# Toddlers to Teens:











# Raising FINANCIALLY Responsible Kids

Teach your kids the value of a dollar with age-appropriate activities that make learning about money fun!

CompareCards<sup>™</sup>

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# Introduction

Kids have some pretty interesting ideas about what money is, how you use it, and how to earn it. In our age of bank accounts and credit and debit cards, understanding money is a much more complex concept than bills and coins. Children, especially younger children, might find it hard to understand that money is something you have to work for, save, and spend wisely – it's not just a simple matter of swiping a card at the store.

Mom, I know this toy is expensive, but can't you just use your card?

If we don't have money for that, let's just go to the dollar store and get more. Money can be a sensitive subject, even for adults to talk about with each other. Many parents aren't sure how to talk to their kids about money and they may avoid the topic because they don't know how to start the conversation, or because they assume it's something kids will learn in school, as they get older.

Statistics show that children who have some form of financial education have higher savings rates and net worth and are

more likely to display positive financial behaviors and dispositions. However, statistics overwhelmingly show that financial literacy is severely lacking in U.S. schools. Only 22 states require a high school course in economics, only 17 states require a high school course in Personal Finance, and a mere 5 percent of students claim to have learned about money from an educator.

This lack of formal financial education leaves parents with the extremely important role of shaping their kids' financial future. Talking to your kids early and frequently about money will help them learn financial habits that will set them up for a responsible and healthy financial future.

Daddy, when you use your credit card, does the money come out of the air and into the cash register?

Our e-book will provide parents like you with some great age-appropriate information and activities for talking to your children about money at any age. When talking to your kids about money, no matter how old they are, there are some general rules to follow.

Make sure it's age appropriate.

No matter when you start the conversation, be sure that you don't give your children more information than they can understand or need to know. Children as young as three can

begin to understand basic concepts and ideas that will help set the stage for good financial habits. As your children get older, you can change your discussion accordingly by introducing more complex financial concepts. This e-book will give you some basic guidelines about what your children can understand at each age.

Talk often.

Your children probably understand much more about money than you realize. They see us making purchases, discussing bills and budgets, and they are often easy targets for advertising and marketing campaigns trying to convince them they have to have every new toy or gadget. Talking to your kids about money frequently and in real-world situations, such as at the store or while paying bills, will provide them with a great financial foundation and will let them see how money works in the real world.

# Set a good example.

Showing your children how you use money responsibly sets a good example and teaches responsible habits. While it may feel a bit uncomfortable at first, talking to your kids about your family's finances teaches them how money works and will also allow them to gain an appreciation of how their parents work hard to earn money in order to purchase things the whole family needs.

Daddy goes to work so he can bring home some money for mommy to buy stuff.

Our e-book provides parents with information and activities divided by age group. The parent pages will give you information about what your child can understand at each stage and what you should be focusing on as you talk to them about money. We've also provided fun, printable activities that will help you teach your children important financial lessons.

Mommy! We have to buy this toy on TV, it's only two payments of \$19.99!

# Ages 3 to 5



At this age, kids won't be able to understand much about financial topics; however, parents can lay a healthy foundation for their child's financial future.

Children can begin to understand patience and saving versus spending. While your child is playing with friends or on the playground, look for opportunities to talk about waiting their turnwaiting their turn, for the swing, for a toy, etc, and why it's important. This will help your child apply the same understanding to money – that sometimes you have to wait until you have enough money saved to make a purchase.

This is also a great time to talk to your children about wants vs. needs. Kids often think they need the newest toy or a second cookie. Talk to your kids about the things they need to be healthy and safe – healthy food, a safe place to live, clothing, etc. Have them give you a list of things they need and discuss whether they are wants or needs. Below is a sample list of items you can use to briefly "quiz" your child.

- → Bicycle
- → Water
- → Television
- → Winter coat

Kids at this age will also begin to start learning numbers and how to count. Parents can help by counting often with their kids, even if it's unrelated to money. Count the number of stairs in your house, how many steps from the car to the front door, how many strawberries in their bowl, etc. A fun way to reinforce this is to play store. Line up and count your "goods," and assign each item a price. Then have your child help to add up the total.

Finally, 3-5 years of age is not too young for kids to start earning money by doing chores. If you're comfortable with it, set an allowance for each job they complete. At this age, simple tasks such as feeding pets, taking dishes to the sink, and picking up toys in their room are good chores to start with. Use a chore chart to track what jobs they're doing and how much they've earned. (See our printable chore chart on page 18!) When they receive their allowance, help them put it in a piggy bank and count it together each week.

# **ACTIVITIES**

## Money Memory

To prepare the game, first print out the two memory sheets. Use scrapbook or heavy paper so they are not transparent. Feel free to laminate them before you cut them apart if your children are going to play with them over and over again.

This game can be played independently, in pairs, or with the whole family. Lay the cards face down in rows forming a large rectangle. Make sure you have room in between the cards so they can easily be flipped over.

Players will take turns choosing a card to turn over. The first player turns over any card and then selects another card to turn over. If the two cards match (i.e. matching face coins, matching tail coins, etc.) the player removes them and is awarded another turn for making a money match.

If the cards are not a match they are turned back over and the next player gets a turn. The game continues until all cards are matched up. The player with the most matching pairs is the winner.

For younger children, simply lay them face up and let your child choose the ones that match. Explain what the matching pair is and why they match.

# Money Bingo

Children can learn to differentiate between coins by playing this fun Bingo game.

This game includes five printable Money Bingo cards and can be played independently, in pairs, or with the whole family. Before you start the game, print one Money Bingo card for each player. You will also need a bag full of various coins. You'll find a complete set of printable money on pages 24 and 25 if you don't have change available.

Players will take turns picking a coin without looking at it. They will then call the coin out to the group and match the coin with the correct name, image, or value. The first player to get five-in-arow says, "Bingo!" and wins the game. To make it more challenging, you can play Blackout where players have to fill the whole board before yelling, "Bingo!"

For additional learning opportunities, older children can count up the amounts of the coins in each row and column, and add up the totals on the whole card!

# MONEY MEMORY





**PENNY** 

1¢



NICKEL

5¢



DIME

10¢



**QUARTER** 

25¢



**PENNY** 

1¢



NICKEL

5¢



DIME

10¢



**QUARTER** 

25¢



**PENNY** 

1¢



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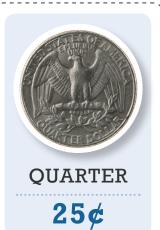


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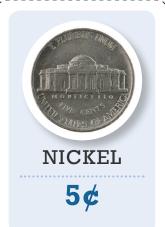
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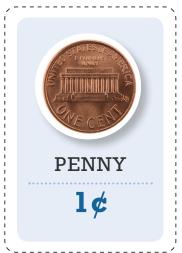






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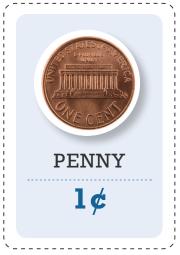




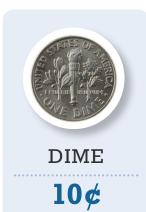




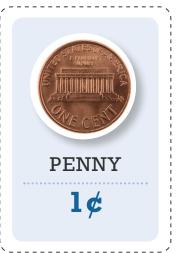












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# Ages 6 to 8



As your kids enter elementary school, they will begin learning valuable skills that will help them build financial skills to apply in the future. They will be learning to add and subtract and learn to identify, count, and make change with money. In addition, they begin to develop better logical thinking skills and can understand cause and effect.

Parents can begin teaching basic money concepts such as earning money, spending money, paying for bills and purchases, etc. Many of these lessons can be taught in everyday situations at home. Begin by making sure they understand that you must work to earn money. Talk about what they want to be when they grow up and give them details about your job and why it's so important.

Next, talk to your child about how they can earn money too, by doing chores, getting good grades, or from money they receive for birthdays or other gifts. Talk to them about how they can use that money to buy the things they want, which may require them to save some or all of it. When your child begins saving money, have them choose a large purchase they want to make – one they will have to save up for. Look up the price of the item and determine how much money your child will have to save each month in order to buy it.

One of the best ways to help school-age children understand money and budgeting is to let them help with shopping. Let them sit with you while you make your shopping list and talk about your food budget. While at the store, tell them why you choose certain brands (for example, do generic brands help you save?) and have them add up the total amount spent. Give them a small amount of money (\$2-\$5) to spend at the store for family purchases, so they can see how far their money goes.

# **ACTIVITIES**

## Spend, Save, Give Banks

Once your kids start earning money, they need somewhere to put it. Your whole family can participate in this activity as you make Spend, Save, and Give banks.

On the next page you will find our printables for making your own Spend, Save, and Give labels. You can reuse plastic or glass bottles or head to the dollar store to grab plastic jars. If you want to use mason or Ball jars, you can also find and buy slotted mason jar lids that are perfect for slipping coins and bills through.

Once you have your three jars, print out the labels on cardstock and use decorative string or tape to attach them to your jars. You can let your kids get creative by decorating the jars with stickers, puff paint, construction paper, etc.

Each time your child receives money, help them divide up the money into each of the three jars. Count how much money is in each jar each time you add or take away from it.

#### **Chore Chart**

A chore chart is a great way to help motivate children and teach financial responsibility. With our printables, you can talk with your child about tasks they should complete each week and tailor each chart to fit their age level.

After you've decided on what tasks to assign, you can talk with your child about what rewards they would like and work together so the reward size matches the tasks. A super reward should also be chosen. Rewards don't have to be monetary either; it can be an earned privilege like staying up late, selecting the movie for movie night, or choosing which ice cream to buy.

As your child completes their chores, you can give your child a sticker to mark the day the chore was completed. At the end of the week (or payday) add up the stickers to determine what reward(s) they receive for the week. This goes for the super reward too. If your child failed to reach the super reward, you can speak with them on how they can achieve it the following week.

This chore chart should not only get your kids excited about helping out around the house, but to also understand that it takes hard work to earn money.

# SAVE, SPEND, GIVE LABELS







# **CHORE CHART**

my tasks	M	T	W	T	F	S	S
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		^	- <u>A</u> -	- <u>/</u> /		-X	
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# Ages 9 to 12



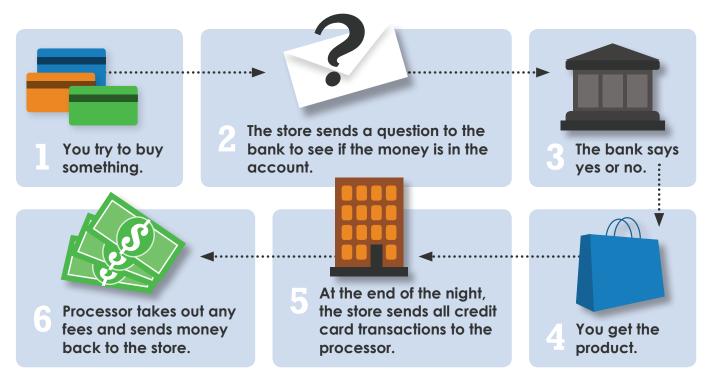
At this age, kids become much better at applying learned skills. They can use math in real-life situations and understand how much goods and services cost. Pre-teens also begin abstract thinking, so they can understand financial topics that aren't so black and white, like interest, loans, and credit.

At this age, parents should talk to their children about taxes, inflation, interest, and credit. Taking your child to a bank is a great way to teach some of these lessons. Help them open a savings account at the bank, review the ledger, and explain how they will earn interest on their money.

Kids at this age can also understand how debit and credit cards work. Show them the various cards you carry in your wallet and explain what the numbers, expiration date, and CVV code mean. Explain how debit cards deduct money directly from your account and how credit cards allow you to buy things now and pay it back at the end of the month.

#### Understand How Credit Cards Are Processed

It's important that kids understand how credit card payments are processed. Use the below chart to explain what happens after you swipe your card.



As children get older, they may develop a more expensive taste for things. When they want to purchase or receive more expensive items, talk to them about why they would like that particular item and help them determine if there is a cheaper alternative. While shopping, discuss why you are choosing certain items, particularly when it comes to quality. Teach them how to research the items they want to buy and how to make informed decisions about the product.

Finally, a garage sale is a great opportunity for your child to learn a number of valuable lessons – while also making them clean their room! Explain how they can choose to sell gently used items they don't use or want anymore. Teach them how to determine the value of their objects so they can price them fairly. Allow your kids to keep the money they earn from the sale of their items.

# **ACTIVITIES**

## Little Entrepreneurs

As your kids get older and start thinking about making money, they may ask you to help them launch a lemonade stand, start a business mowing grass, or offer to babysit siblings in exchange for money. Owning a small business will teach them valuable money lessons about income, expenses, and savings. Children will learn responsibility, money management, and the value of hard work. This will not only improve their financial literacy, but it will lay a solid foundation for a successful financial future as an adult.

You can encourage this entrepreneurial spirit by providing encouragement and instruction and help them create a "business plan." Help them answer the questions on our worksheet on the next page to focus their plans and choose the right business for them.

You can also ask them the following questions to help get the discussion going.

#### What are you good at?

Encourage kids to try to make money doing something they love to do or already know how to do. Ask them:

- Can you make items to sell or sell lemonade, vegetables, or baked goods?
- Can you offer services such as babysitting, yard work, car washing, or cleaning?

#### Will it cost any money to start your business?

Make sure your children think about the costs associate with starting a business. Ask them:

- → If you're making a product, how much will it cost to buy materials?
- Will you need to take any classes in order to offer a service?

#### Who will your customers be?

Help your children focus their search for customers. Ask them:

- Do parents need your services?
- Are you making things for other kids to buy?

# **ACTIVITIES**

#### What is a fair price for your goods or services?

Help your child think carefully about what to charge. Ask them:

- Should we look in newspaper or online to see what other people are charging?
- Could we ask other trusted adults what they would be willing to pay?

#### How can you spread the word about your business?

Ask them what their ideas are for attracting customers. Ask them:

- Where would your customers see your advertising?
- → Do you need to create advertisements? How will you do that?

#### How will you manage your income?

Help your child think about a long-term plan for the money they earn. Explain that investing money in their company will help them earn more money later. Ask them:

- How will you save, spend, give, or invest your income?
- → How can you invest money you earn into your business to help it grow? For example, can you increase advertising to reach more customers or create more products?

# Printable Money

At this age, kids have a strong enough background in math that they can begin learning how to add and subtract to make change.

Print off the bills and coins on the following pages to work together on making change. Use heavy cardstock and once your have printed out the pages, cut and tape or glue the fronts and backs to the matching bills and coins to make them as life-like as possible.

You can go around your home and pretend to buy and sell household items. You may have to print this sheet more than once to have enough money to make change for larger amounts.

# MY BUSINESS PLAN

What are you good at?
Will it cost any money to start your business?
Who will your customers be?
What is a fair price for your goods or services?
How can you spread the word about your business?
How will you manage your income?
BONUS BRAINSTORM:
What will you call your business?

# PRINTABLE MONEY

















# PRINTABLE MONEY

























# Ages 13 to 15



In spite of what some parents might say, teenagers begin to have improved reasoning skills. They are better at understanding abstract ideas and can understand cause and effect – an important skill that will help them understand how their financial choices will affect their future.

Explain to your child that when you invest money, you will earn interest both on your money and the interest that you earn. This concept can be a bit difficult to explain, so use the below example to help your teen understand how they can make money by earning interest on their investments.

	Interest Rate	Interest Earned	Balance
Beginning balance			\$1,000.00
Year 1	7%	\$70.00	\$1,070.00
Year 2	7%	\$74.90	\$1,144.90
Year 3	7%	\$80.43	\$1,225.33
Year 4	7%	\$85.77	\$1,311.10
Year 5	7%	\$91.77	\$1,402.87

Teens can also start budgeting for the things they want and any monthly expenses they may have. Have them list their estimated monthly income and expenses. Help them identify areas where they can cut down on spending in order to save money. Talk to them about something expensive they are saving for and how much they need in order to make the purchase. Agree to a parent-matching program (like a 401k) in which you will match their savings up to a certain amount. The budget and savings sheets on the next pages will help.

Finally, teach them about the stock market. Sometimes it can even be hard for adults to understand the stock market, but there are plenty of resources out there. Start by simply asking them to choose a stock to pretend to invest in, then look at the ups and downs of the stock price and explain why the price fluctuates. Kapitall.com is a great resource for teaching kids how the stock market works via gaming –and they can even graduate to using real money!

# **ACTIVITIES**

Teaching your kids how to budget their money and track savings is an important skill they can use as they begin to earn their own money and transition into adulthood, which comes with more financial commitments.

## **Budget Sheet**

This kid-friendly budget sheet will help you and your child track their monthly income and expenses and calculate the difference. You can then discuss what to do with excess income or discuss opportunities for savings if they don't have enough money left over at the end of the month.

## **Savings Sheet**

Our savings sheet will help your child save money for large purchases. Offering to match your child's savings is an effective way to encourage your child to save more money. Help your child determine how much money they need to save for their goal and how much they will need to save each month in order to reach that goal. You can offer to match each dollar they save beyond that monthly amount.

# **BUDGET SHEET**

A beginners budget worksheet

Date:

**Expected Difference** Actual Allowance Job **Gifts Savings Account** Other: Other: **TOTALS** 

	Expected	Actual	Difference
Toys			
Clothing			
Entertainment			
Gifts			
Savings			
School expenses			
Sports expenses			
Other:			
Other:			
Other:			
TOTALS			

**Difference between Income and Expenses** 

me:		Month: _	
GOAL:	Beginning Balance:		
Date	Description & Amount	Parent Match Amount	Balance

# 16 and Older



At this age, teenagers are facing a number of important and difficult financial decisions. They are also seeking control over their lives and want increased independence. However, they are also easily influenced by their peers, so parental guidance is incredibly important as they make big decisions like purchasing or choosing a car, choosing a college to attend, and whether or not to get a job. Responsibilities only increase as your teens move into adulthood, such as paying for college, building their credit, budgeting, and paying bills.

Below are some tips that will help parents assist their teens with navigating some of these big decisions.

# Getting a Job

Teens are old enough to get a job beyond babysitting or mowing lawns. Help them look for jobs and discuss what questions they'll have to answer on job applications. Set up mock interviews with them and talk about the importance of dressing appropriately, being polite, etc.

# Opening a Checking Account

Once your teen starts working, they will need to learn to actively manage their money. Many employers will also require direct deposit, so now is the time to help your teen open a checking account. Go to the bank with them and ask a bank representative to explain their responsibilities. Once you're home with your teen, teach them how to write checks, maintain their checking account log, and talk about their budget and the importance of keeping receipts. Help them balance their checkbook each month and, if necessary, monitor their account.

# Giving Credit and Debit Cards a Try

You may want to consider trusting your teen with a prepaid debit card. The law requires you to be at least 18 years of age to get a traditional credit card, so you can go down that route when ready. Prepaid cards function similar to a debit card in that there is a set amount of funds available on the card to use until its depleted. This type of card makes it easy for parents to load funds onto the card, for kids to use the card to make purchases wherever debit cards are accepted, and allows

parents to monitor account activity and check the account balance with their children. This will help teens learn how to budget the money available to them and use cards in the real world. And besides, carrying cash is a lot more risky than carrying plastic, which is protected from theft and fraudulent activity.

## **Identity Theft Education**

Parents should also begin educating their teens about identify theft. Explain how hackers and thieves use social security numbers and other identifiable information to open accounts and rack up debt in other people's names. The Federal Trade Commission has some great resources for protecting yourself against identity theft at www.consumer.ftc.gov.

# Preparing for College

College is by far the biggest decision your child will make as a teenager. Since over 70 percent of college students graduate with student loans and our national student debt is 1.1 trillion, it's more important than ever for parents and students to plan ahead. You will both need to evaluate the total cost of a college education and understand the return on your college investment. On CompareCards' FinanceU page, there is a compilation of resources for both students and parents for every step of the process; before college, during college, and after graduation.

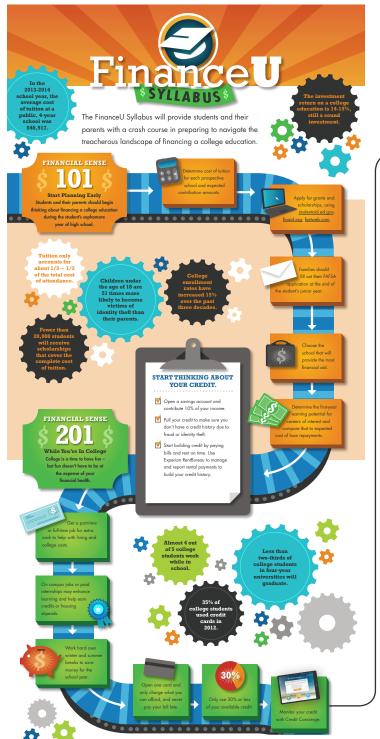
# **ACTIVITIES**

The cost of a college education is rising each year and the national student debt has exceeded one trillion. Obtaining a college degree is a huge financial burden to many students and their families.

There are many free resources and games online that help teens learn about finances and prepare for their future. <u>CompareCards Student Education Center</u> has a number of online resources to help parents and teens prepare for college and their financial future, including the EdU Scholarship Award, a monthly college scholarship that high school and college students can apply for online.

# FINANCEU

Follow our FinanceU Syllabus Infographic to better prepare you and your student for managing the cost of college.





#### APPLY FOR SCHOLARSHIPS NOW!

It's never too early to start thinking about applying for scholarships. We've compiled a list of 20 College Scholarships with Easy Applications. These scholarships are easy to apply for and open to almost everyone. To see further details about each of these scholarships, view our 20 College Scholarships with Easy Applications Infographic.

- 1. American Fire Sprinkler Association Scholarship
- 2. Cappex Monthly Scholarship
- 3. College Week Live Scholarship
- 4. College Xpress Scholarship
- 5. Common Knowledge Scholarship
- 6. Countdown to College Scholarship
- 7. Courage to Grow Scholarship
- 8. Frame My Future
- 9. Horatio Alger Scholarship
- 10. No Essay Scholarship
- 11. Peterson's Create-a-Greeting Card Scholarship
- 12. #ROCKtheSAT Scholarship
- 13. Sallie Mae
- 14. Scholarship Detective
- 15. Scholarship Experts Scholarships
- 16. Scholarship Points
- 17. Scholarship Zone Scholarship
- 18. Unigo Scholarship
- 19. US Bank Scholarship
- 20. Zinch Weekly Scholarship

# Conclusion

We hope that you have found the information and resources in this guide useful, so you can teach your kids the value of a dollar with age-appropriate activities that make learning about money fun!

For more information on CompareCards tools and services, please visit www.comparecards.com.

### CONNECT WITH COMPARECARDS

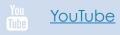
Connect with us to get more valuable information and activities for talking to your children about money so you can raise financially responsible kids.











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