

PERSONAL MANAGEMENT

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BOY SCOUTS OF AMERICA
IRVING, TEXAS

Requirements

1. Do the following:
 - a. Choose an item that your family might want to purchase that is considered a major expense.
 - b. Write a plan that tells how your family would save money for the purchase identified in requirement 1a.
 - (1) Discuss the plan with your merit badge counselor.
 - (2) Discuss the plan with your family.
 - (3) Discuss how other family needs must be considered in this plan.
 - c. Develop a written shopping strategy for the purchase identified in requirement 1a.
 - (1) Determine the quality of the item or service (using consumer publications or ratings systems).
 - (2) Comparison shop for the item. Find out where you can buy the item for the best price. (Provide prices from at least two different price sources.) Call around; study ads. Look for a sale or discount coupon. Consider alternatives. Can you buy the item used? Should you wait for a sale?
2. Do the following:
 - a. Prepare a budget reflecting your expected income (allowance, gifts, wages), expenses, and savings. Track your actual income, expenses, and savings for 13 consecutive weeks. (You may use the forms

- provided in this pamphlet, devise your own, or use a computer-generated version.) When complete, present the results to your merit badge counselor.
- b. Compare expected income with expected expenses.
 - (1) If expenses exceed income, determine steps to balance your budget.
 - (2) If income exceeds expenses, state how you would use the excess money (new goal, savings).
3. Discuss with your merit badge counselor FIVE of the following concepts:
- a. The emotions you feel when you receive money.
 - b. Your understanding of how the amount of money you have with you affects your spending habits.
 - c. Your thoughts when you buy something new and your thoughts about the same item three months later. Explain the concept of buyer's remorse.
 - d. How hunger affects you when shopping for food items (snacks, groceries).
 - e. Your experience of an item you have purchased after seeing or hearing advertisements for it. Did the item work as well as advertised?
 - f. Your understanding of what happens when you put money into a savings account.
 - g. Charitable giving. Explain its purpose and your thoughts about it.
 - h. What you can do to better manage your money.
4. Explain the following to your merit badge counselor:
- a. The differences between saving and investing, including reasons for using one over the other.
 - b. The concepts of return on investment and risk.
 - c. The concepts of simple interest and compound interest and how these affected the results of your investment exercise.

5. Select five publicly traded stocks from the business section of the newspaper. Explain to your merit badge counselor the importance of the following information for each stock:
 - a. Current price
 - b. How much the price changed from the previous day
 - c. The 52-week high and the 52-week low prices
6. Pretend you have \$1,000 to save, invest, and help prepare yourself for the future. Explain to your merit badge counselor the advantages or disadvantages of saving or investing in each of the following:
 - a. Common stocks
 - b. Mutual funds
 - c. Life insurance
 - d. A certificate of deposit (CD)
 - e. A savings account or U.S. savings bond
7. Explain to your merit badge counselor the following:
 - a. What a loan is, what interest is, and how the annual percentage rate (APR) measures the true cost of a loan.
 - b. The different ways to borrow money.
 - c. The differences between a charge card, debit card, and credit card. What are the costs and pitfalls of using these financial tools? Explain why it is unwise to make only the minimum payment on your credit card.
 - d. Credit reports and how personal responsibility can affect your credit report.
 - e. Ways to reduce or eliminate debt.
8. Demonstrate to your merit badge counselor your understanding of time management by doing the following:
 - a. Write a "to do" list of tasks or activities, such as homework assignments, chores, and personal projects, that must be done in the coming week. List these in order of importance to you.
 - b. Make a seven-day calendar or schedule. Put in your set activities, such as school classes, sports practices or games, jobs or chores, and/or Scout or church or club

- meetings, then plan when you will do all the tasks from your “to do” list between your set activities.
- c. Follow the one-week schedule you planned. Keep a daily diary or journal during each of the seven days of this week’s activities, writing down when you completed each of the tasks on your “to do” list compared to when you scheduled them.
 - d. Review your “to do” list, one-week schedule, and diary/journal to understand when your schedule worked and when it did not work. With your merit badge counselor, discuss and understand what you learned from this requirement and what you might do differently the next time.
9. Prepare a written project plan demonstrating the steps below, including the desired outcome. This is a project on paper, not a real-life project. Examples could include planning a camping trip, developing a community service project or a school or religious event, or creating an annual patrol plan with additional activities not already included in the troop annual plan. Discuss your completed project plan with your merit badge counselor.
- a. Define the project. What is your goal?
 - b. Develop a timeline for your project that shows the steps you must take from beginning to completion.
 - c. Describe your project.
 - d. Develop a list of resources. Identify how these resources will help you achieve your goal.
 - e. If necessary, develop a budget for your project.
10. Do the following:
- a. Choose a career you might want to enter after high school or college graduation.
 - b. Research the limitations of your anticipated career and discuss with your merit badge counselor what you have learned about qualifications such as education, skills, and experience.

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Managing Yourself, Managing Your Money

As you grow older, you will face an increasing number of decisions that will affect your future. Although you will continue to gain advice and direction from your parents or guardians and teachers, eventually you must be the one to take responsibility for yourself and your actions. Personal management is about taking control of your life.

Learning to Manage Yourself

To understand what personal management is about, think of all the things your parents and other adults do for you as well as what they do for themselves. Do the adults in your life buy and prepare your food, provide a place for you to live, buy your clothes, take you places you want and need to go, and help pay for many of the other things you do, need, and want? What if it were up to you to do all of these things? If it were, you would need to manage your money and time to get things done.

Currently, much of your life probably is managed for you. Your parents or guardians guide you by suggesting what to do and the best way to do it, your teachers determine what you learn in school, and, if you play a sport, your coaches instruct you. Providing guidance is their way of teaching you the skills and knowledge you will need to take care of yourself as you grow older.

Making more decisions on your own can be both scary and exciting because it means that you will become responsible for both your mistakes and successes.



Make setting short- and long-term goals a routine during your adolescence and through adulthood. You will discover how these goals change according to your stage of life.

Managing your life is similar to planning a journey. It is often best to have a road map before you begin and to plot a course that will help you avoid and minimize bumps and detours along the way. Earning the Personal Management merit badge will help you learn to manage critical parts of your life, including your money, your time, and your future. To do this, you will need to develop self-discipline and persistence.

Mapping a plan for your life will involve setting short-range and long-range goals and investigating different ways to reach those goals. Education, training, and experience all help make your goals become a reality. To achieve your goals, you will choose the best path and make a commitment to it, while remaining flexible enough to deal with changes and new opportunities.

You probably will not be on your own until you move away from home, but now is a good time to begin preparing for that day.

Learning to Manage Your Money

No matter how much money you earn after you leave home, one of the most important things you will need to learn is how to manage your money. This involves planning for career changes and retirement over your lifetime, considering how

finances affect your family and relationships, and making choices about how to earn and spend money.

It is not as common as it once was for people to work for one employer throughout their careers and then receive a pension from that employer to cover living expenses during retirement. Instead, you likely will work for several employers throughout your lifetime, and your long-term financial security will depend on how well you manage your money during your working years.



People today face many choices about how to earn, save, and spend money. Because few of us have an unlimited amount of money, among the keys of wisely and effectively managing money is learning to do without (at least temporarily) something we want. However, advertising messages urge us to buy products we often do not need. Effectively managing your money will require you to resist these messages.

Yet, many of your decisions will involve spending money. Money management skills must be learned, and it is never too soon to start. Poor money management habits can cause family stress and lead to debt and a poor credit history, which can make it difficult to get home loans, car loans, and other financial assistance.

You will find that when you want to buy something, you will need to reduce expenses in other areas. For example, to save for a new backpack, you might need to take your lunch to school rather than buying food at the cafeteria, or do low-cost activities such as renting movies and going for walks and hikes.

While completing the Personal Management merit badge, what you learn about earning, saving, investing, borrowing, and spending money wisely can help eliminate conflicts and improve your quality of life. You also will learn how to use your time wisely and organize projects so that they are more manageable. All of these lessons will help you think about your long-term goals and your future, and can serve you for a lifetime.

Money is not, and should not be, everything in life, of course. More important things exist, such as your religion, family, friends, helping others, and achieving personal growth. But, money is a major part of life and can affect you, your family's well-being, and your relationships.

Being a Smart Shopper

Before they buy, smart shoppers use a wide variety of resources to help them find out more about the product they want to purchase. Here are some tips on researching products, reading advertisements, watching for sales, comparison shopping, and considering alternatives to help you become a smart shopper.

Research the Item You Want

First, consider the product's features. The more features it has the more the product will cost, so determine whether you need all of them. If not, you might be able to find a more affordable product that has only the features you need.

Next, consider the quality of the product. It might be worth paying more for a quality product if it will last longer and perform better. However, a lower-priced product might offer high quality, too. That is why it is important to read consumer guides and to check consumer Web sites for comments about the product. If the quality is poor and the product breaks or falls apart in a short time, whatever price you paid will have been too much.

Consumer buying guides can be a handy tool for researching a product you are planning to purchase. These guides may provide anything from general details and helpful purchasing tips to more specific information that will help you narrow your selection. For instance, an evaluation of televisions might show a comparison of prices, screen size, audio features (such as surround sound), convenience features (such as wireless remote), and the types of connections that come with the TV—all in one place.

Before you buy the product, talk to family members, friends, or others who might have used it. Did they like it? Was it worth the price? Try the product, if possible, before buying. Rent a video game, for example, or borrow it from a friend to determine whether you want to own it. Or, ask a salesperson to demonstrate the product. When you are ready to buy a car, for example, test drive it and compare it to other cars.

Look for Sales

Wait until the item you want to buy goes on sale. If a store is not conducting a sale, the salesperson might tell you if the item will go on sale soon. Sometimes stores will reimburse the difference if the item you bought goes on sale within 30 days after you bought it.

Common types of sales include seasonal sales, when stores phase out summer items to stock fall and winter merchandise, and vice versa; inventory sales, which occur just before stores take inventory (count merchandise); promotional sales designed to introduce new products or spur buying interest when sales are slow; and situational sales, which often are advertised as going-out-of-business sales or moving sales.

Try to shop at the beginning of a sale when a wide selection is still available, and examine sale items before you buy to make sure they are not damaged or flawed.

Comparison Shop

Call or visit at least three stores to compare prices and gather additional information about the item. Another store, catalog, or Internet retailer might sell the item for less than another retailer's advertised sale price.

Look for discount coupons in newspapers, coupon books, or in the mail. Some items might come with a mail-in rebate that offers money back.

If you are buying an item that comes in units, such as ounces or pounds, check the item's *cost per unit*. The cost-per-unit figure allows you to compare the real price difference between similar or same items of different quantities. Grocery

The Internet can be a valuable resource for researching a product in which you are interested. When you "surf" the Web, be sure you have your parent's permission first.



stores list the cost per unit on an item's price tag. A lower-priced item in a smaller container might actually cost more per unit than a similar item in a larger container.

While shopping, ask about guarantees and service policies. A store might have a great price on a product, but it might not have a service center to support the repair of the product.



If there is a problem with the product, return it to the store promptly. Be sure to keep your receipt. Most stores want to ensure customer satisfaction and will offer to replace the product or repair it. Ask to speak to the manager if the problem is not addressed to your satisfaction.

Advertisements

Advertising informs you of available products, their features and benefits, where they can be bought and at what price. But advertising can be misleading. If a product is supposed to be “new and improved,” for example, make sure you find out what has been improved. The improvement could be so slight that it might be better to buy the older model at a cheaper price. Also, consider whether the product really delivers the benefits that advertisements claim it does. Just because a great athlete wears a certain brand of shoes does not mean that your athletic skills will improve if you wear the same brand.



Be especially wary of “bait-and-switch” advertising. This advertising technique promotes a very low price on a particular item (bait), but when you try to buy it, the salesperson tries to sell you something “better” at a higher price (switch). If a sale sounds too good to be true, it probably is.

Consider Alternatives

What if you do not have enough money to buy the item, or you decide not to spend as much money as the item costs? Remember that while you cannot always buy what you want, you do have other choices. Sometimes you must compromise. Part of being a good money manager means knowing when to say no to yourself.

Do not be in a hurry to buy the newest product or the latest thing, such as a just-released video game. The prices of many products will drop after they have been on the market for a while. Also, as in the case of many electronics (stereos,

Avoid impulse
buying. Always
take time to
consider whether
you really need
or want the item.
By following
smart shopping
guidelines, you
will be less
likely to buy
something on
the spur of the
moment and
less likely to
regret your
purchase later
(buyer's remorse).

TVs, digital media players, computers, software), the next version probably will be more fine-tuned.

Consider buying less-expensive items that have only the features you need or want. The price probably will be cheaper. If it is an item you can build, maybe you can save money by buying the parts and assembling it yourself.

Consider buying used or generic (not a name brand) items if the quality is similar. Demos, opened-box items, and/or slightly flawed products often are available at lower cost. When you are old enough to drive and start looking for a car, remember that the value of a new car will *depreciate* (drop in value) significantly once the car is sold. A good, used car can be much less expensive. Check classified ads in the newspaper for used items.

Impulse Buying

Moods or physical feelings can affect your buying decisions and lead to impulse buying. So, be aware of what might be behind your sudden urge to buy something.

For instance, shopping at the mall when you are hungry could lead you to buy several snacks or even larger meals at the food court. The money you spend on snacks could be used to buy an item you really want instead. The same rule applies when shopping for groceries: Do not go when you are hungry or you might buy more food than needed.

Likewise, if you are feeling sad or angry, it might seem that buying something will help you feel better. However, you might spend money that you did not plan to spend. To help yourself feel better, it might be better to go jogging, ride your bike or skateboard, go to the library (and *borrow* the DVD you would have bought), or go fishing. The main thing is to plan something that does not require you to spend money.

Many people buy items out of envy. In other words, just because your friend bought an expensive bike with the newest components does not mean that you must have one, too. Buy items that fit your budget and timeline; do not buy something just so you can have the same thing someone else has.

Similarly, do not let your money “burn a hole in your pocket.” If you have been saving for something for a long time, it might be tempting to spend the money. Be aware of that impulse and stick to your plan. Also, when you are out and

about, just because you have money “in your pocket” doesn’t mean you need to spend it. Use your money wisely.

Remember that all kinds of feelings can lead to impulse buying. It might feel good at the moment to make the purchase, but later you might regret having spent your money on something you did not need or really want and that delayed or prevented you from reaching a savings goal.



The good feeling you get when you spend money is a short-term emotion; spending money won’t solve why you are feeling sad or angry.

Meeting a Family Financial Goal

To fulfill requirement 1, you will choose an item that your family might like to purchase that is considered a major expense. Before you choose the item, discuss with all members of your family your plan to purchase something that benefits the whole family and show how your family can save for the item while still meeting other family needs.

As an example, let’s say your family has decided to buy a big-screen TV. No matter what your family selects, many of the same shopping techniques used to buy the television will apply to your family’s decision. Remember, you and your family should already have determined that your needs have been met.

Many factors must be considered before making a big purchase. If your family has decided to buy a big-screen TV, for example, you may have to answer questions such as:

Your family must take care of needs such as food, housing, insurance, car payments, school expenses, utilities, and clothes before making a major purchase. Once these needs are met, you can set the goal of saving for an item that your family has agreed to purchase.

- How large is the room where you will put the TV, and what screen size is recommended for a room of that dimension?
- What manufacturers produce the most reliable big-screen TVs?
- Does a big-screen TV require the purchase of any additional special equipment and services in order to function properly, optimally, and efficiently?

To determine the answers, read articles about big-screen televisions in magazines, consumer guides, and on the Internet. Talk to salespeople in consumer electronics stores, and, if you can, also talk to technicians who work on big-screen TVs. Do not rely on only one source of information, and remember that salespeople might highlight slow-selling or featured items rather than the best product for your family.

Always read the warranty and/or guarantee. For instance, check how long the manufacturer guarantees the picture tube and other components. Learn what customers must do to make sure the warranty and/or guarantee stays valid.

While shopping for a big-screen TV, you might consider adding a sound system. Will your family be content with the output from the television's speakers? Or does your family want to invest in a surround-sound system, which can be quite expensive? The surround-sound system could include a receiver (to connect to the TV and speakers) and up to six or seven speakers. Each of these items also should be researched.

While you research, make sure to check out the prices. Look at ads and compare prices at different stores. Visit, call, or browse the store's Web site (with your parent's permission), if it has one. If your family makes its purchase from a catalog or via the Internet, consider other factors. Remember to include any shipping charges in the overall cost of the purchase, and arrangements will need to be made to properly install the equipment. Should there be any problems with the product or setup, the customer service may be more indirect than if you had purchased the item locally.

As you can see, making a well-informed decision on a major purchase takes a lot of planning. Inexpensive items require a similar amount of planning, too. Careful planning makes buying decisions easier and ensures that you will be happy with your purchase.

Cash or Credit?

In general, avoid buying ordinary items, such as meals, clothes, and school supplies, on credit. Instead, limit credit purchases to special expenses, such as a house, a car, or college tuition.

What if a retailer offers a very low interest rate? Should you charge it rather than pay cash, or start saving for it? If the rate is lower than what you are earning on savings or investments, it might make sense to take advantage of the offer. But beware: Some low rates actually are “teaser” rates—a low interest rate for a short time (often three to six months) and then a much higher interest rate until the loan has been repaid. Make sure to exercise caution and read the fine print before you make a decision.

It is best to save your money to buy something you want rather than charging the cost to your credit card. Resist impulse buying—the item you want will still be available once you have saved your money. In addition, there are several advantages to waiting. You will not have to worry about paying high interest charges.

You will learn how to budget your money. The price of the item might go down during the time it takes to save the money. You will have more time to find the right item at the right price.

Credit cards can be convenient, however. Sometimes it makes sense to use a credit card to buy everyday items instead of carrying around a lot of cash, and it often is easier to return an item if it was purchased with a credit card. Also, credit cards are helpful in emergencies.

When you do use a credit card, make sure to pay off the balance each month. If you do not, high interest rates will be charged to your account, which will dramatically increase the cost of the items you purchased.

It might be possible to buy a good used item. Check the classifieds in your local newspaper for listings.

By donating gifts to a charity, you can be among the millions who help fund a cause, such as cancer research and arthritis research, or services for the homeless. Without this money, many charities would not be able to fund research and improve lives.

Preparing a Personal Budget

The purpose of managing your money is to improve your ability to reach financial goals. One of the best ways to learn how much you spend and earn over a period of time is to keep a *budget*, or a written account of your expected and actual income and expenses. A budget organizes your finances to show how much income you plan to receive and how much you actually receive, how you plan to spend it, and how you actually spend it. By doing this, you will see where the money you earn goes and how much, if any, remains after your expenses. Sometimes a budget will reveal that little expenses (such as buying a soft drink each day after school) actually take a big chunk of your income.

Set up a budget worksheet to record all of your expenses and income for 13 consecutive weeks. The worksheet should include fixed expenses and flexible expenses. Fixed expenses, if you were older, could include house, car, and insurance payments; utilities; and registration fees. Currently, your fixed expenses might include Scouting expenses. Flexible expenses change each month. These include food, gifts, entertainment, clothing, donations to your place of worship, and personal care expenses.

One of the more important fixed expenses should be a payment to yourself for savings and/or investments. Of course, if you have money in savings, you can “borrow” from yourself—but make it a priority to repay the money taken from your savings. Make this your first payment and treat it as a regular monthly expense. This is a better method than trying to save from money leftover after expenses. When you start a career, often this payment can be automatically deducted from your paychecks and deposited in a savings or investment account.

It's practical to set up categories in your budget that allow you to combine several expenses. For example, "Entertainment" could include movies, video games, and concert tickets. If, however, the expenses in a subcategory are large, you might add a separate category for one of the items—video games, for example.

When you are living on your own, it's important to show where all of your money goes. This will give a better idea of where you spend your money and where you can reduce spending, if necessary. A budget that shows your basic living expenses could look something like this.

Basic Living Expenses	
Expense	Amount
Savings	\$ _____
Rent	_____
Groceries	_____
Eating out	_____
Utilities	_____
Telephone	_____
Personal grooming	_____
Car/transportation (gas, license, parking, bus fare, insurance, maintenance)	_____
Clothing/laundry	_____
Insurance	_____
Medical care	_____
Charities	_____
Entertainment (cable TV, movies, dating)	_____
CDs, tapes, etc.	_____
Recreation	_____
Sports/hobbies	_____
Vacations	_____
Books, magazines	_____
Gifts	_____
Miscellaneous (items not covered by other categories)	_____
Total monthly expenses	\$ _____

How much should you set aside to pay yourself?

That figure will be determined by your income and financial goals.

In general, try to save at least 10 percent of your income.

Income

	Week 1		Week 2		Week 3		Week 4		Week 5		Week 6		Week 7	
	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual
Allowance	\$20	\$	\$20	\$	\$20	\$	\$20	\$	\$20	\$	\$20	\$	\$20	\$
Job	\$50	\$	\$50	\$	\$50	\$	\$50	\$	\$50	\$	\$50	\$	\$50	\$
Gifts	\$20	\$	\$0	\$	\$0	\$	\$10	\$	\$10	\$	\$100	\$	\$0	\$
Other	\$0	\$	\$0	\$	\$5	\$	\$10	\$	\$0	\$	\$0	\$	\$0	\$
Totals	\$90	\$	\$70	\$	\$75	\$	\$90	\$	\$80	\$	\$170	\$	\$70	\$

Expenses

	Week 1		Week 2		Week 3		Week 4		Week 5		Week 6		Week 7	
	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual	Planned	Actual
Savings	\$25	\$	\$25	\$	\$25	\$	\$25	\$	\$25	\$	\$25	\$	\$25	\$
Hobbies	\$7	\$	\$7	\$	\$7	\$	\$7	\$	\$7	\$	\$7	\$	\$7	\$
Scout expenses	\$4	\$	\$4	\$	\$4	\$	\$4	\$	\$4	\$	\$4	\$	\$4	\$
Snacks	\$10	\$	\$10	\$	\$10	\$	\$10	\$	\$10	\$	\$10	\$	\$10	\$
Gifts	\$80	\$	\$0	\$	\$0	\$	\$20	\$	\$10	\$	\$15	\$	\$0	\$
Entertainment	\$15	\$	\$10	\$	\$10	\$	\$10	\$	\$10	\$	\$20	\$	\$10	\$
Miscellaneous	\$20	\$	\$12	\$	\$12	\$	\$12	\$	\$12	\$	\$12	\$	\$15	\$
Totals	\$161	\$	\$68	\$	\$68	\$	\$88	\$	\$78	\$	\$93	\$	\$71	\$

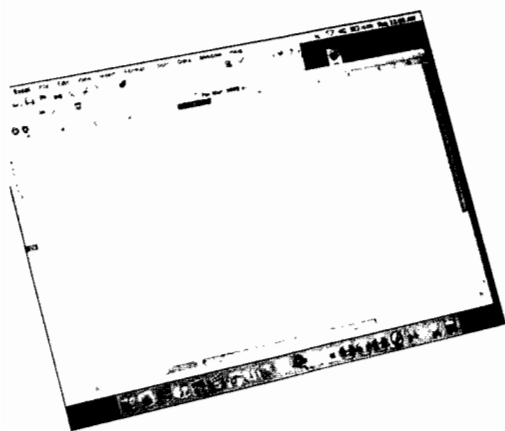
To determine how much to allocate for spending in each category, calculate your monthly income. Pay yourself first and deduct fixed expenses, then determine your flexible, or *discretionary*, expenses.

Good record keeping is necessary to help you maintain a budget. Set aside time each week to work on your budget, and try to make the budget simple to keep it manageable. Keep receipts when possible. Record in a notebook, budget workbook, or on your computer the date, any income you received, and all expenses you paid. Include everything, even postage stamps you used. At the end of each week, put the income and expenses under the correct categories in your budget. At the end of each month, balance all income and expenses.

As you will discover, budgets often need adjusting. Maybe you do not have enough income to cover your expenses. In that case, you must consider changes to your budget, including ways to earn more money. You might have to reduce or eliminate other expenses for a while, such as movies or video games.

If you spend more in one category than you budgeted, you might be able to adjust by spending less in another category.

For example, if you spent more on entertainment than the amount you budgeted, try spending less on snacks or eating out. However, if you spend more than your total income for a month, you will have to borrow money and then pay it back the next month.



If you want to track your income and expenses electronically, there are many software programs available on the market—or you could design your own.

How to Save Money

To save, you must first earn or receive income. Then, you can set a savings goal, such as a new bike, a computer, college tuition, or a birthday present for a friend or family member, and determine how much you need to set aside daily or weekly to reach that goal.

You might wonder what income sources you have available. The following are some income sources you might be able to include in your budget.

- Perhaps you receive a weekly or monthly **allowance** in return for doing certain chores around the house.
- Ask if you can increase your allowance by doing **extra chores**.
- Perhaps you could **work part-time** at a grocery store, fast-food restaurant, movie theater, or golf course.
- You could **start a business** mowing lawns, caring for neighbors' pets, repairing bikes, running errands for elderly neighbors, or providing computer instruction.
- You probably can **sell items you no longer use** (with your parent's permission) that are still in good shape, such as an old bike, old computer games, old music CDs or tapes, collector cards, or athletic equipment.
- Save **gifts** of money that you receive for birthdays, Christmas, bar mitzvah, or other special occasions.

If you have a job or receive an allowance, you probably can predict what your income will be while you save for your goal. It might be more difficult to estimate your expenses, however. Because your budget clearly shows the choices you can make to reach financial goals, it can help you plan how to spend your money wisely. Any money left over at the end of a month can be added to savings or kept to spend the next month.

To increase the amount you save, think of expenses you can give up and other cost-saving measures. Another option is to change your goal. Perhaps you need more time to reach your goal or need to find a less-expensive option. For example, if you were saving for a new bike, maybe you could save for a less expensive one.



The amount of earnings left after an employer has deducted federal and state income taxes, Social Security, and other items such as health insurance and stock purchases, is your *take-home pay*.

Using Bank Accounts

Bank accounts keep money safe while also giving people easy access to their money. While banks offer different kinds of accounts, such as checking, savings, and loan accounts, most people first open a savings account in which to store money for financial goals or an emergency.



When you are ready to open a savings or checking account, go with your parents to a local bank, where a representative will help you get started.

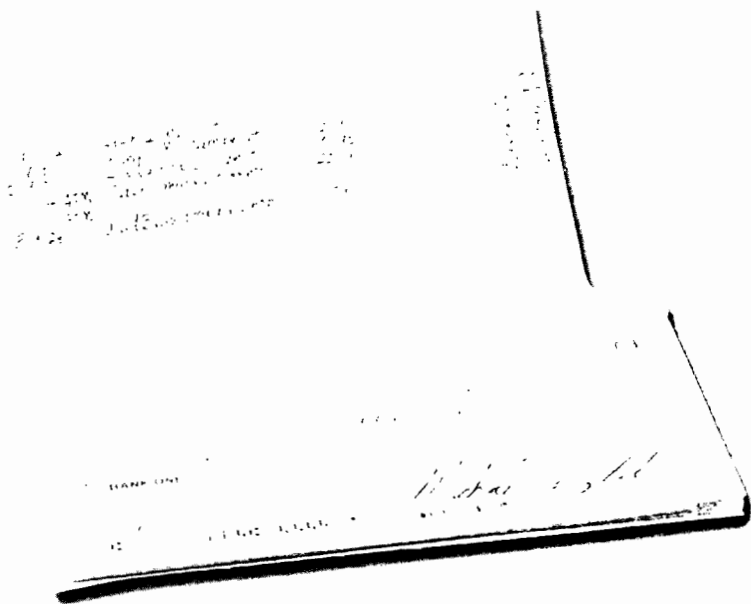
Keeping money in a savings account is wiser than keeping cash in a dresser drawer at home. First, the federal government insures the money kept in bank accounts against loss or theft. A fire, or other natural disaster, could destroy your money if it is kept at home. Second, savings accounts earn interest. The bank pays interest on the money in your savings account because, in actuality, when you put money into a savings account you are loaning the money to the bank so it can give loans to other customers. Though the interest rate usually is low, it is more than your money will earn at home.

As you begin earning money and paying bills or dues, you probably will want to open a checking account, too. With a checking account, you can write checks or use a debit card to



make purchases using the money in the account. Checks and debit cards are convenient ways to pay bills and make purchases. They also can be safer than carrying around a large amount of cash, which could be lost or stolen.

After opening a checking account, you must keep good records so that you always know how much money is in your account (your balance) and can avoid writing a check to pay for something when you do not have enough money in your account to cover the cost. If you *overdraw* your account, the bank and the company to which you wrote the check can charge penalties to your account (overdraft charges).



Banks typically offer different types of checking accounts. Some banks pay interest on checking accounts, much like a savings account. Generally, though, banks charge a fee for the checking service to cover the costs of processing the checks. Fees can be based on how much money you keep in your account and how many checks you write. Shop around because checking account features and fees vary widely.



A debit card for your checking or savings account looks just like a credit card and can be used like one, too. The difference is that your debit card draws on the actual money in your bank account and not on a line of credit as your credit card does. Debit cards also allow you to withdraw or deposit money at automatic teller machines (ATM). However, depending on the bank and the ATM, you might be charged a fee for using this service.

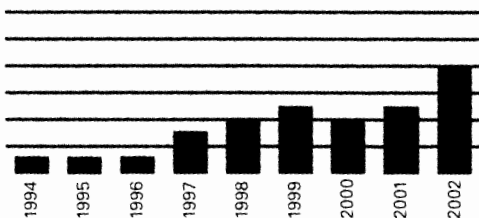
Electronic banking involves accessing your bank accounts by debit card, phone, and computer. Because no paper or people are involved in transferring the money, electronic banking is convenient. Of course, this convenience also makes it more difficult to see how much you are actually spending. Remember to maintain your budget carefully so that you do not get into financial trouble.



AAA Widgets Incorporated Common Stock History

Cost
Per
Share

\$35.00
\$30.00
\$25.00
\$20.00
\$15.00
\$10.00
\$5.00
\$0.00



Saving Versus Investing

In your budget, one of your expenses is a payment to yourself for savings or investment. To help you make an informed decision about whether to save or invest that payment, information about the differences between saving and investing follows.

To save money means to put it aside, in a bank account, for buying something in the future or to have on hand in case of an emergency. That money is available for you to withdraw whenever you need it. Although the bank pays interest on the balance in your savings account, that interest often does not keep up with *inflation*, which is the rise in the cost of goods over time. Therefore, savings accounts are only one portion of a balanced financial plan.

When you invest money, you have an entirely different objective: to make more money. A financial investment is something you put money into with the purpose of getting more money back. An investment also can be one of time and labor. For example, you might invest in a lawn mower with the goal of making enough money mowing lawns over the summer to earn a profit.

You also are an investment. You can invest in yourself through education, for example, or by learning new skills or trades. Education and self-improvement can help you earn more income.

A *return on investment (ROI)* is the profit from, or increase in value, of the investment; *total return* is the combination of an investment's income and its increase or decrease in value.



In fact, of all the types of investments available, investing in yourself is the best investment you can make. It can pay big dividends.

Unlike saving, investing involves some risk—that is, aside from U.S. government bonds, you are not guaranteed to earn more than the amount you invest. (The amount you invest is called *principal*.) In fact, there is a chance you could lose part or even all of the principal.



Investing is used to achieve certain types of goals. People typically *save* for short-term goals such as a new car or a family vacation by putting their money in a savings account where they can retrieve all of the money plus a little interest. But people *invest* for long-term goals like college or retirement. They put their money in stocks, bonds, or real estate, which do not guarantee the principal invested or any earnings on the principal. However, because of the greater risk, investors have a chance to earn higher *returns* (income or an increase in value) than they would from a savings account, especially over a long time. In general, the greater the risk the higher the potential return (or loss); the lower the risk the lower the potential return (or loss).

If you followed the stock market in the early 2000s, you saw many stock prices fall in what is called a bear market. For several years before the bear market, stock prices rose to unprecedented heights during what is called a bull market. History has shown that the stock market has had many bear and bull markets. Overall, stock prices have risen over long periods of time.

Types of Investments

Financial investments take two basic forms: owned investments or loaned investments. That is, you are either a lender or an owner.

A *loaned investment* means you loan money to a company or government in return for its promise to repay the principal (the amount you loaned) plus interest. Such an investment is similar to how you “loan” money to a bank through a savings account except that there is only a promise to repay the money, not a guarantee. The issuer makes regular payments of income, usually monthly or quarterly, for a set length of time.

Common loaned investments include money market funds; certificates of deposit; U.S. government bonds; corporate, municipal (city), and foreign bonds; and annuities.

You might already own one form of loaned investment if you have a savings bond. These make popular gifts for families and others to buy for children because savings bonds can be bought in small amounts (as little as \$25). Savings bonds are a loan to the federal government. Bond issuers agree to repay the bondholder the amount invested plus interest over a set period of time. Governments or companies issue bonds to raise money to pay for certain projects, such as building roads and factories.

Also popular are certificates of deposit (CDs), which are issued by banks. The investor lends the bank a specific amount of money for a specific period of time at a specific interest rate. This low-risk investment pays low but steady returns.

An *owned investment* means you own part or all of a company, real estate, or other asset. An *asset* is an item of value. If you buy stock in a large fast-food restaurant chain, for example, you actually own part of the company. Other people who bought stock in the company also own part of it. Because you own part of the company, you share in any profits or losses.

As a stockholder, you might receive *dividends* (profits that the company pays to its stockholders). Dividends usually are issued quarterly (every three months). However, unlike interest payments from loaned investments, dividends are not guaranteed because a company cannot guarantee how much profit, if any, it will make.

You also can make money from an owned investment by selling the investment for more than you paid for it. For example, investors hope to sell stock at higher prices than they

Yield is what an investment pays directly in income. Yield might be in the form of interest, dividends, or rental income from property.

Individual
retirement
accounts (IRA)
offer tax breaks
to people saving
for retirement.
Several types are
available, and
some, such as
the Roth IRA,
might be a good
investment
option for
younger investors.

paid. You might have done the same thing with one of your possessions, such as a baseball card. Perhaps you paid \$5 for the card and later sold it for \$7. The \$2 you made on the sale is a profit, sometimes called a *capital gain*.

Common types of owned investments include the following:

- Stocks in U.S. and foreign companies
- Mutual fund shares
- Real estate (land, homes, apartments, office buildings)
- Personal business, such as a retail store
- Commodities, such as gold, silver, and wheat
- Collectibles, such as paintings, rare stamps, rare coins, and baseball cards

Naturally, you would want to put your money into a low-risk investment that yields a high return. However, such investments are unlikely. Low-risk investments, such as government savings bonds, usually have a low rate of return. Conversely, investments having the potential for a high rate of return usually are high-risk.

Older people investing over a shorter period of time should choose safer investments with lower rates of return. However, younger investors seeking larger growth of their money over an extended period of time can choose riskier investments. In general, buying stocks is considered more risky than investing in something that pays a guaranteed rate of interest.

When you decide to invest, you will have to determine your needs and goals. To balance the risk of your investments, it is best to *diversify*. In other words, put some money in safer investments and some into high-risk investments.

Government Savings Bonds. U.S. savings bonds are considered safe investments because they are backed by the full faith and credit of the federal government. Two common savings bonds are the Series EE and Series I. Series EE bonds can be bought in denominations as small as \$50 and are purchased for half of that value—that means you pay \$25 for a \$50 bond. The interest rate varies every six months, so there is no set date when the bond will mature for face value. Instead, when you cash in your bond, you will receive the amount you invested plus all interest it has earned. You must hold the bonds for at least 12 months after purchase, and can cash them in anytime during the next 30 years.


 THE UNITED STATES OF AMERICA
 ONE HUNDRED DOLLARS
 335 05 5001

 00000000000000000000 000009050500

DCOI

1

Ford Motor Company

Henry Ford II

• One Share •

SEAL 1910

J. G. Tallent

Henry Ford

Stock certificate

Other intermediate risk investments include mutual funds and quality growth stocks.

Mutual Funds. Many people think it is too risky to put money into individual stocks. Instead, they might invest in mutual funds. A mutual fund includes stocks from dozens or even hundreds of companies. A company that manages mutual funds

pools (combines) investors' money to buy shares of stock in many companies. If one or more stocks lose value, successful stocks in the fund could offset the losses and the fund overall might not lose money. The lower risk means the potential for high returns also is lower. However, many mutual funds have excellent track records for earning money over a long period.

Relatively high-risk investments include small and medium capitalization stocks and collectibles.

Small and Medium Capitalization Stocks. These are shares in smaller companies worth up to \$5 billion that have demonstrated high growth rates and earnings. These companies usually have a short history and thus are considered high-risk investments. But they have the potential to generate high returns.

Collectibles. You might already invest in collectibles such as baseball cards, rare coins, or postage stamps. Some people collect items such as these with the hope that the value of these items will increase over time. Collectors must study the market for the items they collect. Some collectibles, such as fad items, are considered high-risk investments because their value might skyrocket when they are popular and fall just as quickly when the fad ends.

Examples of very high-risk investments include *futures*. These are contracts to buy and sell *commodities*, such as soy beans, gold, silver, oranges, cattle, and crude oil, at some time in the future. By buying a future contract, investors are speculating on the future value of that commodity's prices.

Buying commodity futures usually requires a large investment, and the risk is very high, even for experienced investors.

Tracking Stocks

If you are interested in investing in stocks, you can follow the progress of the stocks in which you are interested by checking the business section of your local newspaper, the Wall Street Journal, or financial sites on the Internet.

First, find out whether your stock is listed on the New York Stock Exchange (NYSE), the American Stock Exchange (AMEX),





or the National Association of Security Dealers Automated Quotation (NASDAQ). After finding the symbol that represents your stock, look under each heading for information about the stock.

You will see several additional symbols and numbers next to the stock symbol. The following are common symbols and their meanings.

The Power of Compounding

When you save and invest your money, you help the money itself earn more money. The ability of money to grow on its own can be extremely valuable to achieving long-term goals and in giving you financial security when you grow older.

Money earns more money when it draws *simple* and *compound* interest. Simple interest is the interest earned on the deposit amount,



You must be at least age 18 to trade on the stock market, but you can own stock if you are younger through a special custodial account opened by your parents or guardian.

Investors usually buy at least 100 shares of stock at a time, but some stockbrokers will let youths buy only a few shares in a company. Often you can buy a single share if you join an investment club. Members research stocks and discuss at regular meetings how to make the best investment. You and some friends, along with parents, could start an investment club.

DIVIDEND:

Refers to the current dollar amount of the dividend per share. The dividend is the annual income paid to shareholders.

YLD%

Shows the value of the stock's dividend as a percentage of the stock's price, which is calculated by dividing the Dividend by the day's closing price.

PRICE-TO-EARNINGS RATIO:

The price-to-earnings ratio shows the stock's price in relation to the company's earnings. Investors use this figure to get an idea of the stock's value and whether it is a good investment. To determine the price-to-earnings ratio, divide the company's current stock price per share by its earnings per share (EPS) for the past four quarters.

YTD % CHG	52-WEEK HI	52-WEEK LO	STOCK (SYM)	YLD DIV	YLD %	PE	VOL 100s	CLOSE	NET CHG
24.0	7.50	5.35	+Dimon DMN	.30	4.0	13	1792	7.44	0.14
26.3	21.55	13.48	Disney DIS	.21	1.0	39	121919	20.60	0.02
8.2	27.48	23.70	Disney 6.875Corts KVJ n	1.72	6.4	...	21	27	-0.18
27.8	13.05	7.50	Dist&Srv ADS DYS	.21e	1.6	...	635	12.78	0.08
▲ 248.4	11.70	2.70	djOrthopedics DJO	...	...	dd	2250	13.10	1.40
60.7	19.95	9.50	DlrGenl DG	.14	.7	23	20111	19.20	0.27
-2.2	26.60	14.35	+DlrThrfty DTG	...	...	15	1567	20.68	1.03
▲ 26.9	27.30	17.55	DomResBkWar DOM	2.56e	9.3	...	279	27.47	0.42
15.1	66.15	35.40	+DominRes D	2.58	4.1	13	11423	63.21	-0.22
10.8	55	36.77	+Domin un	4.38	8.1	...	879	53.80	-0.10
7.2	11.73	8.60	Domtar DTC	.17fg	...	...	456	10.78	-0.17
▲ 29.9	46.14	29.91	+Donaldson DCI	.36	.8	23	1285	46.76	0.75
24.1	28.40	16.94	Donnelly DNY	1.00	3.7	24	6381	27.02	0.19
65.0	47.79	21.01	+DoralFnl DRL s	.56	1.2	15	3462	47.18	0.49
8.4	34.70	22.85	DoverCp DOV	.54	1.7	35	7956	31.61	0.28
12.2	13	7.41	+DoverDwns DDE	.20	2.0	13	304	10.20	0.12
-1.1	5.55	3.07	+Dover Motor DVD	.04	.9	cc	240	4.60	0.01
5.1	34.19	24.10	DowChem DOW	1.34	4.3	dd	36249	31.20	-0.05

VOL:

Represents a stock's trading volume for that day, often listed in hundreds of shares, or *round lots*. For example, if the trading volume is 1026, it means 102,600 shares were traded that day.

**NET CHG P
CHANGE:**

Is the amount the closing price moved, higher or lower, from the previous day's closing price.

TD % CHG:

The percentage change in the stock price since January 1 of the current year.

LOW 52 W:

Indicates the stock's lowest price over the last 52 weeks.

HIGH 52 W:

Indicates the stock's highest price over the last 52 weeks.

CLOSE TR LAST:

Indicates the price of each share at the end of the trading day. That's what your stock is worth, at least for that day.

or principal. For example, if you put \$100 into an account that earns 6 percent interest annually, that investment would be worth \$106 at the end of the year.

Compound interest, in addition to paying interest on the principal, pays interest on the interest earned. To illustrate how compounding works, imagine what happens to a \$100 investment when the earned interest is withdrawn each year and not left in the account to draw more interest. Say the \$100 earns 10 percent, compounded annually. At the end of the first year, the total investment is worth \$110. If you withdraw the \$10 and leave the \$100 invested, you will have \$110 at the end of the second year. If you do this each year for 10 years, your \$100 investment will have earned \$100, all of which was withdrawn and spent.

But consider what would happen if you did not withdraw the first \$10 of interest. If you leave it with the original \$100, the second year's interest will be based on \$110, not \$100. At the end of the second year, your investment will have earned \$11 and the total will have grown to \$121. Again, if you reinvest your earnings, you will earn 10 percent on \$121 instead of \$100, as in the first example.

If you do this for 10 years, your initial \$100 investment will have earned \$159.39, which is \$59.39 more than if you withdrew the interest each year. What is more, the investment's total value will have grown to \$259.39, with the earnings becoming greater with each passing year. That is why compounding makes such a dramatic difference over time.

You can earn compound interest from a savings account that pays compound interest, and by investing in stocks. As you know, many companies pay their stockholders dividends annually or quarterly. If you choose to reinvest the dividends instead of receiving them as income, you will own more shares in the company and earn more interest on those shares.

Compounding

Year	Spend earnings	Reinvest earnings
1	\$ 10	\$ 10.00
2	\$ 10	\$ 11.00
3	\$ 10	\$ 12.10
4	\$ 10	\$ 13.31
5	\$ 10	\$ 14.64
6	\$ 10	\$ 16.11
7	\$ 10	\$ 17.72
8	\$ 10	\$ 19.49
9	\$ 10	\$ 21.44
10	\$ 10	\$ 23.58
Total earnings	\$100	\$159.39

Compound interest draws the best return because it pays interest on the initial deposit and on the interest your money earned.

Borrowing Money

At some point in your life, you will need to borrow money, whether to buy a car, a house, or to pay for a college education. When you borrow money to buy something you are buying it on *credit*, which is another way of saying that you took out a loan.

Maybe you have borrowed money from a friend or a family member and repaid it in a day or two. If you could not pay back the sum in one payment, you might have made smaller, regular payments, called *installments*. If you borrowed \$10, for example, perhaps you repaid it over a month at \$2.50 a week. This type of borrowing is straightforward because you pay back exactly the amount loaned to you.

However, most loans require that you pay back not only what you borrowed (the principal) but also a finance charge (interest). Lenders, such as banks, charge borrowers for the privilege of temporarily using the lender's money. Remember, the bank pays interest on your savings account because you are letting the bank use your money.

The total finance charge depends on several factors:

1. The amount you borrow.
2. The amount of any fees charged by the lender.
3. The interest rate charged, which is generally a percentage of the principal. For example, if you borrow \$10 at 5 percent interest, you would pay back \$10, plus 50 cents.
4. How long it takes you to repay the loan.

Naturally, it is better not to borrow. Paying finance charges adds to the real cost of the item you are buying. But, sometimes it is difficult to save enough money to pay for expensive items, such as a car, a house, or college tuition, and you have to borrow.

When it is time for you to borrow, the following tips will help reduce your costs.

- **Shop around.** Different lenders charge different interest rates. An interest rate that is just one percentage point lower can provide substantial savings.
- **Compare the annual percentage rate (APR),** not just the simple interest rate. The APR reflects the true percentage rate of a loan because it takes into account various fees and other costs over a year. The APR is always higher than the simple interest on a loan, unless there are no additional fees or other charges.
- **Ask what the total cost of the loan will be** in dollars and cents. The lender must disclose this.
- **Find out the amount of any and all fees.** Fees add up quickly and can greatly increase the cost of a loan.
- **Do not always choose the loan with the lowest payment.** A lower payment might mean a longer payment period. The longer you take to repay a loan, the more you will pay in total interest charges. If you take five years to pay off a car loan instead of three, you could pay 60 percent more in interest.
- **Ask if there is a charge for paying off the loan early**—for example, paying off a three-year loan in two years. Try to get loans that do not penalize you for repaying the balance early. Paying off the loan early can save you interest payments.

Before you borrow, the lender will check on you, just as you should check out the lender. The lender must be confident that you have the ability to repay the loan. You probably will need to prove that you have steady income, and, if you have borrowed money before, you will need to show that you paid it back. The lender also might ask for references. These are other people or businesses that will state that you are trustworthy.

In some cases, a loan must be *secured*. This means that if you fail to make payments the lender can take possession of whatever you bought with the money you borrowed, such as a car or house.

When it comes to securing a loan and using credit cards (and not paying off the balance every month), compounding works *against* you.

Credit Cards

A credit card is a form of loan—just as if you had borrowed cash from a bank. It can be a convenient substitute for carrying checks or a large amount of cash and especially useful in emergencies. However, because credit cards do not seem like real money and are easy to use, people often buy items they cannot afford and that they cannot pay for when the credit



card bill is due. In fact, credit cards do represent real money; using them unwisely can lead to financial difficulties.

A credit card, issued by a bank or credit card company, can be used to pay for any product or service as long as the seller accepts the card. Not all sellers accept credit cards or a particular type of credit card, however.

In addition, credit cards have a charge limit, which means you can charge only up to the amount the credit card issuer allows. The limit usually is based on your income, credit history, and other factors that might affect your ability to repay. When you reach your credit limit, you must stop using the credit card until you pay off at least some of the accumulated debt.

When you use a credit card to buy something (a process called charging), the salesperson swipes the card through an electronic card reader to make sure your credit is good. Once your credit is confirmed, the salesperson gives you a slip of paper to sign, which is your agreement to repay the loan. The store receives payment from the bank that issued the credit card, and the bank collects the cost of the purchase from you.

You are billed each month for the total amount that you have charged. You must pay the minimum amount stated on the bill each month. If you do not repay the entire balance, instead paying only part of it, a finance charge will be added to the unpaid balance. This can be expensive because the interest rate can be 18 percent a year or more. The longer it takes to pay off the balance, the more expensive the items you bought become.

Credit cards look like and can be used in much the same way as debit cards and charge cards. Because a debit card is connected to your checking account, the costs of any purchases you make with it are automatically deducted from your checking account. A charge card works exactly like a credit card except that it is issued by a particular company, such as a department store or gasoline company, for use only when purchasing from that company. You do not have to repay the balance of your charge card all at once, but if you do not, high interest rates will be applied to the balance.

By the time you reach your late teens, you probably will have received numerous offers from credit card companies to apply for their cards. Just remember that you are personally responsible and legally obligated to pay back all amounts charged to your card.

Credit Record

When you begin using a credit card or when you take out a loan from a bank, you will begin building a “credit record”—a history of how well you have paid your bills. It is much like the history of a baseball player’s career. If you trade baseball cards, you know that a player’s playing history usually is recorded on the back of the card. You can tell at a glance whether a player is a good hitter, pitcher, or fielder.

Companies called *credit bureaus* keep track of the credit histories of individuals. Your history will tell whether you are good at paying back your debts. Anyone offering credit to you likely will check with credit bureaus to see if you have paid your bills promptly.

People who do not use credit responsibly can get into serious debt. Some people use too much credit and owe more than they can reasonably pay back. If this happens to you, you might not be given additional credit. Some businesses, including potential employers, also might check credit histories. It pays to maintain a good credit history by paying your bills on time.

If you do get into debt problems, here are some tips to help reduce or eliminate debt:

- Stop buying things you do not need. See what you can do without for a while, such as movies, video games, and snacks.
- Pay cash for purchases. Do not charge anything.
- Perform “plastic surgery.” Cut up your credit cards if you cannot stop from using them.
- Make a budget to track your income and expenses.
- Try to earn extra money to help pay off debts.

College-bound Scouts, don’t become credit bound, too. Many colleges and universities join with major credit card issuers to offer students credit cards because the school receives hefty fees in return. If you are in the market for a credit card, shop around just like you would for any other “product.” Look for a low interest and low or no annual fee. Once you have a card in hand, use it responsibly, pay your bills on time (don’t depend on Mom and Dad!), and keep your credit limit low so that you can’t overindulge. As a healthy alternative, get a debit card instead of a credit card.



Planning Your Time

It is important to learn to manage time just as you have learned to manage money—carefully and with thought. Remember, you are learning how to take more responsibility for yourself, and managing your time is one important way of serving that aim. Everybody is given the same amount of time each day, and it is up to us to spend it the way we choose. If we choose to spend time wisely, it can pay dividends, just as an investment does. Many people do not realize it, but by using time more effectively, they can reduce stress, be more productive, and usually have more time to relax and enjoy life.

There is no perfect way to balance your time, but there are a number of plans. These plans often direct you to change how you think, act, and use your time. You will discover that by organizing your life and time, sometimes in little ways, you can spend your time wisely.

Part of planning your time wisely includes making sure you get the sleep you need to function well during the day. Getting a good night's rest helps make sure you have the energy you need for school, play, and work.

Setting Goals

Sometimes it might seem that you do not have the same amount of time that you did when you were younger. But, you had the same number of hours in a day then as you do now. You just had fewer things to do.

To make the most of your time as you become busier, set goals, just as you do to manage your money. Plan the activities

you need and want to do, and then determine how to accomplish them. Doing this can go a long way toward helping you use your time effectively.

To get started, list your short-term and long-term goals. Short-term goals are those things that you want or need to do today, tomorrow, or in the next week. They might include finishing a homework assignment, going to a troop meeting, or going to baseball practice. Long-term goals are things you want to accomplish over the next several weeks, months, or years. These could include writing a term paper, earning two or three merit badges, learning a foreign language or to play a musical instrument, or studying subjects that will help you in a career.

Organizing your short-term and long-term goals is like playing a football game. Short-term goals include making first downs and advancing the football. The long-term goal is to cross the goal line and score a touchdown. It takes planning to do that.

Studies show that those who take the time to write down and prioritize their long-term goals are more likely to fulfill those goals.

Long-term Goals

Save \$4,200 for a used car (4)
Earn 3 more merit badges before fall 2003. (2)
Learn how to play the bass guitar. (5)
Do 4 50-mile bike rides this summer (6)
Enter 2 rockets in model rocket competition this July. (3)

Long-term Goals

1. Do 4 50-mile bike rides this summer.
2. Earn 3 more merit badges before fall 2003.
3. Enter 2 rockets in model rocket competition this July.
4. Save \$4,200 for a used car
5. Learn how to play the bass guitar

Be specific about what you want to do, such as completing two merit badges, and when you will do it, including the number of days, weeks, or months. Estimate how long it might take in hours and how you are going to accomplish it, such as setting aside a set number of hours each day or each weekend. When planning, start with the end result and work backward. This will give you a better idea of how long it will take to reach the goal.

Writing down your goals helps you see what and how much you need to do. Pin your list of long-term goals to a bulletin board or in some other prominent location. List your short-range goals on a calendar or some other daily organizer. This is your “to do” list for the week. Today, for example, you might need to read a chapter in one of your schoolbooks, go to sports practice, and then study for a test in another school subject.

Do not limit your choice of goals and activities just yet. Write them all down. Then use the next section to help you figure out which ones deserve more of your time and help you schedule those activities.

Setting Priorities

Because we do not have the time to do everything we need or want to do, it is important to set priorities. You already learned something about priorities when you set your goals. By deciding what you most want to do in the future, you decided many of your most immediate priorities.

Some priorities will be obvious, such as homework, going to Scout meetings, attending worship services, and getting to work on time. Other priorities will be less clear. Perhaps you want to assemble a plastic model or improve your pitching technique for baseball. Maybe you want to earn two merit badges in a certain time frame. How will you have enough time to do all of these activities? Setting priorities will help you determine which goals are more important to you.

Study your short-term and long-term lists and ask yourself if you really want, or need, to do each activity. Number each item from most important to least important—from 1 to 10, for example, with 1 having top priority. Then begin work on the most important items first. You will focus your attention on these before moving to items lower on the priority list.

Setting priorities often means that you will need to give up a short-term pleasure so that you can enjoy a more rewarding pleasure in the future. As you develop the self-discipline to follow your priorities, you will gain self-esteem and personal satisfaction.

For requirement 8c, you will need to track your progress as you follow your seven-day “to-do” list. Then, for requirement 8d, you will need to review your “to-do” list, schedule, and journal to determine when your schedule worked and didn’t work. Your merit badge counselor will help you understand how to make some adjustments so that all these tools work for—not against—you.

Accomplishing Goals

Now that you have listed your priorities, it is time to get started on the list of things to do. Getting started can be the hardest

part. People are more likely to *procrastinate*, or put off tasks, when a project is large or unpleasant or the deadline is a long time away. One trick is to break down large tasks into smaller ones. You also can do this when working on a long-term goal. For example, if you have a term paper due in six weeks, break up the tasks into stages, such as the following:

1. Collect research materials.
2. Take notes on research materials.
3. Organize notes and write an outline.
4. Write a first draft.
5. Write a second draft.
6. Prepare the final copy.

Set a deadline for each stage and write deadlines on your calendar. For example, you might collect research material this week, take notes next week, and so on. By doing this, the term paper becomes several smaller, more manageable tasks instead of one large, difficult project.



Before you start, remove clutter and organize your work area. The less time you spend searching for information or tools, the faster you will finish. Also, eliminate potential distractions and minimize interruptions such as phone calls. Return calls after you have finished your tasks.

OCTOBER

S	M	T	W	T	F	S
			1 Monday October 1st Clear, 60-70°F	2 Tuesday October 2nd Partly cloudy, 60-70°F	3 Wednesday October 3rd Clear, 60-70°F	4 Thursday October 4th Clear, 60-70°F
5 Friday October 5th Clear, 60-70°F	6 Saturday October 6th Clear, 60-70°F	7 Sunday October 7th Clear, 60-70°F	8 Monday October 8th Clear, 60-70°F	9 Tuesday October 9th Clear, 60-70°F	10 Wednesday October 10th Clear, 60-70°F	11 Thursday October 11th Clear, 60-70°F
12 Friday October 12th Clear, 60-70°F	13 Saturday October 13th Clear, 60-70°F	14 Sunday October 14th Clear, 60-70°F	15 Monday October 15th Clear, 60-70°F	16 Tuesday October 16th Clear, 60-70°F	17 Wednesday October 17th Clear, 60-70°F	18 Thursday October 18th Clear, 60-70°F
19 Friday October 19th Clear, 60-70°F	20 Saturday October 20th Clear, 60-70°F	21 Sunday October 21st Clear, 60-70°F	22 Monday October 22nd Clear, 60-70°F	23 Tuesday October 23rd Clear, 60-70°F	24 Wednesday October 24th Clear, 60-70°F	25 Thursday October 25th Clear, 60-70°F
26 Friday October 26th Clear, 60-70°F	27 Saturday October 27th Clear, 60-70°F	28 Sunday October 28th Clear, 60-70°F	29 Monday October 29th Clear, 60-70°F	30 Tuesday October 30th Clear, 60-70°F	31 Wednesday October 31st Clear, 60-70°F	

Time-Saving Tips

These tips can help you manage your time more wisely, avoid spreading yourself too thin, and be prepared for unexpected delays or emergencies.



Reward yourself for accomplishments along the way. Tell yourself you will get a snack, call a friend, shoot some hoops, or relax for a few minutes *after* finishing a particular homework assignment or chore.

Schedule some relaxation time each day. Avoid filling each minute of the day with a task. Everyone needs a little time to relax, watch TV, read, play a game, or simply do nothing.

Schedule "emergency" time. Activities often take longer than planned and, sometimes, unexpected things happen. When you plan your day, schedule a little extra time to use in case you get behind.

Check off each item as you complete it so that you can see your progress. This is especially helpful when you break down a large project into smaller ones.

Try to schedule the most difficult tasks for the time of day when you are the most productive. Some people are more productive in the morning, and others are more productive in the afternoon or evening.

Be flexible and make adjustments if necessary.

Ask for help or directions if you are unsure about something. It could save much time.

Eliminate low-priority items. Ask yourself, "What *don't* I have to do?" and erase unnecessary tasks from your "to do" list.

Say no. This could mean saying no to yourself and to family and friends about doing things that might interfere with your

work. Commit yourself to things that you must do or really want to do.

Stop often and ask yourself, **“What is the best use of my time right now?”**

Reevaluate your goals from time to time. They might change as time passes.

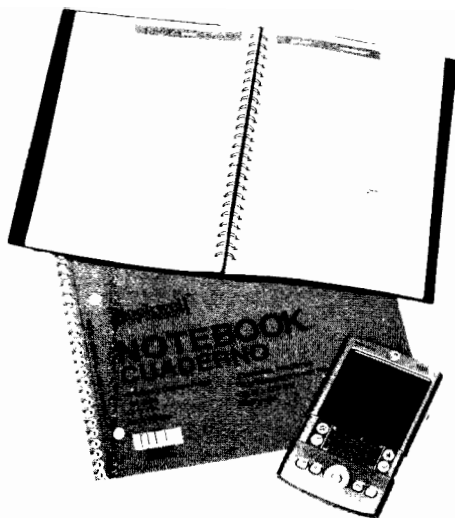
Planning a Project

For any project you undertake, including education or vacation, a plan will help you gain a better understanding of what it will take to accomplish it.

Let's say you are organizing a camping trip for your family. First, consider the project's scope. What will be the purpose or goal of the trip? Will you need special equipment or training? How long will the trip be: one day, overnight, or longer?

Planning will involve deciding where to go, how you will get there, and how long it will take to travel there. What activities do your family members like? You probably will want to go to a place where you can do these activities. Or, maybe your family wants a new adventure. You also will need to determine the best season to go and, if possible, see what the long-range weather forecast will be.

For example, if your main goal is to go hiking, bird watching, or to visit a natural or historical site, then you and your family probably will stay at one location. The equipment needed probably will not include more than hiking or walking shoes, maybe binoculars, and appropriate clothing. However, a camping trip might include more activities, such as canoeing, rappelling, backpacking, bicycling, skiing, or collecting specimens of rocks and flowers. These activities require special training and/or special equipment. Also, a camping trip probably will be longer



You can use a notebook, a pocket or wall calendar, or a spreadsheet to keep track of tasks, appointments, notes, addresses, and phone numbers.

Another way to organize your life is to use a personal digital assistant (PDA). These electronic devices can, however, be pricey.





As you plan your activity, don't forget to develop a list of resources such as weather and visitors' bureaus or tourist information offices for the area you plan to visit. Perhaps you might find coupons for discounts and family or group rates. Ask your librarian at school or a public library for help, or (with your parent's permission) surf the Web.

than a day or two and might involve changing your campsite location once or twice.

Check out the various options for places to stay and know what is required to stay there. The National Park Service, state and county parks and recreation departments, the Forest Service, Army Corps of Engineers, or the Bureau of Land Management administer many campsites. Other sites might be privately owned. Reservations are required to stay at some campsites.

Also find out what facilities are available, such as restrooms, showers, potable water, picnic tables, electricity, types of shelters, phones, and whether campfires are allowed. You can find this information on the Internet, in camping guidebooks, or by phone.

Next, determine the type of and how many clothes you will need on the trip. Checking the weather forecast will help you decide what clothing and other gear you may need. You also will need to plan how much food, water, personal hygiene and first-aid supplies, cooking utensils, maps, and other gear you must take. Make a list and check off each item as you pack it.

The length and destination of your trip, as well as the activities you plan to do, will be determined in part by your trip budget and the time you have. You might discover that the trip you want to take could cost more than you can afford, in which case, you will have to decide what activities or equipment to subtract. Among the trip's expenses will be fees for campsites and/or any activities you plan to do. Other expenses will include the costs of any special equipment, travel, food and other supplies, and any required permits. You might not have enough time to do all the activities you have planned. You will need to prioritize those things

you really want to do as opposed to those things you would like to do.

The more planning you do for a project, the less likely it will be that you will encounter surprises. However, it would be wise to develop a backup plan in case something changes, such as the weather conditions in the area you plan to visit.

Make sure the equipment works properly. Have everyone in the family help set up and try out the gear in advance. Everyone will become familiar with the equipment and this could help prevent difficulties on the trip.

Scout Outdoor Essentials

The Scout Outdoor Essentials go with you on every camping trip. They form the foundation of equipment and nourishment that can help you through tough times and make good experiences even better.

- | | |
|--|---|
| <input checked="" type="checkbox"/> Pocketknife | <input checked="" type="checkbox"/> Flashlight |
| <input checked="" type="checkbox"/> First-aid kit | <input checked="" type="checkbox"/> Trail food |
| <input checked="" type="checkbox"/> Extra clothing | <input checked="" type="checkbox"/> Matches and fire starters |
| <input checked="" type="checkbox"/> Rain gear | <input checked="" type="checkbox"/> Sun protection |
| <input checked="" type="checkbox"/> Water bottle | <input checked="" type="checkbox"/> Map and compass |

Personal Gear Checklist

- | | |
|--|---|
| <input checked="" type="checkbox"/> Backpack | <input checked="" type="checkbox"/> Cleanup kit containing: |
| <input checked="" type="checkbox"/> Sleeping bag or
two to three blankets | <input checked="" type="checkbox"/> Soap |
| <input checked="" type="checkbox"/> Sleeping pad | <input checked="" type="checkbox"/> Toothbrush |
| <input checked="" type="checkbox"/> Ground cloth | <input checked="" type="checkbox"/> Toothpaste |
| <input checked="" type="checkbox"/> Eating kit containing: | <input checked="" type="checkbox"/> Dental floss |
| <input checked="" type="checkbox"/> Spoon | <input checked="" type="checkbox"/> Comb |
| <input checked="" type="checkbox"/> Plate | <input checked="" type="checkbox"/> Washcloth |
| <input checked="" type="checkbox"/> Bowl | <input checked="" type="checkbox"/> Towel |
| <input checked="" type="checkbox"/> Cup | |

Personal extras you may want to take:

- | | |
|---|---|
| <input checked="" type="checkbox"/> Watch | <input type="checkbox"/> Small musical instrument |
| <input checked="" type="checkbox"/> Camera and film | <input type="checkbox"/> Swimsuit |
| <input checked="" type="checkbox"/> Notebook | <input type="checkbox"/> Work gloves |
| <input checked="" type="checkbox"/> Pencil or pen | <input type="checkbox"/> Pack rain cover |
| <input checked="" type="checkbox"/> Sunglasses | |

Make your list and check it twice.

Thinking About Your Future

You probably have thought about what you would like to do for a living when you become an adult. Perhaps you have dreamed of being a professional athlete, musician, pilot, truck driver, computer programmer, teacher, architect, horse trainer, police officer, auto mechanic, or the president of your own company. These are careers—your life's work.

As you think about career possibilities and your future, it helps to identify your interests first. Once you pinpoint those interests, then you can explore the opportunities available in those areas.

Your career path probably will involve training and/or education and holding positions that have increasing responsibility. For example, a student might enjoy writing for a high school newspaper and earn a four-year degree in journalism before gaining a position as a reporter for a small local newspaper. Over the years, work experience will gain the journalist higher positions at larger publications and ultimately, perhaps, the title of executive editor at a national newspaper.

People hold many different positions throughout their lives, and often people change careers.



Experts say that, on average, people go through 10 different positions and three different careers during their working lives.

A career is a way to earn money. You are paid money for performing certain duties. But a career should be more than a way to make a living. Ideally, it should be emotionally, spiritually, and intellectually satisfying as well. Try choosing a career that you are good at doing and one that you truly like. It can be tough to work in a position that you do not like, even if you are earning a lot of money.

Exploring Career Possibilities

If you are still trying to decide what career you would like to pursue, do not worry. Sometimes career decisions are not made until college or later. There is nothing wrong with that. It often is difficult to determine what you want to do. Or, perhaps you already have a good idea of what you want to do, especially if you are nearing high school graduation. Either way, you can do a number of things to explore potential careers.

First, ask yourself what you do well, think about your values and your ambitions, and make a list. What are your hobbies? What do you enjoy doing? What are your best subjects in school? You are more likely to succeed in a career if it is a field in which you can use your talents and that you enjoy. For example, if you are good in mathematics and science, you might pursue a career in engineering or computer science. But, do not be restricted by what you are good at doing. Instead, use these skills as a guide.

Find out the level of education you will need for the career that interests you. Does the occupation require technical education and training? A bachelor's degree or graduate school and training? What about internships? You will need to review your long-term goals and determine how much time you are willing to devote to training and education before actually earning a living even begins.

Consider your salary needs and earning potential. Money alone does not bring happiness, but it is an important factor. For some people, making money is their reward for working. You can decide whether making money or doing something that you enjoy is rewarding for you. Choose a career that supports the way you would like to live, or at least one that supports your potential to achieve your goals.



Determine the businesses or industries that are likely to grow and those that are likely to decline by the time you start your career. This, of course, can be difficult. You can use information found on the Web site of the Bureau of Labor Statistics (see the resources section) as a guide to compare employment trends and projections. Be aware that local trends might differ from national trends.

Think about where you want to live. Do you like warm or cold climates? How is the employment market where you would like to live? You will find that salary ranges vary in different states for the same types of positions.

Is the career you picked versatile? For instance, if you have chosen a career in journalism, what other fields would be open to you if you wanted to make a career change? If you like writing, for example, you could become a different type of writer, such as a novelist. Or, while you are in college, you could take courses that would help you in another field. If you like government, for example, take government courses along with journalism courses. By doing that, you might be able to pursue a career as a professor or a politician if you decided not to continue as a journalist.

To help decide on a career, work part-time or get an internship in your chosen field. Firsthand knowledge will give you better insight into the nature of the career and help make up your mind.

If you can, talk to people working in the career you would like to pursue. Ask them about their training and education and what they would recommend you do to enter the field. Ask them what they like or dislike about their career and about the employment outlook for that field. If they do not want to discuss what they earn, try to determine what they might be earning by researching the position on the Internet and checking employment advertisements in the local newspaper.

The Worthwhile Costs of Education

You and your family might have discussed the costs of going to college. Earning a college degree can be quite expensive and the costs rise each year. To get an estimate of what it would cost you, contact the college you would like to attend and determine the cost of attending for one year. Multiply that by the number of years you expect to attend. Factor in yearly cost increases and the likelihood that it will take longer than four years to earn your degree.

Because college can be so expensive, many students seek financial aid to help pay for expenses. You can earn scholarships through academic or athletic achievement. Most scholarships will not cover all of your educational costs, however. You probably will pay for much of your education with loans. For example, the average federal student loan debt (those students who borrowed from the government) was almost \$17,000 in 2002.

Ask your school counselors about scholarships. Numerous scholarships are available, for different amounts. Also, some philanthropists provide scholarships and grants. Apply for all scholarships and grants for which you are eligible, no matter how small. Every little bit helps.

Web sites where you can find information on financial aid are listed in the resources section of this pamphlet. Be sure to get your parent's permission when you use the Internet as a resource. Additional information about financial aid is available at the library or from your school counselor. Investigate all possibilities. Most of the information can be obtained for free.

You do not have to choose a career right away. In fact, it probably is best to explore several career possibilities to find the right one for you. A career is a big part of a person's everyday life. It is important to spend that time doing something you truly enjoy and find worthwhile.

Finding a rewarding career takes thought, creativity, and hard work. It means setting specific goals for where you want to be in five, 10, and 20 years. It means investing in yourself by staying in school or perhaps through retraining or going back to school. It means taking responsibility for your future.

Time Management + Money Management = Life Management

You may have never considered a career in either time or money management. But, if you have ever felt a sense of accomplishment and excitement when you have watched your money grow, you may want to consider the fascinating field of money management. If you have ever wondered who schedules TV programs or determines how long the red light at a traffic signal should be, then a career related to time management might be right up your alley.

When we make money grow, we are helping ourselves live a more secure lifestyle. Financial planners help other people do just that—they help clients grow their money and prepare for a better and more secure future. For instance, a financial planner might advise you or your parents in both short-term and long-term money or stock plans. It might not be obvious, but your choices could have a far-reaching effect, touching the lives of many people directly and indirectly. In the stock market, you might help another company expand and create more positions for others to earn a living. In the banking industry, you might advise your local bank to invest in its community to foster a better life for those who live there. All of this can be accomplished by a professional financial planner.

Think about how time management affects your life in many routine ways—your day-to-day schedule, vacation, classes at school, religious services. Have you ever been late or made it in the nick of time to an event? Time managers plan the schedules for concert halls, stadiums, airline flights, buses, and trains. They also determine things like how long the pedestrian crossing light should be. All of these decisions were made by time specialists who make the science of time management a career. Time managers and specialists are our timekeepers, and without them our lives would be very chaotic.

So, there is no telling where in life the Personal Management merit badge might lead you.



Life Insurance

In exchange for monthly payments, called *premiums*, an insurance company will pay all or much of a financial loss. Most types of insurance, such as auto, homeowner's, and medical, help protect your financial security by covering expenses due to such losses as illness, accidents, and natural disasters. Life insurance works a little differently. Its most common purpose is to provide income to people who depend on you financially. The amount of this payout, called a death benefit, depends on the size of the premiums paid each year.

There are many types of life insurance, but they fall into two general categories: term life insurance and permanent life insurance.

Term life insurance is the least expensive kind of life insurance because it provides only a death benefit and can be bought only for a certain period of time, such as five years. The policy can be renewed after the period expires, but the premiums will be higher. Term life insurance is especially affordable for people with a limited income or who have several people depending on them financially.

Permanent life insurance provides a death benefit, just as term life insurance does. However, part of the annual premium is invested in a "cash value" account where the money can earn interest without being taxed. You can borrow or take money from this account. Naturally, this added feature results in higher premiums than those for term life insurance. However, the premiums are guaranteed never to rise for as long as you live, and you remain insured for as long as you pay the premiums.

Because the premiums for permanent life insurance are higher than those for term life insurance, some people buy term life insurance and use what they saved on premiums to invest in something else that might offer better returns, such as stocks.

When you are old enough to raise a family, or if other people, such as grandparents, depend on you financially, purchasing life insurance is a good idea.

Personal Management Resources

Scouting Literature

American Business, American Labor, Family Life, Salesmanship, and Scholarship merit badge pamphlets; also see merit badge pamphlets on particular careers or vocations.

Books

Bodnar, Janet. *Kiplinger's Money-Smart Kids*. Kiplinger Books, 1999.

Covey, Sean. *The 7 Habits of Highly Effective Teens*. Simon & Schuster, 1998.

Gardner, David, Tom Gardner, and Selena Maranjian. *The Motley Fool Investment Guide for Teens*. Fireside, 2002.

Morgenstern, Julie and Jessi Morgenstern-Colon. *Organizing From the Inside Out for Teenagers*. Owl Books, 2002.

Morris, Kenneth M. and Virginia B. Morris. *The Wall Street Journal Guide to Understanding Personal Finance*, 3rd ed. Simon and Schuster, 2000.

National Association of Investors Corporation (NAIC). *Investing In Your Future*. South-Western Educational Publishing, 2001.

Pervola, Cindy, and Debby Hobgood. *How to Get a Job If You're a Teenager*, 2nd ed. Highsmith Press, 2000.

Web Sites and Organizations

Bureau of Labor Statistics

U.S. Department of Labor
Web site: <http://www.bls.gov>
This Web site contains a wide array of information, from the Consumer Price Indexes program to facts and statistics about occupations and wages.

ChannelOne.com

Toll-free telephone: 888-241-6895
Web site: <http://www.channelone.com>
Oodles of information about how to manage your time, money, and life.

Consumer Protection

Federal Trade Commission
Web site: <http://www.ftc.gov/bcp/menu-credit.htm>
To find more information about credit, debts, and other financial interests, visit the credit section at the FTC's

Consumer Protection Web site. In addition to providing information on credit cards, how to save money, how to avoid scams, and what to do about products that you order but do not receive, the Web site also tells what to do if someone uses your identity—called identity theft—to make purchases.

Kidsca\$h

Web site: <http://www.kidscashmanagement.com>

View sample pages from a budget workbook designed for youths.

The Motley Fool

123 North Pitt Street
Alexandria, VA 22314

Web site: <http://www.fool.com/familyfool/welcome.htm>

Find tips for families on investing and managing money.

National Association of Investors Corporation

P.O. Box 220

Royal Oak, MI 48068

Toll-free telephone: 877-275-6242

Web site: <http://www.better-investing.org>

The NAIC's mission is to "provide a program of sound investment information, education, and support that helps create successful lifetime investors." This nonprofit organization has developed a special program with the young investor in mind.

National Endowment for Financial Education®

5299 DTC Blvd., Suite 1300
Greenwood Village, CO 80111

Web sites: <http://www.nefe.org> and <http://www.NTRBOnline.org>

The NEFE® Web site has many tools for how you can start planning now for your college education and future. NEFE also has a Web site (<http://www.NTRBOnline.org>) all about teens and money, written by teens, especially for teens. This site has games, great ideas, and information on financial issues such as how to help pay for college and other issues that teens face.

The Savings Bond Owner's Manual

Web site: <http://www.publicdebt.treas.gov/mar/marsbomintrogenal.htm#brfdescofsb>

Complete information on the types of government bonds available and how to buy and redeem them.

The SmartStudent Guide to Financial Aid

Web site: <http://www.finaid.org>

A collection of information on how to fund your education, including how to save, apply for scholarships and loans, and find out whether you qualify for other types of financial aid.

Students.gov

Web site: <http://www.students.gov>

An informational Web site with articles on planning and paying for education, developing a career, participating in community service, and much more.

U.S. Department of Education's Federal Student Aid (FSA) Programs

Telephone: 319-337-5665

Toll-free telephone: 800-433-3243

Web site: <http://www.studentaid.ed.gov>

Complete information on FSA programs, including how to prepare for and choose schools, apply for funding, and repay student loans.

YoungBiz.com

Web site: <http://www.youngbiz.com>
A Web site for young investors with tips and articles on investing in the stock market.

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