read the extract below from *The Wrong Shoes* by Tom Percival.

Look, I don't want to count any chickens ..? says Dad, and my heart sinks. My dad is an expert chicken counter. I know full well that he's already numbered every single one of those theoretical hens and is right now buying seed for the massive chicken farm that he's built in his head.

He grins as he catches my eye. 'The things is ... I had an interview today and it went well. Really well. I don't need a driving licence. It's mainly desk work, and the building's got a lift so I won't slow everyone down going up the steps. His face is all shining now, and I don't want to be the one to tell him that he's talking like he's already been offered the job.

"Plus, I got a really good feeling from the lady doing the interview, you know. She was nice. She even said, "See you soon."

My heart sinks further. Seriously, it's like he's my kid and I need to tell him that the tooth fairy might not actually be real. I take a deep breath. I mean... that's great and all. But it's not a done deal, is it? We still need to pay for my bus ride tonight and next week's food as well. Dad waves his hand dismissively. It's fine. I got a bit of cash from Damien to see us through?

'Are you joking?' My jaw literally drops, hanging open like a trapdoor. Damien's the local loan shark and just about as hard as they come.

'Damien? Are we talking about the same Damien? Damien Forsyth? Have you heard what happens to people that don't pay him back on time?' Look, I'm sure he's not as bad as all that, says Dad.

'It's probably just exaggerated. You know, to make sure people don't default on their loans?'

'Default on their loans?' My voice is rising almost to a shout. 'He's not a building society!' I shake my head. 'And you're happy to test that theory, are you? What if you don't get this job? What if you can't pay him back?' My heart's pounding like I've just done that stupid beep test at school.

'Look, don't worry about it,' says Dad, genuinely acting like he's not got a care in the world. Like I say ... I've got a good feeling about this.'

I feel like I've been carved out of ice and can hear the creaking sound of hairline fractures racing through my entire life while everything that's sensible and normal slowly collapses inwards. Damien Forsyth? When we first moved here, Dad specifically told me not to go near him.

He said, literally, word for word: Damien Forsyth is like a disease that infects this whole place. He preys on the weak and the vulnerable, exploiting bad luck for his own gain.

Seriously, Will, just don't go near him, or anyone who associates with him.

So I guess this means we're now officially weak, vulnerable and unlucky.

Brilliant.

Discuss the following questions in a pair, a group or as a class:

1. What do you think a loan shark is?
2. Why does the protagonist think their dad is making a mistake?
3. Why does the dad make the decision he does? How might he feel?
Is there anything you can think of that might not be written in the text?

Affordable debt

Lauren thinks it is time to start earning more from her DJing. However, to do this, she needs some new equipment to help take her gigs to the next level. This equipment will cost her a total of £1,500.

Unfortunately, her car has broken down and will cost £500 to repair. Without her car, she cannot transport her equipment to venues and cannot perform any shows.

Lauren's plan to fix her car and get her DJ equipment is to take out a loan as this will help her get back to work immediately and potentially make more money in the long run.

She will take out a total of £2,000 but will have to pay back £2,500 over 10 months because of the interest on the loan (Ugh! interest).

Below is a page from Lauren's bank statement showing her expenditures from last month. she needs to save an extra £250 per month to pay back her loan. Read through the bank statement and advise Lauren on what expenditures she can remove/reduce to save more. (Remember, we don't want her to empty her pockets completely. she needs to make sure she has some money left for any unexpected surprises, but you also don't need to cut out everything that's not essential – we don't want her to be miserable!)



BANK STATEMENT

Account number: 00010002

Sort code: 00-11-22

Statement period from
01/11/2023 – 31/11/2023

Lauren Adams
12 Avenue Road
London, SE29 0PU

Transaction History

Transfer to SAVINGS account*	£200
Rent*	£600
Household bills*	£300
STARBUCKS	£8
NANDO'S	£16
ASDA food shop	£140
Pretty Little Thing (PLT)	£120
Greggs	£6
Cinema	£20
Netflix	£8
Kindle Unlimited	£8
Fitness tracking monthly subscription	£30
Gym membership	£30
Personal trainer – 4 sessions	£100
Bicycle repairs	£30
Sky Sports	£40
PLT Premium	£10
TOTAL	

**Items with an asterisk cannot be removed or cut out from monthly expenditures.*

Write down each expenditure you would cut out and how much it would save:

Name of spend/transaction	Cost
TOTAL	

Pick your payment

Amad has just moved into a flat of his own at university! He has saved £800 over 4 months to buy some key items. He is now looking at the different options available to buy a fridge, a washing machine and a mattress.

You must choose the best option for him to save the most money. Remember, he has three items to buy. Look at the options below and choose the best three, making sure you consider the following:

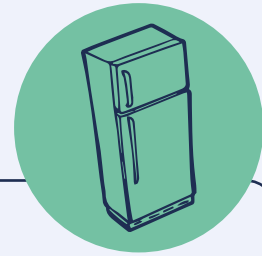


- Total savings (£800)
- How much per month any debt would cost (remember, Amad can only save £200 a month, so any debt would come out of future savings)
- Amad can get all three items.

Fridge

Essential ☐

Non-essential ☐



Why did you make this choice?

Option 1	Option 2	Option 3
Pay £450 from savings.	Wait three months, save more money, and buy the £600 XL version with extra space and an ice dispenser!	Pay the £450 on a credit card with 10% interest every month. It will be paid back after three months but she won't be able to save at the same time.

Washing machine

The washing machine will cost a minimum of £400.

Essential ☐

Non-essential ☐



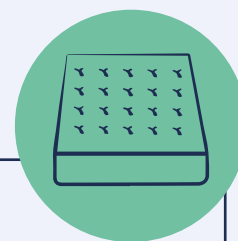
Why did you make this choice?

Option 1	Option 2	Option 3
Pay the £400 from savings.	Take out a £500 loan to pay for it in one go. The loan has 40% interest per month and a £100 service fee.	Pay the £400 over 4 months with 5% interest per month.

Mattress

Essential ☐

Non-essential ☐



Why did you make this choice?

Option 1	Option 2	Option 3
Pay the £300 up front.	Borrow money from family or friends, promising to give them back an extra £50.	Buy a mattress on your credit card for £300. This has 20% interest but can be paid back over 12 months.

Challenge: Can you think of any other creative solutions for Amad to acquire these items?

Fridge:

Washing machine:

Mattress:

When credit becomes debt

It is becoming more common for people to fall into debt for both positive and negative reasons. We know that being in debt allows us to own and invest in things such as our education, houses, and pensions – these can be seen as positive things to invest in. However! It is also easy to acquire what can be seen as ‘negative’ debt by taking on some forms of credit:

- **Buy now, pay later.** Companies such as Klarna are available for use across many popular shopping websites and allow people to buy something now and pay it off in three monthly instalments. However, after these three months, there is a monthly interest charge of 20%.

Month 0-3	Month 4	Month 5	Month 6	Month 7
Free	$\text{£}100 + 20\%$ $= \text{£}120$	$\text{£}120 + 20\%$ $= \text{£}144$	$\text{£}144 + 20\%$ $= 172.8$	$\text{£}172.8 + 20\% =$ _____

Fill in the table above with the missing payment amount for month 7

- **Payday loans.** These loans will lend money to you instantly with very few checks but are extremely dangerous. You will be charged a lot of money for using them through high interest rates and they will want the money returned to them very quickly. When this isn't possible, it can damage your long-term finances and ability to buy anything else using credit.

Discuss the following questions in a pair, a group or as a class:

1. Do you think buy now, pay later schemes are a good idea? Why or why not?
2. What advice would you give to someone who needs to use a buy now, pay later scheme?
3. Why might someone use a payday loan?
4. What would you say to someone who is considering using a payday loan?

Lesson 4

Security and Saving

Learning Outcome: To understand how to save and protect my finances.

Recap

Read the following statements. Mark the ones that are true with a **T** and the ones that are false with an **F**.

Statement	True or False
Debt is bad and you should avoid falling into it at all costs.	
A bank statement is a form you fill in to agree to the bank's terms and conditions.	
When buying expensive items on a budget, it is important to consider all the payment options available, to help you make the best financial choice.	
Buy now, pay later schemes like Klarna are scams and shouldn't be used.	
Credit and debt are not the same thing, but they do link together closely.	

Big question

**Should banks give money to people who have lost it or had it stolen?
Why or why not?**

Vocabulary 4

Match the keywords to the definitions:

Scam
Transaction
Security measures
Pension
Salary
Compound interest

1. Things we do to keep ourselves and our belongings safe.
2. A type of savings plan for when you're older and no longer working, to help you have enough money to live on. You can't access this until you are at least 55.
3. When someone tricks you to take your money or belongings by lying or being dishonest.
4. Moving money in or out of your bank account such as using your bank card to buy something or send money to someone else.
5. When you earn interest not only on the initial amount of money you save or invest but also on the interest that accumulates over time.
6. The amount of money someone earns in a year for doing a job.

Complete the table below:

Remember! Synonyms are words that have the same or similar meaning, and antonyms are words that mean the opposite.

Keyword	Synonyms	Antonyms	Sentence
Scam			
Transaction			
Security measures			
Pension			
Salary			
Compound interest			

My bank account

Before you can start to save money, you need to setup your own bank account. This can sometimes be daunting when you don't know where to start so here is your chance to practise!

The first step would be to visit your chosen bank's website and request to create a bank account. You can also do this in person. You will then be asked to complete a form with your personal details so that the bank knows who you are and can keep your money and information safe.

Let's have a go at filling in one of those forms now. Don't worry, this is just for you to practise, all your data is safe!

COMPLETE THE FOLLOWING FORM IN BLOCK CAPITALS

Title (Mr/Mrs/Miss/Mx):

Full name:

Has your name changed in the last 12 months?

☐

Yes

☐

No

Country of birth:

Nationality:

Address:

What will you be using this account for?

☐

Saving money

☐

Paying bills

☐

Storing and spending money

Terms and conditions:

☐

I agree to the terms and conditions

☐

I confirm that all details on this form are accurate.

I confirm that I am over the age of 16, or I am over the age of 11 and have my carer's permission.

Saving money

Do you think the word **saving** is positive or negative term? Explain your answer.

Ways to save

There are a variety of ways we can save money.

Think of three other ways to save money and then rank them best to worst.

Method of saving	Rank
Using a 'round up' feature in my bank account. When I buy something, it rounds up the cost to the nearest pound and saves the change.	

Challenge: Should you save if you are in debt?

Complete the table below with two advantages and disadvantages of saving.

Advantage	Disadvantage

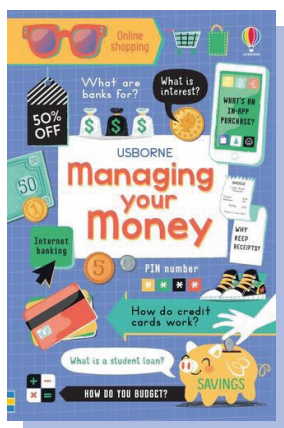
Pensions

Let's be honest, everybody wants to know the secret to making money, and getting rich, especially if it can be done quickly! Unfortunately, the truth is that gaining this wealth is neither easy nor quick, but it is possible. One way is by investing for the future. One thing that most employed citizens will do is invest in a pension.

Saving up for retirement doesn't seem remotely urgent when you're young, but it makes very good sense to start saving early. If you put it off until later, you'll need to make much larger payments just to save the same amount.

Full-time workers in the UK are encouraged to save for a pension, once they've passed a certain earnings threshold. If you're 22 or over and you earn more than £10,000 a year, you will be required to pay a contribution into a workplace pension fund. Unless you make the decision to opt out, this contribution will be taken off your pay automatically. Workplace pension funds are a great way to boost your retirement savings because your employer has to add a contribution each month.

Monthly contribution	Funds at age 68 (after interest and employer matching your contribution)
£50	£321,800
£100	£643,600
£150	£965,400
£200	£1,287,200
£250	£1,609,000
£310.75	£2,000,000



However, if you are in a position where you cannot contribute to your pension, and your employer doesn't either, there is a statutory pension that you will receive from the government, however this is only £179 per week and can't be received until you are 66.

This information comes from Managing your Money by Jane Bingham and Holly Bathie.

Scam secrets

Amad has recently been receiving some emails that she doesn't trust. Look at the images below of some real examples of phishing scams.

Suspicious activity has been labelled by Amad, but you must try to **explain why it is suspicious in the tables below**.

The image shows a phishing email from 'NatWest'. It contains the following text: 'NatWest', 'customerservice@natwestsecure.c....', 'Dear customer,', 'Request to change your mobile number has been received. Your new number 07*****258 will be active in 24hrs. If you did not make this change, cancel the request immediately. A one time passcode will be sent to your previous mobile to authenticate the request. Click here to cancel mobile update request.', 'We are here to assist you anytime. Your account security is our priority. Thank you for choosing NatWest.', 'Sincerely,', and '© 2023 National Westminster Bank. All rights reserved.' Four numbered callouts point to specific parts: 1. points to the email address, 2. points to 'Dear customer,', 3. points to the link 'Click here to cancel mobile update request.', and 4. points to the signature 'Sincerely,'.

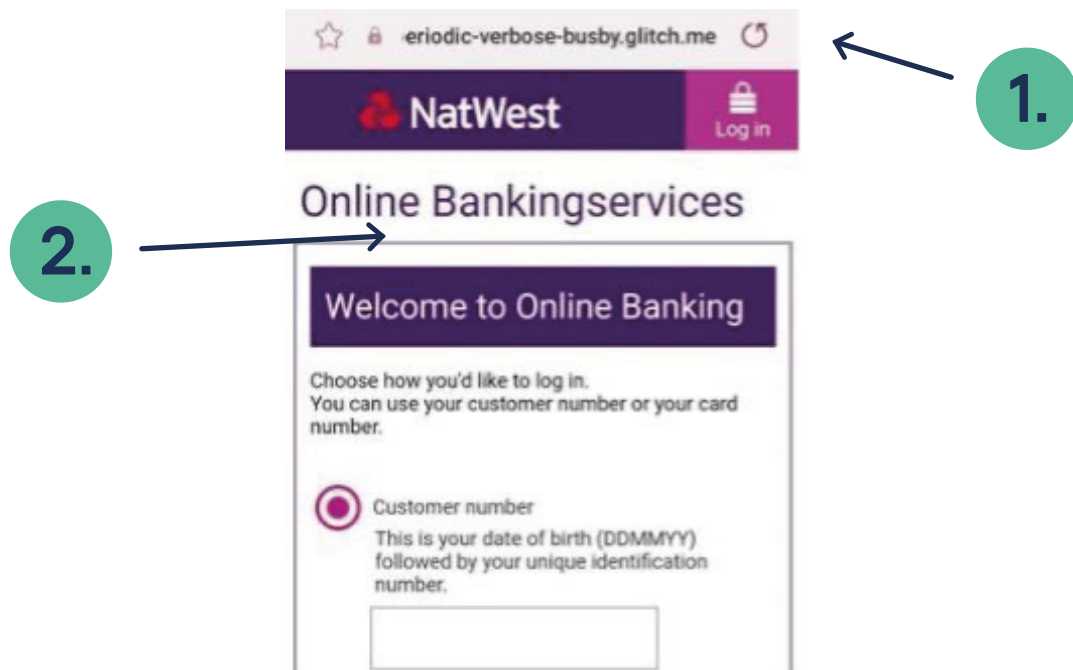
1. customerservice@natwestsecure.c....

2. Dear customer,

3. [Click here to cancel mobile update request.](#)

4. Sincerely,

Number	Why would this concern you or make you suspicious?
1	Example: The email address is not a trustworthy or legitimate email.
2	
3	
4	



Number	Why would this concern you or make you suspicious?
1	
2	



Number	Why would this concern you or make you suspicious?
1	
2	
3	

Scam support

After finding out he has been a victim of a scam, Amad decides to use his banking app to get help! You can see his conversation with the support agent below. However, the screenshot is corrupted, and you must **fill in the blanks**!



Support agent

Hello, how can I help you today?

Amad

Hello, I think I have been the victim of a _____.



Support agent

Yes, of course, let me investigate this further. Please can you confirm the final 4 digits of your account number. **Do not provide the full number.**

Amad

Yes, it is 5458. Someone has taken £500 out of my account in a different _____. Please can you help?



Support agent

Yes. I can see the suspicious _____. On this occasion, we can refund the lost amount, but in future, please be careful and follow this advice:

- Your _____ or the police will never ask you to transfer money to a safe account or ask for your full PIN, password, or passcode.
- Only ever use official applications to manage your _____.
- Do not download any software to your _____ or phone following an email.
- Keep an eye out for _____ mistakes.
- Criminals will ask you to lie to the bank regarding any payment requests. If you're being told to lie to the bank, it's a scam.

Amad

Thank you so much! Those are some great pieces of _____. I will make sure to be more careful in future.



Support agent

I hope so! Your money will be back in your account within 2 hours. Have a good day.

Bank

Scam

Transaction

Computer

Currency

Advice

Spelling

Money

Notes

[illegible]

Lesson 5

Money Mindset

Learning Outcome: To consider the consequences and rewards of financial choices.

Recap

Read the following statements. Mark the ones that are true with a **T** and the ones that are false with an **F**.

Statement	True or False
Pensions are something I don't need to think about or invest in until I'm over 65.	
You need to be 18 to set up a bank account.	
Saving money is a good way to prepare for any unexpected financial emergencies.	
Scams are not always easy to spot, but there are some typical things that we can look for to identify them.	
If you fall victim to a scam, the bank will think you are incompetent and won't be able to help you.	

Big question

What makes someone 'financially responsible'?

Vocabulary 5

Match the keywords to the definitions:

Emotion
Forecast
Inheritance
Work-life balance
Risk
Goals

1. Material property or money passed on to someone after someone else, such as an older relative, dies.
2. Doing something that might not work out, but could lead to something good.
3. A strong feeling that can be caused by a mood, situation, or relationship with others.
4. The process of considering current and future financial circumstances to help plan for the short- and long-term future regarding your money.
5. Things you want to achieve or accomplish. They can be big or small and help you focus on what you want to do or become.
6. Finding the right amount of time and energy to spend on your work and your personal life.

Complete the table below:

Remember! Synonyms are words that have the same or similar meaning, and antonyms are words that mean the opposite.

Keyword	Synonyms	Antonyms	Sentence
Emotion			
Forecast			
Inheritance			
Work-life balance			
Risk			
Goals			

Forward thinking

Throughout your life, you will have to make many big decisions that will have a long-lasting impact. Some of these will be financial choices and some of them won't be, but they will still affect your future finances.

Look at the expenditures below and match them up to the amounts of money you think they cost.

1 year of university	£760
2023 Ford Fiesta ST	£625
Average cost of raising a child to the age of 18	£11.44
Average monthly mortgage payment	£27,340
Cost of everything needed to learn and become a legal driver	£9000
Minimum wage per hour in 2023	£1564
2016 Vauxhall Corsa	£202,660
Average cost of monthly rent for an apartment	£7000
Average cost of monthly rent for a room	£20,000
Average salary of a university graduate	£1550
Average pension monthly payment when retired	£1230

Let's think more about some of the big decisions you might have to make throughout life. Below is a sequence of events that may or may not happen to you as you get older.

Complete the list of positives and drawbacks for each scenario.

Scenario	Positives	Drawbacks
Going to college when you leave school		
Starting an apprenticeship when you leave school		
Going to university		
Learning to drive and buying a car		
Investing money into cryptocurrency		
Starting a business		
Having a child		
Buying a house		
Renting a flat		

Stick or Twist

Welcome, financial apprentices, to the extraordinary game of Stick or Twist! Get ready to put your financial decision-making skills to the test in this challenge. Divide into teams and prepare for an epic battle of budgeting brilliance!

How to play

- **Team formation.** Get into your teams and read these rules. Yes, all of them!
- **Starting budget.** Each team will begin with a pocketful of cash, an impressive £800 to be exact. Hold on tight, as this money is your ticket to financial freedom!
- **Category cards.** In turns, each team member will have the chance to select one card from each category. These cards represent various items, objects, or activities you might encounter throughout the month.
- **Costs and deductions.** Every card you choose has a cost written on it. Here's the deal: whenever you pick a card, subtract the amount from your monthly budget of £800. Keep a close eye on your spending, as wise financial decisions are the key to victory!
- **Expanding possibilities.** Once you have acquired one card from each category, the thrill continues! You can now take additional cards from any category in subsequent turns, allowing you to accumulate even more items in that specific category.
- **The risk factor.** Ah, here's where the game gets really exciting! Hidden within each category are **Xtra** cards, waiting to surprise you with unexpected twists. These special cards can either deduct or add money to your account. Brace yourselves for surprises like a car crash that'll cost you £200 to repair, or the exhilaration of winning the lottery, boosting your account by a whopping £300!
- **The ultimate challenge.** Your mission is clear: to make wise financial choices and manage your budget with skill. Remember, if your spending exceeds the £800 mark, you risk automatic elimination. Fear not, as your leader will be the ultimate arbiter of financial fate*.

**Fancy way of saying they will pick the winner*

Pssst! If you want to get a little more active with this game, and your leader allows it, throw in some obstacles or challenges on the way to collecting your cards and turn it into a relay race!

Now that you know the rules, gather your team, unleash your financial prowess, and let the excitement of Stick or Twist fill the air! Who will emerge victorious as the master of budgeting? It's time to find out!

It's time to reflect on your financial journey and share your epic tales and battle scars.

Money troubles

Did you venture into the land of debt during the game?

If so, what unexpected turns led you down that path? If not, how did you manage to stay debt-free against all odds?

Tricky choices

What was the hardest decision you had to make during the game?

What made it so difficult, and how did you finally decide?

Learning and improving

If you could play the game again, what would you do differently to be even better with your money?

What important lessons did you learn from playing Stick or Twist?

Debt's sneaky ways

What were the main reasons why you or others ended up owing money in the game?

Were there any common reasons that caused many players to struggle with their budgets?

Lesson 6

Your FinTok

Learning Outcome: To plan and create a FinTok using my knowledge of Financial Literacy.

Recap

Read the following statements. Mark the ones that are true with a **T** and the ones that are false with an **F**.

Statement	True or False
Credit can be used to buy something you can't afford to pay for in full at that time.	
Buying a 5 pack of juice for £9.90 is a better deal than buying 1 for £1.90.	
Money can have a huge impact on people's emotions and mental health, for good and bad reasons.	
Work-life balance is about making sure you have enough time and energy to live your life and continue working to afford your needs and wants.	
Financial literacy is all about the words, language and phrases used when talking about money and other financial topics.	

Big question

The most important thing I have learned from Words that Count is...

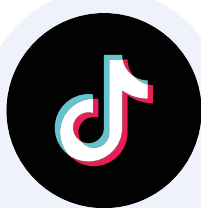
FinTok examples

What gets your attention on TikTok and other social media platforms? Complete the 3,2,1 to help you work out the rules for a great FinTok piece of content.

Three things you like: Ideas: camera shots, style of speaking, transitions	
Two things you have learned from this course others should know:	
Sum up what you want people to think about your FinTok in one word. Ideas: informative, educational, inspiring, helpful, targeted	

Your FinTok

In today's lesson, you will plan your own piece of content to show off your new knowledge of finance!



Option 1

Create up to three
60-second role
plays of a FinTok!
Get across your
information in a short
and snappy way, and
maybe go viral in the
process!



Option 2

Create a YouTube
video role play that is
as long as you need
it to be to talk about
your issue!



Option 3

Create an influencer
Instagram post
with an essay-style
caption to get across
your points and teach
them something new!

These are some ideas. You don't have to choose anything off this list. If you'd rather write a journal entry or a speech to your class, that's also great. Speak to your leader about other options.

Planning your content

Before you create your piece of content, it is best to do some planning to make the creating a little easier. Complete the planning activities below.

Helpful tip: Remember, it's just a plan so your ideas don't have to be perfect right away...

Which type of content will you be creating?



Out of the topics you have looked at in this booklet, which topic will you focus on?

Write down at least three things you want your audience to learn:

What key vocabulary will you need to use in your content?

YouTube/TikTok planning

Now you have the key information figured out – and before we get too creative – we need to make sure we have a script. Write the script for your FinTok below.

Now you have your script, what other things will you need for your FinTok?

Think about how a real TikTok might use captions, music, or other images. Are there any other creative ways of showing these in your role play?

Annotate your script, or use the notes area to jot down any ideas.

Notes

Instagram planning

Before you start drawing you post and writing your caption, let's think about what your post will include.

Write down features of your image that will make it stand out on your followers' timeline:

Think about colours, text, and any images or icons you will use.

Think about the key information you want your image to include to inform your audience.

Write down pieces of information your caption or post will include:

Think about facts, statistics, definitions or pieces of advice.

Your FinTok

TikTok/YouTube

Time to get creating! In your group, find a space and use your plan to rehearse and prepare your content! Make sure you have permission from your leader first, though!

Instagram post



username: _____



**It is now time to complete your end of
programme survey (it takes two minutes!)**

Please ask your deliverer for it now!

**If you want to complete this on your
mobile, please scan below:**



literacytrust.org.uk

f /nationalliteracytrust

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