

Correlation Between the AFSA Education Foundation *MoneySKILL*® Curriculum and the New Jersey Core Curriculum Content Standards 21st Century Life and Careers- Personal Financial Literacy

MoneySKILL® Module	Objectives/Outcomes	NJ Standards Correlation
Module 1: The Plans We Have for Our Lives	<ul style="list-style-type: none"> • Whether there is a payoff to getting a college degree. • How decisions made at one stage of your life can affect your options at other stages. • There are times in your life when it is easier and times when it is harder to save money. • Some of the serious problems that can arise when you don't plan your finances. • Why financial planning is common sense. • How a computer can make your financial planning easier. 	9.2.12.A.1, 9.2.12.A.2, 9.2.12.B.1; 9.2.12.E.1; 9.2.12.E.2;
Module 2: Andrew's Simulation	<ul style="list-style-type: none"> • That you can have it all, just not all at once. • How to project your future income. • How to project your future expenses. • How to read and interpret a lifetime planning graph. 	9.2.12.A.1; 9.2.12.A.2; 9.2.12.A.3; 9.2.12.B.1; 9.2.12.E.2;
Module 3: Earned Income and Skill Demand	<ul style="list-style-type: none"> • The difference between "earned income" and "unearned income." • Why earned income is important, especially for young people who haven't built up other sources of income. • Why people with more income tend to earn more money. • How the demand for certain skills helps determine the amount you will be paid. 	9.2.12.A.5; 9.2.12.A.6; 9.2.12.F.3;

Module 4: Earned Income and Skill Supply	<ul style="list-style-type: none"> • Why a shortage of people with needed skills pushes salaries up. • Who joins unions and why. • How your pay relates to the state and region in which you live and the tax policies of the state. 	9.2.12.A.5; 9.2.12.A.12; 9.2.12.F.4;
Module 5: Property Income	<ul style="list-style-type: none"> • What kinds of property can provide income. • The income that is made by owning a business. • The importance of opportunity cost. • How to determine the actual profit a business is making. 	9.2.12.A.4; 9.2.12.A.6; 9.2.12.D.9;
Module 6: Unearned Income from Financial Assets and Transfer Payments	<ul style="list-style-type: none"> • What kinds of financial assets provide income. • What kinds of income the different types of financial assets provide. • Why gifts are considered transfer payments. • What kinds of government payments are considered transfer payments. 	9.2.12.A.6; 9.2.12.A.7;
Module 7: The Consumer Life Cycle	<ul style="list-style-type: none"> • Why most families go through the same life cycle stages. • How life cycle stages relate to periods of financial stress on the family. • How these life cycles have been impacted by changes to the traditional family that have happened in the last 25 years. 	9.2.12.A.8; 9.2.12.B.4; 9.2.12.B.5;
Module 8: Income Over the Life Cycle	<ul style="list-style-type: none"> • How the six life cycles have predictable income patterns. • How to make a picture of each life cycle using a graph to show when major changes are likely to occur. • How Andrew, Maria, and Joey's lives look when examined more closely. 	9.2.12.A.8; 9.2.12.B.4; 9.2.12.B.5;

Module 9: Federal Income Taxes	<ul style="list-style-type: none"> • Progressive taxes • Taxable income • Deductions • Exemptions • Tax brackets 	9.2.12.A.10; 9.2.12.A.9; 9.2.12.D.13; 9.2.12.F.2; 9.2.12.F.7;
Module 10: Other Deductions from Pay	<ul style="list-style-type: none"> • State and local income taxes • Social security taxes • Deductions for health insurance • Deductions for life insurance • Deductions for retirement • Other deductions 	9.2.12.A.9; 9.2.12.A.10; 9.2.12.A.11; 9.2.12.F.2; 9.2.12.F.7;
Module 11: Tracking Expenses and Budgeting	<ul style="list-style-type: none"> • How to keep track of expenses with an expense statement. • How to avoid double counting in an expense statement. • How to put together an income statement. • How to put together a budget. • How to stay on track with a budget. 	9.2.12.B.2; 9.2.12.B.6;
Module 12: Paying for What We Buy	<ul style="list-style-type: none"> • The advantages and disadvantages of paying with cash. • The benefits and drawbacks of writing checks. • The advantages and disadvantages of using credit cards. • Using debit cards to pay for purchases. • How to pay for purchases by using a bank bill payment system. 	9.2.12.C.1; 9.2.12.E.1; 9.2.12.E.2;
Module 13: Using a Checking Account	<ul style="list-style-type: none"> • Why a checking account is called a “demand deposit” account. • How you can bounce a check and what happens if you do so. • How to write a check so that you won’t be ripped off. 	9.2.12.C.1;

	<ul style="list-style-type: none"> • How to endorse a check that you receive. • How to keep track of checks, ATM withdrawals, deposits, and service charges. • How to balance a checkbook. 	
Module 14: Renting a Home	<ul style="list-style-type: none"> • The proportion of total expenses taken up by housing for all people and those under the age of 25. • The factors to consider when deciding to rent or buy. • The advantages of renting a home, particularly for younger adults. • Expenses of renting, other than the monthly rent payment. 	9.2.12.B.1; 9.2.12.B.4; 9.2.12.G.6;
Module 15: Owning a Home	<ul style="list-style-type: none"> • How and why people finance their homes with a mortgage. • How to calculate the monthly payment on a mortgage. • The difference between fixed rate and adjustable rate mortgages. • The implicit interest cost of equity you put into a home. • Property tax that is paid on homes. • Other costs of owning a home, including maintenance and repairs, insurance, and utilities. • The total cost of owning a home. • What types of homes you can own, including single family houses, condominiums, and cooperatives 	9.2.12.C.4; 9.2.12.C.7; 9.2.12.E.5; 9.2.12.F.2; 9.2.12.F.7; 9.2.12.G.2; 9.2.12.G.3; 9.2.12.G.4; 9.2.12.G.6;

Module 16: Expenses for Food and Clothing	<ul style="list-style-type: none"> • Why the cost of food depends a lot on the level of preparation. • The tradeoff between the value of our time and the cost of prepared food. • How clothing costs differ depending on our age, climate, and gender. • How states differ in sales tax charged on food and clothing. • Why sales taxes on necessities are considered to be regressive. • How sales tax is collected (or not collected) for online purchases. 	9.2.12.A.8; 9.2.12.E.3; 9.2.12.F.2; 9.2.12.F.7;
Module 17: Buying or Leasing a Vehicle	<ul style="list-style-type: none"> • Why Americans are so dependent on their vehicles. • The difference between the fixed costs of a vehicle and its variable or operating costs. • The major differences between buying and leasing a vehicle. • Calculating the monthly payments for purchasing a vehicle. • The monthly payments for leasing a vehicle. • How you can bargain for both a better price for the vehicle and a better financing deal. 	9.2.12.A.8; 9.2.12.C.2; 9.2.12.C.3; 9.2.12.F.1;
Module 18: Operating a Vehicle	<ul style="list-style-type: none"> • The purpose for liability insurance and why it is required by most states. • The cost of liability insurance. • The purpose of collision insurance and why it is optional for many vehicle owners. • The value of comprehensive insurance and uninsured motorist's protection. • The meaning of "no-fault" insurance. 	9.2.12.G.2; 9.2.12.G.3; 9.2.12.G.5;

	<ul style="list-style-type: none"> • Factors that can increase or decrease the cost of insurance. • The cost of repairs and the use of warranties. • The total cost of owning and operating a vehicle 	
<p>Module 19: Vacations and Leisure</p>	<ul style="list-style-type: none"> • The number of vacation days available to most working Americans. • How much we spend on leisure. • What it costs to go on a vacation. • How airfares are set and the cost advantages of leisure travel. • How you can do your travel planning on the Internet. • The cost and value of human travel agents. • Ways of saving travel money. • How to budget for a vacation. • What other expenses are associated with leisure time. 	<p>9.2.12.A.8; 9.2.12.E.3; 9.2.12.F.1;</p>
<p>Module 20: Investing in Physical Assets</p>	<ul style="list-style-type: none"> • Why buying an appliance is considered an <i>investment</i> in a consumer durable or capital. • How businesses evaluate investments in capital and how we can apply this technique to the household. • How to do a cost/benefit analysis. • How to calculate depreciation, interest, operating costs, and expected repairs to find the annual total cost of a household durable. • How to evaluate the benefits of a household physical asset and compare these to the cost. 	<p>9.2.12.A.7; 9.2.12.B.1; 9.2.12.B.8; 9.2.12.F.4; 9.2.12.D.9;</p>

<p>Module 21: Saving</p>	<ul style="list-style-type: none"> • Who saves in America and just how little we save. • The difference between short- and long-term savings goals. • The importance of saving money to handle emergencies when they arise. • Why people save money (rather than borrow it) to buy expensive items. • The ways in which people save, including regular voluntary saving, consumption saving, and forced saving. 	<p>9.2.12.B.2; 9.2.12.B.3; 9.2.12.B.10; 9.2.12.D.1; 9.2.12.D.2; 9.2.12.D.3; 9.2.12.D.5; 9.2.12.D.7; 9.2.12.E.3; 9.2.12.F.1; 9.2.12.F.3; 9.2.12.F.6;</p>
<p>Module 22: Short-Term Saving Vehicles</p>	<ul style="list-style-type: none"> • The various forms of “money.” • The advantages and disadvantages of keeping our short-term assets in the form of money. • Reasons why we hold money at all. • The types and features of savings accounts that are available to us. • The yield that is available on savings. • How compound interest works. • How to use the “Rule of 72.” • The benefits and drawbacks of money market accounts. • The advantages and disadvantages of a bank certificate of deposit. 	<p>9.2.12.A.7; 9.2.12.B.7; 9.2.12.B.8; 9.2.12.C.2; 9.2.12.D.1; 9.2.12.D.5; 9.2.12.D.8; 9.2.12.G.1;</p>
<p>Module 23: Long-Term, Fixed Income Assets</p>	<ul style="list-style-type: none"> • How inflation affects our ability to meet our long-term savings goals. • The relationship between risk and return on investment. • What fixed income assets are. • How liquid bonds are likely to be. • The safety of bonds. 	<p>9.2.12.B.5; 9.2.12.B.7; 9.2.12.B.8; 9.2.12.B.9; 9.2.12.D.1; 9.2.12.D.5; 9.2.12.D.6; 9.2.12.D.8; 9.2.12.D.11; 9.2.12.D.10; 9.2.12.F.3;</p>

	<ul style="list-style-type: none"> • How bond interest is taxed. • What types of bonds are issued by the U.S. Treasury. • The types of savings bonds and which are best for different purposes. 	
<p>Module 24: Investing in Equities</p>	<ul style="list-style-type: none"> • What equities are and how risky they tend to be. • How to calculate your return on equities to compare them with other investment opportunities. • Historical rates of return on equities, bonds, and other widely-used investments. • The meaning and importance of diversification. • How to buy and sell stocks. • Types of stock brokers and the commissions they charge. • How, why, and how much companies pay in dividends to stockholders. • The broad classes of stocks and how they meet our needs. 	<p>9.2.12.B.7; 9.2.12.B.8; 9.2.12.D.4; 9.2.12.D.5; 9.2.12.D.7; 9.2.12.D.8; 9.2.12.D.10 9.2.12.D.11; 9.2.12.G.1;</p>
<p>Module 25: Investing in Mutual Funds</p>	<ul style="list-style-type: none"> • What mutual funds are and the advantages they offer. • The difference between open-end and closed-end funds. • The cost of front end and back end load on funds. • No-load funds and how some actually have loads. • The types of mutual funds that are available for investors. • How low-fee index funds deliver market performance. • How an investment in 	<p>9.2.12.B.7; 9.2.12.D.5; 9.2.12.D.6; 9.2.12.D.7; 9.2.12.D.8; 9.2.12.D.12; 9.2.12.D.13;</p>

	<p>variable annuities can deliver mutual fund performance with some added tax benefits but also some additional fees.</p>	
<p>Module 26: Investing in Business</p>	<ul style="list-style-type: none"> • The joys of working for yourself. • What it means to be an entrepreneur and the reasons people who work for themselves make more money and accumulate more wealth than those who do not. • Other benefits of being an entrepreneur including personal creativity, being your own boss, and taking credit for what you accomplish. • The downside of starting and running your own business, including the high risk of failure, the fact that you can never truly “get away” from it, and the reality that a lot of people depend on your success. • The investment of your time and money require to start a business. 	<p>9.2.12.A.3, 9.2.12.A.4; 9.2.12.F.8; 9.2.12.F.9;</p>
<p>Module 27: Costs and Benefits of Borrowing</p>	<ul style="list-style-type: none"> • How Americans, particularly younger Americans, use credit. • How the use of credit can produce a return that is greater than its cost. • How credit, particularly student loans, can be used to improve our incomes. • How we can finance household items that will produce a positive return. • How we can use leverage to our advantage. • Why people borrow for no measurable results. 	<p>9.2.12.B.10; 9.2.12.C.1; 9.2.12.C.3; 9.2.12.E.3;</p>

	<ul style="list-style-type: none"> • The measures used by lenders to decide whether they will lend to us and how much they will charge. These include our character, capacity, and collateral. • How lenders decide how much interest to charge to different borrowers. 	
Module 28: Secured Borrowing	<ul style="list-style-type: none"> • The difference between closed-end credit and open-end credit. • What it means when a loan is “secured.” • What you have to fill out in a loan application and why. • The importance of the Truth-in-Lending Disclosure Statement. • Why you want to focus on the annual percentage rate (APR). • The “add-on” method of interest and why it is higher than the APR. • The definitions of prepayment penalties and the Rule of 78. 	9.2.12.C.1; 9.2.12.E.3; 9.2.12.E.4; 9.2.12.E.5; 9.2.12.E.6 9.2.12.E.7;
Module 29: Credit Cards	<ul style="list-style-type: none"> • How credit cards work. • The difference between general-purpose cards, store cards, and other cards. • The pros and cons of credit cards. • How credit cards are used to pay for purchases over time. • Which laws protect those who use credit cards. • How finance charges are determined for credit card balances. • The ways in which credit card companies determine your balance for finance charges. • How to find out which balance system is used 	9.2.12.B.8; 9.2.12.C.1; 9.2.12.C.2; 9.2.12.C.3; 9.2.12.C.7; 9.2.12.E.5; 9.2.12.E.6; 9.2.12.E.7;

	<ul style="list-style-type: none"> on your account. How cash advances work and how much they cost. How to shop for the best credit card for you. 	
Module 30: Your Credit Rating	<ul style="list-style-type: none"> The importance of your credit report. What's in your credit report. How to establish a good credit record, beginning when you are young. The importance of credit scoring in the credit decision. How to correct errors in your credit report. How to avoid credit problems. How to deal with credit difficulties if they arise. How declaring bankruptcy can get you out of debt, but at the cost of your possessions and your credit rating. What identity theft is, what it means to you, how to prevent it, and how to deal with it if it happens. 	<p>9.2.12.C.5; 9.2.12.C.6; 9.2.12.C.8; 9.2.12.E.2; 9.2.12.E.8; 9.2.12.E.9;</p>
Module 31: Understanding Insurance	<ul style="list-style-type: none"> What risks we need to think about, such as property risk, liability risk, health risk, disability risk, life risk, and retirement risk. The ways of handling risk, including avoiding or reducing risk, keeping some risk (self-insuring), and transferring risk through insurance. Why the amount of liability insurance we need depends on our wealth. How to determine the amount of property insurance we need. The different ways of buying insurance and the 	<p>9.2.12.G.1; 9.2.12.G.2; 9.2.12.G.3; 9.2.12.G.4; 9.2.12.G.5; 9.2.12.G.6; 9.2.12.G.7; 9.2.12.G.9; 9.2.12.G.10</p>

	costs of each.	
Module 32: Life & Disability Insurance	<ul style="list-style-type: none"> • The purpose of life insurance. • How to determine the amount of life insurance that's needed. • How Social Security and pension plans at work can provide some income to our survivors. • The two primary types of life insurance, term and cash value, and their advantages and disadvantages. • The need for and types of disability insurance. 	9.2.12.G.3; 9.2.12.G.4; 9.2.12.G.7; 9.2.12.G.9;
Module 33: Health Insurance	<ul style="list-style-type: none"> • Why you need health insurance. • How much you may have to pay for health care in the form of deductibles and co-payments. • Why there may be limits on insurance for things such as medicines and psychological counseling. • How the different types of health insurance plans work. • Why most people get group health insurance through work. • How some health insurance covers dental work, prescriptions, and eye care. 	9.2.12.G.4; 9.2.12.G.5; 9.2.12.G.7; 9.2.12.G.8; 9.2.12.G.9; 9.2.12.G.10
Module 34: Retirement	<ul style="list-style-type: none"> • Why you need to start planning for retirement now. • What the sources of retirement income are. • How much you can expect to get from Social Security. • What a defined benefit pension plan is, and why these plans are becoming scarce. • How to save for your own retirement. • How a defined 	9.2.12.B.4; 9.2.12.B.10; 9.2.12.D.2; 9.2.12.D.7; 9.2.12.D.13; 9.2.12.F.5;

	<p>contribution savings plan works.</p> <ul style="list-style-type: none">• What 401(k) and profit-sharing plans are.• The uses of an IRA.• How an annuity converts retirement savings into lifetime income.• Retirement and inflation.	
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