

The AFSA Education Foundation has developed the following educational video links and classroom discussion questions to supplement the MoneySKILL course content. While we have closely reviewed the videos to ensure they are appropriate for most age groups and relevant to the MoneySKILL content areas, we strongly encourage educators to review the videos before sharing with students and to consider your individual situation. If you have questions or feedback, please contact the AFSA Education Foundation at info@moneykill.org.

- **MoneySKILL Module 1: Plans We Have for Our Lives**

Supplemental Video Link: [College Board's Five Ways Ed Pays](#)

Classroom Discussion Questions:

- (1) How can getting a college education impact your financial future? Consider the cost of college and the impact on your future earnings.
- (2) How should the cost of college factor into your decision to get a degree?
- (3) Why do you think that a college education is so closely related to higher wealth in the future?

- **MoneySKILL Module 2: Lifetime Plan**

Supplemental Video Link: [The Financial Life Cycle](#)

Classroom Discussion Questions:

- (1) Where are you currently at in your financial life cycle? What should be your primary financial focus at this stage (wealth protection, wealth accumulation, or wealth distribution)?
- (2) Throughout your life, what situations or events may impact your ability to save more or less? How can you plan for these situations, even those that are unexpected?
- (3) Do you agree that "it's never too early to start saving"? What are the benefits of early saving and how can you make it a priority? Are there situations where other financial obligations take precedence over saving?

- **MoneySKILL Module 3: Earned Income and Skill Demand**

Supplemental Video Link: [Top Demanding Job Skills](#)

Classroom Discussion Questions:

- (1) How should expected salary factor into your decision to pursue a particular career path and/or college degree? How should it factor into your future lifestyle plans?
- (2) Do you notice particular knowledge or skills that are relevant across a variety of high-paying positions covered in this video?
- (3) How can you plan accordingly if your desired career does not typically pay a high salary?

- **MoneySKILL Module 4: Earned Income and Skill Supply**

Supplemental Video Link: [What College Majors are Worth the Money?](#)

Classroom Discussion Questions:

- (1) How can community college be a smart choice financially on your path to a four-year college degree?
- (2) What are some reasons why you think the demand for a college degree has increased over the past few decades?
- (3) Why do you think some college majors take longer to "pay off" than others? Discuss some of the examples provided in the video as a starting point.

- **MoneySKILL Module 5: Property Income**

Supplemental Video Link: [Earning an Income](#)

Classroom Discussion Questions:

- (1) What are some ways you might be able to leverage a small neighborhood job into a larger business?
- (2) What are some things you need to consider before seeking neighborhood jobs? Think about the examples given in the video and whether there are other things not mentioned.
- (3) What are some benefits (financially and otherwise) of starting your own business compared to working for someone else?

- **MoneySKILL Module 6: Unearned Income from Financial Assets and Transfer Payments**

Supplemental Video Links: [Types of Asset Classes for Investing & Transfer Payments](#)

Classroom Discussion Questions:

- (1) Why might someone prefer to invest their money in Cash Equivalents instead of other asset classes?
- (2) Are student loans transfer payments? What about a government grant (like a Pell grant) to help pay for college?
- (3) What are some examples of government-provided transfer payments? Why are they important?

- **MoneySKILL Module 7: The Consumer Life Cycle**

Supplemental Video Link: [3 Stages of Financial Life](#)

Classroom Discussion Questions:

- (1) Are there any actions outlined in the video that you might want to start focusing on earlier in life? Discuss why (consider the time value of money and your own personal life goals).
- (2) Does everyone go through all the consumer life cycle stages and do they move through them at the same time? Why might people's paths be different and how does that impact their retirement planning?
- (3) How do you think the average consumer life cycle stages might change as you get older?

- **MoneySKILL Module 8: Income Over the Life Cycle**

Supplemental Video Link: [What is the Life Cycle Theory of Savings?](#)

Classroom Discussion Questions:

- (1) If you always spend exactly how much you earn, what impact does that have on your plans for retirement?
- (2) As you begin to earn more money in life, what are some ways that you can encourage good savings habits, especially with the temptation of higher paychecks?
- (3) What are some potential unexpected changes in the income and/or savings life cycles and how can you plan for them?

- **MoneySKILL Module 9: Federal Income Taxes**

Supplemental Video Links:

[First Time Filing a Tax Return](#) & [How to Calculate Your Federal Income Tax Liability](#)

Classroom Discussion Questions:

- (1) Why do you think the federal government implements a progressive tax structure? What would the benefits or downsides be if a flat tax rate were implemented for everybody?
- (2) What are some exemptions or deductions that reduce your total taxable income? Why do you think these exist and why might the federal government benefit from providing them?
- (3) When filing your taxes each year, do you think it's better to get a refund issued for overpayment or would you prefer to owe the government as close to zero dollars as possible? Discuss your reasoning why.

- **MoneySKILL Module 10: Other Deductions from Pay**

Supplemental Video Link: [Understanding Your Paycheck](#)

Classroom Discussion Questions:

- (1) What are some of the other deductions (in addition to federal income tax) that may be taken out of your paycheck? How do these deductions benefit you now or later in life?
- (2) What are some optional deductions from your pay that you might want to have taken out of your paycheck? What are the benefits of having something like retirement savings automatically deposited from your paycheck each month?
- (3) Some states do not require residents to pay any income tax. Why do you think that is and do you think those states earn money through other ways or other taxes?

- **MoneySKILL Module 11: Tracking Expenses & Budgeting**

Supplemental Video Link: [How to Build a Budget](#)

Classroom Discussion Questions:

- (1) What does it mean if your budget has a net loss each month? What are some ways that you can adjust your budget to create a positive net revenue each month?
- (2) What are some ways that you can account for annual or unexpected expenses in your monthly budget?
- (3) There are a lot of different ways to keep track of your expenses – apps, spreadsheets, and keeping receipts are all good options. What method do you currently use and why is it effective for you? If you don't track your expenses, consider ways you might start.

- **MoneySKILL Module 12: Paying for What We Buy**

Supplemental Video Links:

[Debt & Credit: 2 Very Different Cards](#) & [How Peer to Peer Payments Work](#)

Classroom Discussion Questions:

- (1) What are some scenarios where it might be better to pay with your debt card instead of a credit card? What about situations when it might be better to pay with your credit card?
- (2) If you use your credit card for purchases, what are ways that you can help ensure you don't have to pay interest on those charges? Are there budgeting or payment tips that can help keep you within your budget and to pay your bills on time?
- (3) What are some of the risks in using peer to peer payment services with people you don't know?

- **MoneySKILL Module 13: Using a Checking Account**

Supplemental Video Link: [It's a Money Thing: Checking Account Basics](#)

Classroom Discussion Questions:

- (1) What are some situations when it makes sense to pay (or receive money) with a check? Why is it better than other payment forms in these situations?
- (2) It can sometimes take time for someone to deposit your check, and after that it can take up to a week for a check to clear. What are some ways to keep track of your actual bank account balance in the meantime to prevent checks from bouncing?
- (3) What are some safeguards you can establish in your budget or through your checking account to help prevent overdraft fees?

- **MoneySKILL Module 14: Renting a Home**

Supplemental Video Link: [Renting an Apartment](#)

Classroom Discussion Questions:

- (1) How does your credit score impact how much money you might need to have upfront when renting a home?
- (2) Where can you look to find current apartments for rent? What are some ways to find a place to rent that is affordable and within your budget (consider location, type of home, and roommates)?
- (3) What important financial factors (besides rent), should you consider when deciding what home or apartment to rent? Consider work commute, amenities, and length of lease.

- **MoneySKILL Module 15: Owning a Home**

Supplemental Video Links:

[What Are Mortgages?](#) & [5 Things Every New Homeowner Needs to Know](#)

Classroom Discussion Questions:

- (1) What are some of the benefits of owning a home compared to renting? What are some benefits of renting?
- (2) If you cannot afford a 20% down payment, how might that impact your mortgage terms?
- (3) What other costs are involved with owning a home aside from mortgage and interest payments? How should you take this into consideration when looking for a home to buy?

- **MoneySKILL Module 16: Food and Clothing**

Supplemental Video Links: [10 Ways to Spend Less Money on Groceries & Save Money on Clothes](#)

Classroom Discussion Questions:

- (1) What are some creative ways that you can spend less money on food and clothing?
- (2) Are there times in your life when you might expect to have to spend more on clothing or food? Why is that?
- (3) What other clothing costs do you need to consider in addition to the cost of the clothes themselves?

- **MoneySKILL Module 17: Preparing to Acquire a Vehicle**

Supplemental Video Link: [What's the Cost of Buying a New Car vs. Used Car?](#)

Classroom Discussion Questions:

- (1) In what situations might it make sense to purchase a brand-new car? When would it make sense to buy a used car?
- (2) If your car breaks down, what costs might you incur in addition to the costs of fixing it?
- (3) What resources or tactics can you use to find the best deals available on a new or used car?

- **MoneySKILL Module 18: Vehicle Financing**

Supplemental Video Link: [Auto Loans](#)

Classroom Discussion Questions:

- (1) How does the length of your car loan impact your monthly payments and the total amount of interest you pay? What are the benefits to a shorter loan period?
- (2) What is the purpose of GAP insurance? In what situations is it particularly important?
- (3) How is leasing different than purchasing a vehicle? Why might someone prefer to lease instead of purchasing a car? Are there any drawbacks?

- **MoneySKILL Module 19: Operating a Vehicle**

Supplemental Video Link: [How to Buy Car Insurance](#)

Classroom Discussion Questions:

- (1) What factors determine the kind of car insurance that you should purchase?
- (2) What factors determine how much your car insurance will cost? How does this impact your decision to purchase or lease a car or whether you decide to buy a new or used car?
- (3) What features do insurance companies consider “high-risk” when you are applying for car insurance?

- **MoneySKILL Module 20: Vacation & Leisure**

Supplemental Video Link: [America: The No Vacation Nation](#)

Classroom Discussion Questions:

- (1) When considering a potential job position, how valuable are paid vacation days to you?
- (2) If you do not receive paid vacation from your employer, how does that factor into your financial planning for your vacations?
- (3) What are some ways that you can save money on vacation costs (travel, hotel, sightseeing, etc.)?

- **MoneySKILL Module 21: Investing in Physical Assets**

Supplemental Video Link: [3 Trouble-Saving Tips for Buying Appliances](#)

Classroom Discussion Questions:

- (1) What are some physical assets that you or your family own right now? What kind of considerations went into the process of purchasing those items (or what do you wish you had considered)?
- (2) What kind of physical assets do you think retain their value longest? Which one’s depreciate the quickest?
- (3) When purchasing a physical asset, what costs should you consider in addition to the purchase price?

- **MoneySKILL Module 22: Savings**

Supplemental Video Link: [Saving vs. Investing](#)

Classroom Discussion Questions:

- (1) Do you currently have any short- or long-term savings goals? If so, what are you doing right now to meet that goal?
- (2) Why is it so important to have an emergency fund available to withdraw at any time? How much should people aim for in their emergency fund? What factors play a role in how much you should have in your emergency fund?
- (3) What is the difference between putting your savings in a savings account at a bank versus investing in bonds? When might you decide to use one instead of (or in addition to) the other?

- **MoneySKILL Module 23: Short-Term Saving Vehicles**

Supplemental Video Link: [The Rule of 72](#)

Classroom Discussion Questions:

- (1) What does it mean to have “liquid” savings and what are some examples? Why is it important that short-term or emergency savings are liquid?
- (2) What does “The Rule of 72” help us calculate? How does it highlight the value compound interest?
- (3) What are some situations in which you might want to put savings into a Certificate of Deposit (CD)? When would you not want to utilize one?

- **MoneySKILL Module 24: Long-Term, Fixed Assets**

Supplemental Video Link: [What is a Bond](#)

Classroom Discussion Questions:

- (1) What are the benefits of using your savings to purchase a bond? In what situations would you not want to purchase a bond with your savings?
- (2) What factors impact the amount that you can expect to earn when purchasing a bond?
- (3) What are some of the risks involved in purchasing a bond? How can you mitigate these risks?

- **MoneySKILL Module 25: Equities**

Supplemental Video Link: [What are Stocks](#)

Classroom Discussion Questions:

- (1) What is the main difference between equities (stocks) and bonds? When might you want to consider purchasing one instead of the other?
- (2) Is it generally a good idea to purchase stocks to achieve your short-term savings goals? Why or why not?
- (3) What are the benefits of investing in stocks from multiple companies compared to just one?

- **MoneySKILL Module 26: Investment Funds**

Supplemental Video Links:

[Intro to Mutual Funds & An Intro to Exchange-Traded Funds \(ETFs\)](#)

Classroom Discussion Questions:

- (1) Why is the diversification offered by mutual funds beneficial?
- (2) How might your investment in mutual funds change as you near retirement?
- (3) What are the main benefits of investing in an exchange-traded fund (ETF)? How is this different from other investment options?

- **MoneySKILL Module 27: Investing in Business**

Supplemental Video Link: [9 Tips for Growing a Successful Business](#)

Classroom Discussion Questions:

- (1) What are some important steps to take before you start a business?
- (2) What are some incentives to starting your own business? What are some potential downsides?
- (3) Do you think you would like to start your own business someday? Why or why not?

- **MoneySKILL Module 28: Cost and Benefits of Borrowing**

Supplemental Video Link: [How Does a Credit Card Work?](#)

Classroom Discussion Questions:

- (1) What is the difference between paying the full balance charged to your credit card each month versus paying only the minimum payment?
- (2) If you pay your full balance each month, what are the benefits of having and using a credit card? Are there any reasons someone might not want to own or use a credit card?
- (3) What factors might influence how much interest you are charged when borrowing money or signing up for a credit card?

- **MoneySKILL Module 29: Secured Borrowing**

Supplemental Video Link: [How Does Credit Card APR Work?](#)

Classroom Discussion Questions:

- (1) What are some situations in which you might need to take out a secured loan? What can potentially occur if you are unable to make your payments on the secured loan?
- (2) Why is the interest rate alone not enough to truly understand the cost of borrowing money? What are other important factors?
- (3) What benefit is there to paying a larger down payment for a mortgage or an auto loan? What about paying more than your monthly bill when possible?

- **MoneySKILL Module 30: Credit Cards & Other Unsecured Borrowing**

Supplemental Video Link: [Credit Cards 101](#)

Classroom Discussion Questions:

- (1) How can using a credit card help to increase your credit score? Why is it important to have a high (good) credit score?
- (2) When might you need to have someone as a cosigner on a credit card? What are some of the risks?
- (3) How are store-issued credit cards different than general-purpose cards? In what scenarios would you want to obtain one instead of the other?

- **MoneySKILL Module 31: Your Credit Rating**

Supplemental Video Link: [Credit Scores and Reports 101](#)

Classroom Discussion Questions:

- (1) What are some of the ways that you plan to (or are already) building your credit score?
- (2) What are the challenges you may face if you have a low (poor) credit score?
- (3) Even if you pay your bills on time why is it important to regularly check your credit report?

- **MoneySKILL Module 32: Student Loans**

Supplemental Video Link: [Responsible Borrowing](#)

Classroom Discussion Questions:

- (1) How do you know what is an appropriate amount to borrow in student loans? What factors do you need to consider?
- (2) What are some other options to consider for college funding before applying for student loans?
- (3) What are some differences between federal and private student loans? What are some of the benefits of getting a federal student loan?

- **MoneySKILL Module 33: Identity Theft**

Supplemental Video Links:

[Why Care About Identity Theft?](#) & [Recovering from Identity Theft](#)

Classroom Discussion Questions:

- (1) What kind of identity theft do you think you might be most vulnerable to right now (phishing scams, theft of personal documents, hacking, etc.)? What are some specific actions you can take to limit your risk?
- (2) What kind of protections do you have if someone makes fraudulent charges on your credit card?
- (3) Do you think children can be victims of identity theft? What are some ways that you can help to protect a child's identity?

- **MoneySKILL Module 34: Understanding Insurance**

Supplemental Video Link: [Insurance Explained](#)

Classroom Discussion Questions:

- (1) What are some forms of insurance that you have right now? Why is it important to you to have that type of insurance?
- (2) What are some of the risks that you assume if you drive without any auto insurance?
- (3) Can you think of any insurance products that are not worthwhile for you? Why not and how do you manage the risk in not having it?

- **MoneySKILL Module 35: Life Insurance, Wills, and Disability Insurance**

Supplemental Video Links: [Life Insurance 101](#), [Disability Insurance 101](#) & [The Basics of Wills](#)

Classroom Discussion Questions:

- (1) What factors play into whether you should purchase life insurance and how much to get?
- (2) What are some challenges that occur if you pass away without having a will? What are some specific stipulations that you would want to include in your will if you don't have one already?
- (3) What kind of risks are you taking by not having disability insurance? How does that change as you age, your life situation changes, or you near retirement?

- **MoneySKILL Module 36: Health Insurance**

Supplemental Video Link: [What is Insurance and How Does it Work?](#)

Classroom Discussion Questions:

- (1) What is the difference between having a high deductible and a low deductible health insurance plan? What factors play into why you might prefer one plan over the other?
- (2) Why do many health insurance providers cover the costs (and waive the deductible) for certain preventive care such as annual physicals?
- (3) From the perspective of a health insurance provider, why do you think certain health care plans require copays for some doctor visits?

- **MoneySKILL Module 37: Retirement**

Supplemental Video Link: [401\(k\) and IRA 101](#)

Classroom Discussion Questions:

- (1) How do you determine the right amount to contribute to your retirement accounts? What factors are important to consider?
- (2) What are the respective benefits of putting savings into pre-tax and after-tax retirement accounts?
- (3) How does the age at which you start saving impact your retirement investments? What are some actions you can take to encourage regular saving?