SecureFutures
Money Coach

Pay Yourself First

Volunteer Instructor Notes

KEY

********	**Slide Separators** To help you know which bullet points are for which slides
	Facilitation Tips Use these tips to help guide the lessons and deliver the activities
	Activities All activities will be done during the lesson
	Important Notes Review these before presenting in a classroom

Technology: Educators should have the Prezi loaded and projected on a screen when you arrive at the classroom. If they don't, you can access the links in your Confirmation Email or through the Resource Library on our Classroom Materials page.

Cell phones in the Classroom: Cell phones in the classroom can be a distraction, but they are common. Each school and organization has a different policy, and we must respect their rules. Unfortunately, we cannot require students to put away their phones if that isn't the organizational policy. Discuss this with the educator before presenting and request that they manage students' usage according to their policy.

Updated 08.22.25

Use the guidelines below to help you time out your presentation.
These times are also listed with each section on the following pages.

Notes

Pay Yourself First

SecureFutures

Why is it important to save?

- Savings gives you freedom and options
- Mindset of savings: Pay Yourself First
- Be ready for emergencies

Lesson Opening	1 min

Ice breaker – start with the slide: Why is it important to save?

- Wait for students to respond.
- Share why you save and what you are saving for in the future.

Click to advance on the slide to reveal the answer:

- Savings gives you freedom and options
- Mindset of savings: Pay Yourself First
- Be ready for emergencies

Acknowledge that this can be an uncomfortable topic for some people; let them know it's okay to have different comfort levels, and this is a safe space to talk about finances.

Money is necessary to support your needs and goals throughout your lifetime. Learning to save your money well will help you to be successful in achieving your financial goals.

Stories, Examples & Notes

What we'll learn...

- How to start saving early on (Pay Yourself First).
- What are the differences between savings and investment options.
- How to assess your personal risk and financial habits.

How we'll do it..

- Active participation!
- Be engaged. Ask questions and participate in discussions.
- Respect each others thoughts, perspectives, and contributions.
- Maximize your experience by taking notes and participate in the activites.
- Have fun while learning!

Lesson Objectives: What we'll learn . . . 1 min

Review the lesson objectives on the "What we'll learn…" slide.

ASK: Which of these topics is most interesting to you?

TRANSITION: So now that we know what we're going to talk about, let's set a plan for how we will cover the topics.

Set Ground Rules: How we'll do this . . . 1 min

Share the bullet points on the "How we'll do this…" slide.

- Active participation
- Be engaged. Ask questions and participate in discussions!
- Respect each other's thoughts, perspectives, and contributions.
- Maximize your experience by taking notes and participate in the activities.
- Have fun while learning!

Ask the students if they have any other ground rules they would recommend, or share your own. Discuss how to earn participation incentives (if you're offering one). Ex: raffle, candy, money.

Stories, Examples & Notes

Risk and Reward

Savings Account:

- Traditional Savings
- Basic Bank accounts
- Extremely low interest rates: average interest rate is 0.6% APY (bankrate.com)
- Not much growth, but it's better than cash
- $100 would earn $0.60 in one year

Risk and Reward

HYSA (High-Yield Savings Account):

- Similar to a traditional savings account
- Significantly higher interest rates than a traditional savings account: average is 4.44% (bankrate.com)
- $100 would earn $4.00 in one year

Basic Savings vs. HYSA

BASIC SAVINGS ACCOUNT	HIGH-YIELD SAVINGS ACCOUNT (HYSA)
Advantages: • Convenient to use ◦ Usually at the same bank as your checking account, transfers between accounts are instant or same-day, and meant for convenience and easy access • In-person access at physical branches • No or low minimum balance required • FDIC insured and safe **Disadvantages:** • Very low interest rates (your money grows slowly) • Monthly withdrawal limits (usually 6)	**Advantages:** • High interest rates (earn more on your savings) • Great for growing emergency or goal-based savings • FDIC insured and safe **Disadvantages:** • Transfer delays (1-3 days between accounts) • Limited or no in-person support • May require a minimum balance to earn top rate • Interest rates can change with the economy • Monthly withdrawal limits (usually 6)

Discussion: Risk and Reward – Savings Account	1 min

ASK: Do you have a savings account?
ASK: Do you know what type of savings account you have?

Get student responses, then display the savings account slide.
- Go through the bullet points.
- If you're comfortable, share what type of savings account you have.
- Why did you choose this particular account to save in?

Expand your discussion in this area if you're comfortable.

Keep in mind some students and their families may not use a financial institution and may not trust that their money is safe in one. Some communities have been discriminated against or have been underserved by financial institutions for generations and that can be difficult to overcome.

Be careful not to shame students who may have trust issues with banks or credit unions or make them feel judged for their beliefs.

Advance to the next slide.

Discussion: Risk and Reward – High Yield Savings Account	1 min

ASK: Who knows the difference between a traditional savings account and a high-yield savings account?

Get student responses, then display the high-yield savings account slide.
- Go through the bullet points.
- Explain that not all banks or credit unions offer high-yield savings accounts. They should check with their banks/credit union if it offers a HYSA account.
- Many financial institutions offer HYSA accounts. Students should do their own research before opening one.
- There are also several HYSA accounts through online banks (So-Fi, Capital One, Discover, etc.)

Advance to the next slide.

Discussion: Basic Savings vs. HYSA	2 min

Talk about the advantages and disadvantages between having a basic savings account and an HYSA.

Advance to the next slide.

Emergency Savings

How do you get there?

- Start small
- Automate it
- Save extra money
- Cut small and unnecessary expenses

What could go wrong?

- Unexpected expenses can become debt
- Stress and anxiety
- Missed opportunities
- Overdraft fees

Why do you need savings?

- Peace of mind
- Avoid debt traps
- Handle life's surprises/unexpected
- Builds financial discipline

Discussion: Emergency Savings Outcome	3 min

Explain why you think it's important to have emergency savings.

Advance the slide to reveal "How do you get there?"

- Share you experience about how you started your emergency savings. What or who motivated you to start saving?

Advance the slide to reveal "Why do you need savings?"

- If you have a real-life example, share a moment of when you had to tap into your emergency savings.

Advance the slide to reveal "What could go wrong?"

- Talk to the students about what unexpected things can happen as an adult. (Ex. Car broke down, kids medical bills, school expense, hot water/heater broke in home, etc.)

Stories, Examples & Notes

What is a 401(k) Retirement Savings?

A **401(k)** is a retirement account your current or future job might offer.

How does a 401(k) work?

You put part of your paycheck into it before taxes, and it gets invested for you—often in mutual funds or index funds.

Bonus: Many employers will match what you put in, up to a certain percent. That's free money!

The catch? You can't take the money out until retirement age (or you pay a penalty). But over 30-40 years, it can grow into hundres of thousands of dollars.

Discussion: 401(k) Retirement Savings	1 min

ASK: What is a 401(k) retirement savings?

Have students express what they think a 401(K) is. After getting responses, advance the slide to reveal the answer.

- **Answer:** A 401(k) is a retirement account your future job might offer.

Advance to the next slide.

Discussion: How does a 401(k) work?	1 min

Read the information on the slide. Elaborate if you're comfortable.

Advance to the next slide.

Discussion: Bonus and The Catch	2 min

Go through the information with the students. Feel free to add your thoughts and share if your employer matches your 401(k) contribution.

- If you are retired and have had a 401(k), share your experience on how it worked for you, if you're comfortable.

If you are unfamiliar with a 401(k) plan, check out the 401(k) resource guide on the IRS website. https://www.irs.gov/retirement-plans/401k-plans

Stories, Examples & Notes

Risk Tolerance

Risk tolerance is all about how much uncertainty or loss you can handle when making money decisions—especially when investing.

Note: *Some people are okay with risk—they go for big gains. Others want safety—even if that means slower growth. Neither is wrong. It's just about what fits you best.*

Imagine this....

Which one would you choose?

If I gave you **$100** and said you could either:

A. Keep it safe and slowly grow it

B. Take a chance to double it—or maybe lose it

Discussion: Risk Tolerance 3 min

Read the risk tolerance definition on slide.

- Tell the students that risk depends on:
  - How much risk you handle without getting too stressed.
  - How much money you can afford to lose.
  - Your goals and how soon you need the money.

NOTE: Let the students know that some people are okay with risk—they go for big gains. Others want safety—even if that means slower growth. Neither is wrong. It's just about what fits you best.

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Advance the slide to show the scenario.

- **ASK:** Which option on the slide they would pick.
- Give the students a few minutes to think about their choices.
- Ask a few students to share what they choose and why.

Stories, Examples & Notes

When there is a risk, discipline is a must.

Self-discipline is about making smart choices today to benefit your future.

For example:

- Not spending all your paycheck just to feel good now.
- Choosing to save or invest even if it's not exciting.

People with strong self-discipline usually:

- Build savings faster
- Avoid debt
- Handle emergencies better

But don't worry—discipline can be learned.

Discussion: Self-discipline	3 min

When there is a risk, discipline is a must.
ASK: What does self-discipline mean to you?

Advance the slide to reveal the definition of self-discipline.

- Self-discipline is about making smart choices today to benefit your future.

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Advance to the next slide to show examples of self-discipline.

- Go through the information on the slide.

Share your experience with self-discipline when dealing with investment risk.

Stories, Examples & Notes

What's your RISK TOLERANCE?

What You'll Need:
- Piece of paper
- Pen

Imagine you have $100 dollars! (Write on your paper $100)
WHAT WOULD YOU DO WITH YOUR $100?

1st Scenerio:
A. Save in bank - earn +$2
B. Invest in stock - 50% chance to gain $10, 50% chance to lose $5

*For instructor: Reveal outcome for B using a **dice roller.***
- *If the dice rolls between 1-3 - it's a loss, subtract $5 from your $100*
- *If the dice rolls between 4-6, it's a gain, add $10*

2nd Scenerio: You saw a nice pair of shoes at the mall...
A. Buy one pair of shoes now – Subtract $20 from your balance
B. Wait 2 weeks and get the same shoes and a $20 gift card – No change in savings, you earn a $20 gift card

3rd Scenerio: Crypto market is looking good lately and all of your friends are investing in it, you....
A. Keep your money in savings
B. Gamble $50 in crypto - 50/50 shot to earn $100 or lose $50

*For instructor: Reveal outcome for B using a **dice roller.***
- *If the dice rolls between 1-3 - it's a loss, subtract $50*
- *If the dice rolls between 4-6, it's a gain, add $100*

4th Scenerio: An unexpected emergency hits..
A. If you still have money in your savings, then you are safe
B. If you spent everything, you're in debt now

- Reflect on whether they had money left for emergencies.
- Knowing your risk tolerance helps you make smarter investing choices.
- Having self-discipline protects you when life throws curveballs. Start practicing both now, and your future self will thank you.

Activity: What's Your Risk Tolerance — 10 min

Tell the students to take out a piece of paper and a pen.

When students are ready, advance to the next slide.
- Ask the students to write $100 at the top of their paper (that will be their starting balance for the game.
- Present the first scenario and ask the students to choose option A or B.
- The students will need to write their answer on the paper.
- Then reveal the results.
- If a student chose option A, ask them to add $2 to their $100.
- If they chose option B, click on the link to roll the dice. Click "Roll".
  - If the dice roll is between 1-3, it's loss. Have the students subtract $5 from their $100.
  - If the dice roll is between 4-6, it's a gain. Have the students add $10 to their $100.
- Have the students total how much they have. They will use the new total for the next scenario.

When students are ready, advance to the second scenario.
- Ask the students to choose option A or B.
- Display the results of their choices.
  - If they chose option A, have them change their balance to $80.
  - If they chose option B, their balance does not change.

When students are ready, advance to the third scenario.
- Ask the students to choose option A or B.
- If they chose option A, nothing changes.
- If they choose option B, click on the link to roll the dice. Click "Roll".
  - If the dice roll is between 1-3, it's loss. Have the students subtract $50 from their current balance.
  - If the dice roll is between 4-6, it's a gain. Have the students add $100 to their current balance.

When students are ready, advance to the fourth scenario.
- The students will not make a choice. An emergency comes up for everyone.
- Have them subtract $20 from their current balance.
- If they have money left, they are fine.
- If they spent everything and their balance is negative, they are now in debt.

Click again to reveal the summary:
- Reflect on whether they had money left for emergencies
- Knowing your risk tolerance helps you make smarter investing choices. Having self-discipline protects you when life throws curveballs.
- Start practicing both now, and your future self will thank you.

Types of Investments

- Stocks
- Bonds
- Mutual Funds/Index Funds

Stocks

When you buy a stock, you're buying a tiny piece of a company—like Apple or Nike.

- If the company does well, your stock usually goes up in value.
- If the company struggles, your stock might go down.

High risk, high reward.

- You can make a lot, but you can also lose money. That's why stocks are best for long-term investing—not quick cash.

Discussion: Types of Investments	1 min

ASK: Raise your hand if you are thinking about investing or currently investing.

There are three types of investments: Stocks, Bonds, and Mutual/Index funds.

- Ask if anyone would like to share their experience with the class. They do not have to share if they are not comfortable.
- If no one is willing to share, then you can share your experience.

Depending on the number of students who raised their hand, use your judgement to determine if you need to elaborate more on the next few slides or not.

Advance to the next slide.

Discussion: Stocks	2 min

ASK: Anyone interested in learning how to buy stocks?

Wait for response, then click on the slide to reveal the content. Go through the information on the slide.

- Let the students know that stocks are a risk and when there is a risk, you must have self-discipline.
- If you know of any online resources, feel free to share them with the students.

DO NOT GIVE STUDENTS SPECIFIC STOCK ADVICE. This section is for informational purposes only and should not be considered specific stock advice. Students interested in learning more about investing can explore additional resources online or refer to materials provided by SecureFutures, if available.

Stories, Examples & Notes

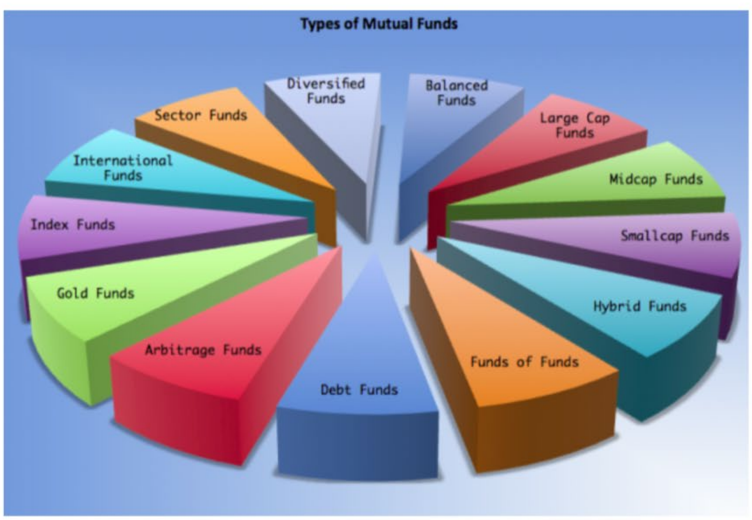
Bonds

Think of bonds as you lending your money to a company or the government.

- They promise to pay you back later—with a little interest.
- They're low-risk, but the returns are smaller than stocks.

Bonds are great for people who want more security than excitement.

Mutual Funds/Index Funds



These are "baskets" of investments—they hold dozens or even hundreds of stocks or bonds.

- A mutual fund is managed by a person who picks what goes in.
- An index fund just copies a list—like the S&P 500 (the top 500 companies in the U.S.).

They're less risky than buying individual stocks because your money is spread out (diversified).

Discussion: Bonds	**1 min**

ASK: What are bonds? Anyone want to take a guess or share what they think it is?

Wait for responses, then click on the slide to review the content. Go through the information on the slide.

- If you have expertise in this area, feel free to elaborate more than what's on the slide.
- Share your experience, if you have any.
- If you know of any online resources, feel free to share them with the students.

DO NOT GIVE STUDENTS SPECIFIC BOND ADVICE. This section is for informational purposes only and should not be considered specific advice. Students interested in learning more about investing can explore additional resources online or refer to materials provided by SecureFutures, if available.

Advance to the next slide.

Discussion: Mutual Funds	**1 min**

ASK: Does anyone know the differences between a mutual fund and an index fund?

Wait for response from the students, then click on the slide to review the answers, and go through the information on the slide.

Stories, Examples & Notes

Compounding Interest

Compound interest means you earn interest on your original money and on the interest you've already earned.

- It's like your money is earning money, and then that money earns even more money!
- This is what they mean when they say, "let your money make money."

Let's say you invest $100 at 10% interest per year.

Year	Interest Earned	Amount
1	10%	$110
2	10%	$121
3	10%	$133.10
30	10%	$1,745.06

And it keeps growing faster every year—that's the power of compounding!

Discussion: Compounding Interest	2 min

ASK: Does anyone know how compound interest works?

Wait for response from the students then click on the slide to review the answer and go through the information on the slide.

Advance to the next slide.

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Go through the example in the table with the students.

Stories, Examples & Notes

The Rule of 72

How it Works
Take the number 72 and divide it by the interest rate you're earning. This calculates the number of years it takes for your money to double.

If your savings account or investment earns 6% a year:

72 ÷ 6 = 12 years

So if you put in $100, it will become $200 in 12 years!

Imagine……….

$500,000 earning 7.2%	
10 years	$1,000,000
20 years	$2,000,000

The earlier you start saving, the more time your money can double before you're an adult!

Discussion: The Rule of 72 — 3 min

ASK: What is The Rule of 72?

Wait for response then click to reveal the answer.
- Rule of 72 is a super easy math trick to figure out how long it will take your money to double if you're earning interest or investing it.

ASK: If your investment earns 4%, how long will it take to double?

Advance to the next slide.

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Review the table example.
- Ask the students if they have specific numbers that they want to see using The Rule of 72.
- Feel free to show your own number examples.

Stories, Examples & Notes

Simple Interest VS Compound Interest

Years	Simple Interest 5%	Compound Interest 5%
1	$1,050	$1,050
2	$1,100	$1,102.50
5	$1,250	$1,276.28
15	$1,750	$2,113.57 (Rule of 72)
30	$2,250	$4,321.94 (Rule of 72)

Discussion: Simple Interest vs. Compound Interest 2 min

Review and explain the difference between simple interest and compound interest.

- Simple and compound interest represent different ways of calculating interest earned.
  - **Simple interest** is calculated on the initial principal amount invested.
    - For example, you deposit $1,000 into a savings account, earning 5%. Each year your balance will grow by only $50 (5% of $1,000).
  - **Compound interest** is calculated on both the initial principal amount and the accumulated interest.
    - For example, you deposit $1,000 in your account, earning 5%. The first year you will earn $50, but on the second year, your interest earned will be based on your current balance of $1,050.

Stories, Examples & Notes

Paying Yourself First

Three Types of Savings

- Emergency Savings (Monthly living expenses, car maintenance, etc.)
- Short-term Savings (Vehicle or rent down payment, vacation, etc.)
- Long-term Savings (Retirement, house down payment, etc.)

ACTIVITY: Roll With The Market

1. Have students pair up for accountability.
2. Distribute one copy of the printed worksheet to each student.
3. Project the Game Slides.
4. Open up the virtual dice roller.
5. Explain the game using the introductory slides.

Discussion: Pay Yourself First — 1 min

Explain the three types of savings.

- Share with the students the types of savings you have.
- Emphasis paying yourself first, reminding students to set aside an amount to save BEFORE spending.
- Ways to pay yourself
  - Splitting your direct deposit between your checking and savings.
  - Setting up automatic transfers from your checking to your saving to occur on your pay day.

Activity: Roll with the Market — 15 min

- **Follow the directions on the screen.**

1. Have students pair up for accountability.
2. Distribute one copy of the printed worksheet to each student.
3. Project the Game Slides.
4. Open up the virtual dice roller.
5. Explain the game using the introductory slides.

What do I do tomorrow?

- **Next Steps**
  - Open a savings account: start with as little as $5, contribute every time you receive money
  - If you're over 18, and employed, check with your employer to see if they offer 401K (matching)
  - Assess your risk tolerance
  - Review budget: what changes would you make?

QUESTIONS?

Discussion: What Do I Do Tomorrow 2 min

Go over potential steps that students can take to start saving for the future.

Ask if there are any last-minute questions.

If students have questions about opening a savings account, they can discuss with their one-on-one coach.

Takeaways & Additional Notes

Takeaways & Additional Notes

SecureFutures

SecureFutures empowers teenagers with the knowledge, tools, and mentoring for a lifetime of financial capability. Our engaging volunteers, dynamic schools, and generous supporters share a vision of stronger communities built by an investment in "money smart" teens.

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