

Real-Life Budget I

The **BIG** Idea

- How can creating a budget help me manage my money?
What kind of lifestyle can I afford with a high school education?

AGENDA

Approx. 45 minutes

- I. Warm Up: You're Making Money! (5 minutes)
- II. Deductions (10 minutes)
- III. Imagine Your Life (10 minutes)
- IV. Real Life, Real Budget (15 minutes)
- V. Wrap Up (5 minutes)

MATERIALS

STUDENT HANDBOOK PAGES:

- Student Handbook page 103, Monthly Budget Worksheet 1
- Student Handbook page 104, Expenses Worksheet 1
- Student Handbook page 105, Percentage Calculator (optional)

FACILITATOR PAGES:

- Facilitator Resource 1, Monthly Salary Cards (your state only)
- Facilitator Resource 2, You Choose: Housing (one per student, your state only)
- Facilitator Resource 3, You Choose: Transportation, Leisure Items (one per student)

- Calculators (one per student)

OBJECTIVES

During this lesson, the student(s) will:

- Determine expenses, including those based on choices for housing, transportation, and leisure items.
- Develop, analyze, and revise a budget based on actual incomes and expenses.

OVERVIEW

In this lesson, students discover how they could make and maintain a budget in the real world. Students will be given an actual monthly salary for a career that could be attained with a high school degree. Then they'll learn about the percentage of income that's subtracted for taxes, and the difference between their gross and net incomes. Next, students will determine their expenses, including those based on choices they make about their housing, transportation, and leisure items. Finally, they'll compare their monthly net income and expenses, and determine if they have a monthly balance or if they need to cut down expenses by making different choices.

PREPARATION

- List the **BIG IDEA** and the day's activities on the board.
- Write the day's vocabulary words and definitions on the board.
- Make transparencies of the following pages:
 - **Student Handbook page 103, Monthly Budget Worksheet 1**
 - **Student Handbook page 104, Expenses Worksheet 1**
 - **Student Handbook page 105, Percentage Calculator**
- Print out **Facilitator Resource 1, Monthly Salary Cards** for your state and cut out the individual cards.
- Create packets of housing, transportation, and leisure items for each student, using **Facilitator Resource 2, You Choose: Housing** for your state only, and **Facilitator Resource 3, You Choose: Transportation and Leisure Items**. (Note, if you prefer, you may create a class set of packets and reuse from class to class.)

Note: Facilitator Resource 1 provides career descriptions and salaries based on information from CollegelnColorado.org. **Facilitator Resources 2** and **3** provide choices for housing, transportation, and leisure items, which students select to create annual budgets. Local housing options have been provided for urban and rural areas of Colorado. You may wish to provide alternatives specific to your region, updated to reflect current prices.

BACKGROUND INFORMATION

Most students have some experience with income, whether it's an after-school job or an allowance, as well as spending, such as downloading music or buying clothes. But as they begin to think about life after high school, it's important they learn how incomes and expenses compare. They should begin to recognize some of the expenses they'll face on their own, as well as how far a monthly salary can go to cover these expenses. By using sample monthly salaries and living expenses, students will begin to appreciate the challenge of making an income cover their expenses. They'll also begin to understand how budgets can help them plan and set realistic goals.

VOCABULARY

Budget: A plan that helps people track spending so they can get the things they need and want without running out of money.

Deductions: Money taken out of your income for taxes.

Expense: What you spend money on.

Gross income: The money you earn *before* taxes are taken out.

Income: The money you have coming in.

Net income: Your “take home” pay or paycheck amount; the money you earn *after* taxes are taken out.

IMPLEMENTATION OPTIONS

Most students will need careful explanation of the budgeting process. These tips are based on facilitators' experience in previous years:

- Have students consider whether they're adding or subtracting, and why. You may want to point out that the purpose of **Student Handbook page 106, Expenses Worksheet 1**, is to add up all of their expenses for the month. Their total on this worksheet will be included on **Student Handbook page 103, Monthly Budget Worksheet 1**, where they'll subtract taxes and expenses from their gross monthly income to find out if they can afford everything they want.

- Students' abilities to perform calculations will vary greatly. You may want to designate good math students as "team leaders" to provide assistance as needed.
- To minimize paper shuffling, some facilitators had success walking students through their choices one category at a time, setting a time limit for housing and having students star their choice before moving on to the next category. Students should select no more than three leisure items.
- Three-year car loans have been listed for used cars, with five-year car loans for new cars.
- On **Student Handbook page 106, Expenses Worksheet 1**, item F, students shouldn't worry too much about assigning expenses to the correct category. For example, high-speed Internet and premium cable are leisure items, but could be legitimately categorized as entertainment.

If your students find the housing costs, transportation costs, leisure time, and grocery calculations challenging, you can skip clothing, entertainment, and other expenses or suggest a reasonable amount for each.

Students can also learn more about the careers featured in this lesson by exploring CollegelInColorado.org. The salary cards in both real-life budgeting lessons were adapted from information from CollegelInColorado.org.

This lesson and the one that follows require students to do basic addition and subtraction. Students are also required to calculate percentages, as follows:

- 30% of gross monthly income = payroll deductions
- 30% of rent or mortgage = monthly household expenses
- 30% of monthly car payment = vehicle maintenance and insurance

Calculating percentages has potential as a teachable moment to show students the value of skills taught in math class. Some students will struggle with this, so you'll want to provide enough assistance so that everyone can create a budget without spending an undue length of time on calculations.

Here's a list of options, in order of least assistance to most.

OPTION 1

Remind students how to calculate percentages as follows:

1. **SAY SOMETHING LIKE:** Many students (and even some adults) find calculating percentages intimidating, but it's a great skill to have. Not only will you be able to find out how much will be deducted from your paycheck for taxes, but you can figure out the sale price of

something that's 30% off, right in the store, with no calculator and no multiplying.

2. **SAY SOMETHING LIKE:** Here's the trick. Let's say your gross income for the month is \$1,670. Do I have any math experts who can tell me what 10% of \$1670 is? [At least a few of your students will know that it's \$167 — you're just dividing by 10 or moving the decimal point.] What about 10% of 2360? [\$236] What about 10% of \$5240? [\$524] Anybody see a pattern here?

[On the board, write:

$$10\% \text{ of } \$1,670 = \$167$$

$$10\% \text{ of } \$2,360 = \$236$$

$$10\% \text{ of } \$5,240 = \$524]$$

If we already know what 10% is, how can we figure out what 20% is? [Add 10% + 10%; in the first example \$167 + \$167.] How about 30%? [Add 10% + 10% + 10%, or \$167 + \$167 + \$167.]

[On the board, write:

$$20\% = 10\% + 10\%$$

$$30\% = 10\% + 10\% + 10\%]$$

By the way, I don't expect you to become an expert at percentages in a single lesson. Who can you ask if you need more help?

OPTION 2

Direct students to optional **Student Handbook page 105, Percentage Calculator**, and use the overhead projector to model how to use it.

OPTION 3

Provide students with calculators and talk them through the steps to calculate 30%.

OPTION 4

Pre-calculate 30% of all figures, and write these amounts in a different color on the career cards as well as the list of housing and transportation choices.

ACTIVITY STEPS

I. WARM UP: You're Making Money! (5 minutes)

1. **SAY SOMETHING LIKE:** Today we're going to travel ahead in time about four years. Are you ready? Let's go....

Congratulations! You've graduated from high school, and you're ready to make it on your own in the real world. Of course, your first step is to get a job. The good news is, you don't even have to interview. I'm going to hand you a card for a job you could get right out of high school.

Every card includes the name of a career, a description of the job, and the starting monthly salary. Take a minute to read about your new job.

[Hand out a card to each student.]

2. **SAY SOMETHING LIKE:** The monthly salaries on these cards range from about \$1,000 to \$3,140. Think that sounds like a lot? In this lesson, we're going to find out just how far that salary goes. You're going to create a **budget**, or a plan for spending money. The first step is to figure out your **income**, or the money coming in. And that all depends on the card you're holding in your hand.
3. **SAY SOMETHING LIKE:** The next step is to determine your **expenses**, or the things you spend your money on. What are some things you'll spend money on when you're on your own?

[Write their answers on chart paper. If students need help, encourage them to think about where they'll live, how they'll get to work, what they'll do if they get sick, and things they might like to do for fun.]

4. **SAY SOMETHING LIKE:** The items on this list are expenses, or things you spend your money on. Figuring out your expenses is the next step in setting up a budget. The challenge is to make sure your income, or the money you bring in, can cover the things you need, or your expenses.

II. Deductions (10 minutes)

1. **SAY SOMETHING LIKE:** Let's say your monthly salary is \$2,000. That means you have \$2,000 to spend on expenses, right? Not exactly. Your salary is different from your "take

home pay” or paycheck, because money is deducted, or taken out, of every paycheck you earn. These are called “**deductions.**” Does anyone know what deductions pay for?

That’s right—taxes. The main taxes deducted from your paycheck are federal income tax, state and local income tax, and Social Security tax. Federal, state, and local income taxes pay for things like roads, the military, schools, parks, and police and fire services. Social Security tax helps pay benefits to people who are disabled or retired.

2. [Ask students to guess what percentage is taken out of a typical monthly paycheck. They might be surprised to learn that about 30% is deducted. Explain that the amount taken out depends on different factors like where you live, how much you make, and how many people are financially dependent on you, such as children.]

3. **SAY SOMETHING LIKE:** Let’s figure out your actual paycheck if 30% is deducted for taxes. Say your monthly salary is \$2,000. That’s your **gross income**—or the money you earn before taxes are taken out. Your taxes are based on your gross income.

[Project a transparency of **Student Handbook page 103, Monthly Budget Worksheet 1**, for the class to see. Refer students to this page. On line A, Gross Monthly Income, write \$2,000.]

4. **SAY SOMETHING LIKE:** Now let’s figure out your deductions. If 30% is deducted for taxes, you can calculate the deductions by multiplying your gross income by 30% or 0.3. Use your calculators to see what the deductions would be.

[On the transparency, write \$600 next to line B, Deductions.]

5. **SAY SOMETHING LIKE:** So how much money will be in your paycheck? You’re having money taken out of your pay for taxes, so subtract your deductions from the gross income. What’s left is your **net income**.

[On the transparency, write \$1,400 next to line C, Net Monthly Income.]

6. **SAY SOMETHING LIKE:** Now it’s your turn. Look at the monthly salary on your salary card. This is your gross monthly income. Write this on line A.

Then use your calculators to determine your deductions and your net monthly income. First, multiply your salary by 0.3. Write that amount on line B. Then subtract line B from line A to get your net income.

7. **SAY SOMETHING LIKE:** Are you surprised at the difference between your salary and what you actually get to take home?

In the next activity, you will figure out how you're going to spend that paycheck. Remember, the point of this game is to make sure we have more money coming in (income) than going out (expenses).

III. Imagine Your Life (10 minutes)

1. **SAY SOMETHING LIKE:** Now that you've figured out your monthly paycheck, how are you going to spend it? Where will you live? How will you get around? What will you do for fun?

[Distribute packets of housing, transportation, and leisure item choices you've created using **Facilitator Resource 2, You Choose: Housing** and **Facilitator Resource 3, You Choose: Transportation and Leisure Items.**]

Look through these handouts and choose one option for housing, one for transportation, and up to three "leisure items." (These are some of the "fun" things you might hope to have as an adult.)

A couple of things to note:

- A place to live will probably be your single biggest expense, so we've given you the option of living at home with your family (and giving them a little rent money) or sharing your space with roommates and dividing the rent between you.
- Also, you'll note that some of the leisure items are too expensive to buy in a single month, so we've divided the payments up so you can pay for them a little bit at a time. (In real life, it's very expensive to do this. Credit card companies charge interest and if you spread out the payments, your purchase can cost many times its original price.)
- [If students ask why someone would rent when it's just as cheap to own, explain that buying your own home usually requires a big payment before you move in—often 10% of the purchase price or more.]

2. [Have students share some of their choices with a partner.]
3. **SAY SOMETHING LIKE:** What are some of the choices you made? How did you decide what house, car, or leisure items to choose? Do you think you'll be able to afford your choices?

IV. Real Life, Real Budget (15 minutes)

1. [Project a transparency of **Student Handbook page 106, Expenses Worksheet 1**, and refer students to this page. As you discuss each step below, model the process by writing in an amount based on the available choices and describing what you're doing.]

SAY SOMETHING LIKE: Now it's time to figure out if you can afford the things you chose. The first step is to fill in your expenses based on your choices. First, look at your housing choice. You'll notice there's either a mortgage or rent listed. A mortgage is a payment you make in order to own an apartment or a house. When someone else owns the apartment or house, you pay the owner rent. Fill in your mortgage or rent in the first line under "Housing Costs."

2. **SAY SOMETHING LIKE:** Of course, when you live someplace, you also have to pay for things like electricity, heat, and a telephone. Let's figure out your household bills.

[Show students how to calculate their household bills. They can estimate these will be about 30% of their monthly rent or mortgage payment. To calculate their household bills, they can multiply rent or mortgage by 30% or 0.3. Have students fill in this number on their worksheet. Then have them determine their total housing costs. Remind them that they're adding rent plus the extra expenses of running a household.]

3. [Next, have students look at their transportation choice and decide whether they want a new or used car. Show them where to fill in their monthly payment on the worksheet. Explain that if they have a car, they'll also have to pay for things like gas, insurance, taxes, and repairs. 30% of a monthly car payment is an estimate of how much it costs to run a car—so students will once again multiply their monthly payment by 30%, or 0.3, to determine this cost. This is another addition problem—adding the cost of owning a car to the cost of their car payments. Have them total their transportation costs.]

4. **SAY SOMETHING LIKE:** Does it seem like things are starting to add up? Let's not forget those leisure items! [Have students add these expenses to their worksheet.]

5. [Next, have students determine their monthly grocery total. Explain that this amount should be a minimum of \$250. They can add \$5 for any meal they want to eat at a fast-food restaurant, and \$20 for every meal they want to eat in a fancier restaurant. Have students add their grocery total to the worksheet.]

(Note: If students find it hard to believe they'll spend \$250/month on food, tell them this amounts to about \$8.30 a day. Lunch at a fast-food restaurant is probably about \$5, a soft drink another \$1. If lunch and a soda cost \$6, they'd have \$2.30 left to pay for breakfast and dinner!]

6. [Then have students determine what they'll spend on clothing each month. This amount can vary, but they must include something. Talk about the cost of some typical items, such as jeans (\$50) and sneakers (\$100). Encourage them to be realistic about how often they'll shop for these things. Have students add their total to the worksheet under "Clothing."]
7. [Finally, have students talk about expenses they might have in the final two categories of the worksheet. For example, "entertainment" might include things like buying music or going to the movies with friends. "Other expenses" might include things like getting a haircut, toiletries, and cleaning supplies. As you brainstorm these expenses, write each activity or item and its cost on chart paper.]
8. **SAY SOMETHING LIKE:** Now it's time to add up all our expenses. [Have students use their calculators to determine their Total Monthly Expenses.]
9. **SAY SOMETHING LIKE:** The real question is, does your income cover these expenses? Turn back to your Monthly Budget Worksheet and write your Total Monthly Expenses on line G.

[Project a transparency of **Student Handbook page 103, Monthly Budget Worksheet 1**, and refer students to this page.]

10. **SAY SOMETHING LIKE:** Now it's time to compare your monthly expenses to your net monthly income. Are your expenses less than your income? If so, that's great! Subtract your expenses from your income to determine your monthly balance. You have money left to save or spend!

If your expenses are *more* than your income, then you can't pay your bills! Go back and make different choices for housing, transportation, or leisure items. [Using the figures you've chosen, show students how to do this. For example, "I really, really want my own car, but I'm \$300 over budget. Maybe I need to find a cheaper apartment or live with my parents if this is my priority."]

Do this until your monthly expenses are the same or less than your monthly income.

Remember, if you really want something in one category, like a special car, you might have to give up things in other categories, like that house and fishing boat.

[At this point, you may want to pair students to help each other come up with a budget that works for their income.]

V. WRAP UP (5 minutes)

1. SAY SOMETHING LIKE:

- What surprised you about this activity? Did your monthly salary go as far as you thought it would at the beginning of the lesson?
- If your income didn't cover your expenses, what are some adjustments you had to make?
- If you had money left over, do you think you would spend it on extra things or save it? Why?
- What are some ways you could adjust your budget to afford a bigger house, a more expensive car, or an additional leisure item? (*You could do this by cutting back on expenses; saving money each month; or getting a second job, a promotion, or a new job with a higher salary.*)

[Let students know that next week they'll have a chance to check out what lifestyle changes they might expect if they decide to complete additional education after high school.]

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<p>Home Appliance Repairer High School Degree</p> <p>Repairs, adjusts, and installs all types of electric household appliances and tools. Observes appliances during operation and examines mechanical and electrical parts to diagnose a problem. Replaces worn and defective parts, such as switches, bearings, belts, gears, and wiring on appliances.</p> <p>Monthly salary (entry level): \$1,738</p>	<p>Baker High School Degree</p> <p>Mixes and bakes ingredients according to recipes to produce breads, pastries, and other baked goods. Goods are produced in large quantities for sale in businesses such as grocery stores.</p> <p>Monthly salary (entry level): \$1,366</p>
<p>Bank Teller High School Degree</p> <p>Receives and pays out money in a financial institution. Keeps records.</p> <p>Monthly salary (entry level): \$1,534</p>	<p>Brickmason High School Degree</p> <p>Sets bricks, concrete blocks, masonry panels, and other masonry materials to construct or repair walls, partitions, arches, sewers, and other structures.</p> <p>Monthly salary (entry level): \$3,088</p>
<p>Bus Driver High School Degree</p> <p>Drives a bus to transport passengers from place to place within a city or town or from city to city. Drives vehicles over routes and to specified destinations according to time schedules. Helps passengers with baggage, and collects tickets or cash fares.</p> <p>Monthly salary (entry level): \$1,746</p>	<p>Cashier High School Degree</p> <p>Receives payments, issues receipts, handles credit transactions, accounts for the amounts received, and performs related duties in a wide variety of businesses. Resolves customer complaints. Answers customers' questions and provides information on policies.</p> <p>Monthly salary (entry level): \$1,296</p>

<p style="text-align: center;">Data Entry Keyer High School Degree</p> <p>Operates keyboards or other data entry devices to input data into a computer or onto disk, tape, or card. Duties include coding and verifying alphabetic or numeric data. Compiles, sorts, and verifies the accuracy of data to be entered. Deletes incorrectly entered data.</p> <p style="text-align: right;">Monthly salary (entry level): \$1,589</p>	<p style="text-align: center;">Fast Food Cook High School Degree</p> <p>Prepares and cooks food in a fast food restaurant with a limited menu. Duties are typically limited to one or two basic items requiring short preparation time.</p> <p style="text-align: right;">Monthly salary (entry level): \$1,312</p>
<p style="text-align: center;">Floral Designer/Florist High School Degree</p> <p>Designs live, cut, dried, and artificial floral arrangements for individuals or for events such as weddings, banquets, and funerals. Decorates buildings, halls, churches, and other facilities where events are planned. Talks to customers about the care and handling of various flowers and plants.</p> <p style="text-align: right;">Monthly salary (entry level): \$1,329</p>	<p style="text-align: center;">Home Health Aide High School Degree</p> <p>Attends to the personal health needs of elderly, sick, or handicapped persons in their homes. Provides medical care as prescribed by a physician or under direction of a home care nurse. Changes bed linens, washes patients' laundry and cleans patients' rooms.</p> <p style="text-align: right;">Monthly salary (entry level): \$1,451</p>
<p style="text-align: center;">Freight/Stock/Material Handler High School Degree</p> <p>Loads, unloads and moves freight materials at a plant, yard, or other work site. Records the number of items handled and moved using production sheets.</p> <p style="text-align: right;">Monthly salary (entry level): \$1,400</p>	<p style="text-align: center;">Hotel/Motel Clerk High School Degree</p> <p>Serves hotel customers by registering and assigning rooms, issuing room keys, sending and receiving messages, making and confirming reservations, and presenting statements to and collecting payments from departing guests.</p> <p style="text-align: right;">Monthly salary (entry level): \$1,313</p>

<p style="text-align: center;">Postal Clerk High School Degree</p> <p>Performs a variety of tasks in a post office, such as receiving letters and parcels; selling postage stamps, postal cards, and stamped envelopes; answering questions from the public; and placing mail in pigeon holes of mail rack or in bags according to name, address, zip code, or other scheme.</p> <p style="text-align: right;">Monthly salary (entry level): \$3,982</p>	<p style="text-align: center;">Security Guard High School Degree</p> <p>Stands guard at the entrance or patrols the premises of businesses or other establishments to prevent theft, violence, or infractions of rules. Guards property against fire, theft, vandalism, and illegal entry.</p> <p style="text-align: right;">Monthly salary (entry level): \$1,352</p>
<p style="text-align: center;">Short-order Cook High School Degree</p> <p>Prepares and cooks to order a variety of foods that require only a short preparation time. May take orders from customers and serve patrons at counters or tables.</p> <p style="text-align: right;">Monthly salary (entry level): \$1,366</p>	<p style="text-align: center;">Telemarketer High School Degree</p> <p>Contacts customers by phone to persuade them to purchase merchandise or services. Explains features and prices of products or services. Gets information about customers, such as name, address, and payment method, and enters orders into a computer. Maintains records of contacts, accounts and orders.</p> <p style="text-align: right;">Monthly salary (entry level): \$1,310</p>
<p style="text-align: center;">Heavy Truck Driver High School Degree</p> <p>Drives trucks that carry materials weighing three tons or more. Drives trucks to transport and deliver freight, building materials, farm supplies, or other heavy cargo. Keeps a driving log according to state and federal regulations. Operates equipment on vehicles to load and unload cargo, or loads and unloads by hand.</p> <p style="text-align: right;">Monthly salary (entry level): \$2,170</p>	

Colorado Housing



LIVE WITH YOUR FAMILY

Rent can be very expensive, and sometimes it makes the most sense to live at home. Your freedom might be a little different than living on your own, but the savings in rent can sure help your wallet.

Rent: \$200/month



DENVER, CO

One bedroom/one bathroom apartment with balcony. One parking space is available. Washer and Dryer hook-ups are available.

Cost: \$29,000

Mortgage: \$150/month

(based on 30-year fixed rate mortgage)

Source: www.realtor.com



COLORADO SPRINGS, CO

Centrally located on a bus line and for those that are real golf fans we are close to a golf course and a city recreational trail. Central to cafes and restaurants. Enjoy air conditioning on every floor, off street parking, and 24 hour emergency maintenance.

Rent: \$335/month

Share w/1 person: \$167/month

Source: www.rent.com



COLORADO SPRINGS, CO

3 Bedroom, 2 bath , 1,100 square foot apartment. Located next to Tranquil Cottonwood Creek Jogging Trail, on 17 wooded acres of Lush Wooded Preserve. Our community features great amenities such as a Tennis Court, 24 hour Fitness Center & Racquetball court, Sand Volleyball Area, Sparkling pool, Jacuzzi and Clubhouse/ All for your active lifestyles.

Rent: \$1,100/month

Share w/2 people: \$366/month

Source: www.realtor.com



PUEBLO, CO

Belmont Square apartments are close to shopping, schools, and two major highways. We offer large 1- and 2-bedroom apartments, which feature ample closet space, cozy kitchens, ceiling fans, and A/C. Our residents enjoy our large courtyard, on-site laundry, elevators, private entrances, and sparkling seasonal pool. We are quality living at affordable pricing.

Rent 1 bedroom: \$425/month

Share w/1 person: \$213/month

Rent 2 bedroom: \$510/month

Share w/1 person: \$255/month

Source: www.rent.com



DENVER, CO

3 bedrooms, 2 bathrooms. This 1,181 square foot home has living room, family room, kitchen, and basement. Wall to wall carpeting, central air conditioning, and vaulted ceilings. 1 car garage on side of home.

Cost: \$89,900

Mortgage: \$448/month

(based on fixed 30 year mortgage)

Share w/3 people: \$149/month

Source: www.realtor.com



PUEBLO, CO

2,516 square foot 4 bedroom, 3 bathroom house. Includes master bedroom, living room, formal dining room, kitchen (10 x 10), and basement. Also 2 car garage.

Cost: \$194,900

Mortgage: \$1,000/month

(based on 30-year fixed rate mortgage)

Share w/3 people: \$250/month

Source: www.realtor.com



BOULDER, CO

Quality, affordability and convenience. Get the most for your money. Large floor plans, huge closets. Walking distance to University, shopping and entertainment. 1 bedroom, 1 bathroom, 480 square foot unit.

Rent: \$670/month

Share w/1 person: \$335/month

Source: www.realtor.com

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USED Ford Focus (2006)

4 door, 4 wheel drive sedan with silver exterior and black interior.

AM/FM stereo and cassette, radial tires, air conditioning, air bags, reclining seats.

Mileage: 72,055

Cost: \$9,821

3 year loan (3.59% interest): \$288/month

Source: www.cars.com



USED GMC Jimmy (2000)

Silver exterior, gray interior SUV.

Features include: ABS, Air Conditioning, Alloy Wheels, AM/FM Radio, Bucket Seating, CD Player, Cruise Control, Driver-Side Airbag, Leather Interior, ****Low Mileage****, Passenger-Side Airbag, Power Locks, Power Mirrors, Power Seats, Power Steering, Power Windows, Rear Window Defroster, Rear Window Wiper, Tilt Wheel, Tinted Glass

Mileage 171,228

Cost: \$3,999

3 year loan (3.59% interest): \$117.33/month

Source: www.cars.com



NEW Kia Rio (2012)

Four door sedan, 5 passenger capacity.

Features include: Air conditioning, AM/FM radio and CD player, power windows, rear window wiper, tinted glass, power door locks. Rear seat adjustable headrests. Driver and passenger front airbags, anti-lock brakes.

Cost: \$13,400

5 year loan (3.59% interest): \$244.30/month

Source: www.cars.com



NEW Ford Taurus (2012)

Four door sedan, 5 passenger capacity.

Features include: AM/FM radio with four speakers and cassette player; driver and passenger side airbag with dual stage deployment; child safety door locks; front reclining split bench seat with adjustable head rest; adaptive automatic transmission; tilt steering column; air conditioning.

Cost: \$35,945

5 year loan (3.59% interest): \$655.35/month

Source: www.cars.com



USED Ford F-150 (2005) XL (4 x 2 cab)

Features include: V-6 or V-8 power; manual or automatic; 4 speed automatic transmission with overdrive; comfortable interior cab; quiet ride; driver and passenger air bags; front anti-roll bar.

Mileage: 78,210

Cost: \$18,150

3 year loan (3.59% interest): \$632.55/month

Source: www.cars.com



NEW Lexus ES (2012)

Five passenger luxury sedan, Won Best Overall value in its class.

Features include: All leather interior with brown walnut trim; rain sensing wipers, daytime running lights, child safety locks for rear doors, collapsible steering column, heated and ventilated front seats, V6 engine, front-wheel drive, driver and passenger air bags.

Cost: \$36,725

5 year loan (3.59% interest): \$669.57/month

Source: www.cars.com

Leisure Items



Bose Sound Dock: \$240
\$20/month for a year



Phillips 22" Flat Screen HDTV: \$240
\$20/month for a year



Apple iPad: \$525
\$37.50/month for a year



Canon Digital Camera: \$450
\$43.75/month for a year



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Murray Designer Pool Table: \$5,000
\$416/month for a year



49 Esprit De Soleil Yanmar Marine
Power Boat: \$49,000
\$816/month for 5 years



Miami Vacation for two people (seven days): \$2,000
\$167/month for a year



SSR Dirt Bike: \$660
\$55/month for a year



Dog Care: \$30/month
For the Life of the Animal



Season Tickets: \$100



Fitness Gym Membership:
\$70/month



Optimum High-speed Internet & Premium Cable:
\$100/month

Monthly Budget Worksheet 1

Career _____ Education Level _____

Use this worksheet to subtract taxes and expenses from your gross monthly income.

Monthly Income	
A) Gross Monthly Income	\$ _____
B) Deductions (30% of A) (Multiply A by .3)	\$ _____
C) Net Monthly Income ($A - B = C$)	\$ _____
G) Total Monthly Expenses (from Expenses Worksheet on page 106)	\$ _____
H) Monthly Balance ($C - G = H$)	\$ _____

Expenses Worksheet 1

Use this worksheet to add up your expenses for one month.

Expenses: Details	Subtotal
D) Housing Costs Monthly rent or mortgage \$ _____ Household bills + \$ _____ (30% of rent or mortgage) (Multiply rent/mortgage by .3)	\$ _____ \$ _____
E) Transportation Costs Monthly payment or \$ _____ other transportation costs Vehicle maintenance + \$ _____ (30% of monthly payment) (Multiply car payment by .3)	\$ _____ \$ _____
F) Other Costs Leisure Item: _____ \$ _____ Leisure Item: _____ \$ _____ Leisure Item: _____ \$ _____ Groceries (at least \$250) \$ _____ Clothing \$ _____ Entertainment \$ _____ Other Expenses \$ _____	\$ _____ \$ _____
G) Total Monthly Expenses (D + E + F)	\$ _____

Percentage Calculator (optional, from previous lesson)

Knowing how to calculate percentages is a handy skill to have. Eating in a fancy restaurant? You'll need percentages to figure out the tip. Shopping at a big sale? Percentages will help you figure out what you can afford to buy.

In this lesson, you'll need percentages to figure out your take-home pay and your household and car expenses. Use the table below to help.

For example, if you make \$2,000 a month, 10% of your income is \$200. 30% of your income is \$600, as shown in the shaded boxes below.

Monthly income, house payment, or car payment	10% (Drop the last number.)	30% (Add 10% 3 times, or multiply 10% by 3.)
100	10	30
200	20	60
300	30	90
400	40	120
500	50	150
600	60	180
700	70	210
800	80	240
900	90	270
1000	100	300
1100	110	330
1200	120	360
1300	130	390
1400	140	420
1500	150	450
1600	160	480
1700	170	510
1800	180	540
1900	190	570
2000	200	600
2100	210	630
2200	220	660
2300	230	690
2400	240	720
2500	250	750
2600	260	780
2700	270	810
2800	280	840

Monthly income, house payment, or car payment	10% (Drop the last number.)	30% (Add 10% 3 times, or multiply 10% by 3.)
2900	290	870
3000	300	900
3100	310	930
3200	320	960
3300	330	990
3400	340	1020
3500	350	1050
3600	360	1080
3700	370	1110
3800	380	1140
3900	390	1170
4000	400	1200
4100	410	1230
4200	420	1260
4300	430	1290
4400	440	1320
4500	450	1350
4600	460	1380
4700	470	1410
4800	480	1440
4900	490	1470
5000	500	1500
5100	510	1530
5200	520	1560
5300	530	1590
5400	540	1620
5500	550	1650
5600	560	1680