

The logo for Banzai! is located at the top center of the page. It consists of the word "Banzai!" in a bold, white, sans-serif font, enclosed within a dark blue rounded rectangular border. The background of the entire page is a light blue dotted pattern with various hand-drawn sketches in dark blue ink. These sketches include a person with a backpack on the left, a person with glasses on the right, a large coin with a face in the center, a person making a peace sign at the bottom left, and a person's head in a bowl at the top center. There are also some mathematical notations like "6 x 1 = 3" and "2000 1.00" scattered around.

Banzai!

Middle School

Personal Finance Workbook

2026–2027

Lending, Credit, & Financial Services

Assign each financial service to the most appropriate situation.

FINANCIAL SERVICES

401(k)	An employer-sponsored retirement savings account where employees contribute part of their paycheck and contributions may be matched by the employer.
Auto Loan	A loan specifically to buy a car.
CD/Share Certificate	An agreement to leave money in a specific account for a set amount of time. CDs and share certificates usually earn a higher interest rate than an average savings account.
Checking Account	An account at a bank or credit union meant for everyday transactions. The account can be connected to checks or a debit card so it's easy to move money in or out. Checking accounts usually don't earn interest.
Credit Card	A card you use to borrow money for everyday purchases and pay it back, with interest, later. Using a credit card responsibly can help you improve your FICO® Score.
Debit Card	A card that directly accesses money in a checking account to pay for things.
IRA	A savings account specifically dedicated to retirement, meaning there are rules about when money is withdrawn. The account can be set up at most financial institutions.
Mortgage	A long-term loan, usually 15 to 30 years, used to purchase a home.
Savings Account	An account at a financial institution dedicated to saving and growing money. The account earns interest, has no card linked to it, and there are often limits to how often money can be moved in or out of it in a month.
Student Loan	Money borrowed by a student to finance their education.

SITUATIONS

1. Althea applies for an **AUTO LOAN** so that she can afford to buy a new car for her commute to work.
2. Chen wants to start earning interest on his money so he opens a **SAVINGS ACCOUNT**.
3. Maleah uses her **DEBIT CARD** at the grocery store so that she doesn't have to worry about paying the money back later.
4. Randy's new employer explains that a **401K** is a part of his benefits, so he'll need to decide how much of his paycheck he wants to contribute.
5. Fatima is headed to the college of her dreams, but she'll be using a **STUDENT LOAN** to help pay for tuition.
6. Maya tells her employer to put her paycheck directly into her **CHECKING ACCOUNT** so that she can keep it safe but still access it easily for everyday purchases.
7. JK wants to start saving for his retirement, but his employer doesn't offer any retirement benefits, so he opens an **IRA** at his financial institution.
8. Pedro gets a **CD/SHARE CERTIFICATE** from his financial institution because he's saved up some money he won't need for a while and wants to earn as much interest on it as he can.
9. Jerome decides to use his **CREDIT CARD** for small purchases every once in a while so that he can start building up his FICO® Score.
10. Sam and Jen talk to their financial institution about what they need to do to qualify for a **MORTGAGE** and start looking for homes.

Pick a financial service from the list and give an example of how it can be used responsibly and irresponsibly.

11. Financial service: **ANSWERS WILL VARY.**
12. Responsible example: **ANSWERS WILL VARY.**
13. Irresponsible example: **ANSWERS WILL VARY.**

Supply, Demand, and You

Changes in either supply or demand impact the economy, and in turn, your everyday interactions. For each scenario, decide how supply and demand changed and how that impacts other economic factors by circling the appropriate symbol (up arrow if it rose, down arrow if it fell, equal sign if it stayed the same).

ECONOMIC FACTORS

Supply: The amount of a resource that's available.

Demand: The amount of a resource that's wanted or needed.

WHICH IMPACT...

Competition: How much companies compete with each other to get the same resources (materials, employees, etc.). When supply is lower than demand, competition usually goes up.

Price: How much something costs. When demand is higher than supply, prices may go up because people are willing to pay more.

Wages: How much someone is paid for their work. If competition is high, employers typically pay more to get and keep workers.

Sample Problem:

A sports store didn't sell as many coats during the winter as they expected and are now trying to get rid of them during the summer.

How has the supply and demand of winter coats at this store changed?

Supply	↑	↓	=
Demand	↑	↓	=

That means... Price ↑ ↓ =

1. Oliver set up his usual lemonade stand at the park, but it's a rainy day and not many people come to visit.

How has the supply and demand of lemonade at this park changed?

Supply	↑	↓	=
Demand	↑	↓	=

That means... Price ↑ ↓ =

2. Flooding in Florida destroyed crops, so grocery stores in Michigan only got about half of their expected shipment of oranges.

How has the supply and demand of oranges at these stores changed?

Supply	↑	↓	=
Demand	↑	↓	=

That means... Price ↑ ↓ =

3. One of the two rival pasta-and-bowling restaurants downtown closed after they failed a health inspection.

How has the supply and demand of this type of restaurant changed?

Supply	↑	↓	=
Demand	↑	↓	=

That means... Competition ↑ ↓ =

4. Three new theater companies all open in the same city around the same time, each one looking to get dancers, actors, and performers on their payroll.

How has the supply and demand of performers in this city changed?

Supply	↑	↓	=
Demand	↑	↓	=

That means... Competition ↑ ↓ =

And... Wages ↑ ↓ =

5. A popular singer is performing at a local venue. Tina and many others are looking for tickets the day before the concert, but discover they are nearly sold out.

How has the supply and demand of concert tickets changed?

Supply	↑	↓	=
Demand	↑	↓	=

That means... Price ↑ ↓ =

6. Jason wants to sell his collectible stuffed lamb from the 90s. While researching, he finds thousands of listings, all with no bids, for the same toy.

How has the supply and demand for Jason's collectible lamb toy changed?

Supply	↑	↓	=
Demand	↑	↓	=

That means... Price ↑ ↓ =

7. The Panama Canal faced a major obstruction that caused a three-week delay in an oil delivery to California.

How has the supply and demand of gasoline in California changed?

Supply	↑	↓	=
Demand	↑	↓	=

That means... Price ↑ ↓ =

S.M.A.R.T. Savings Goals

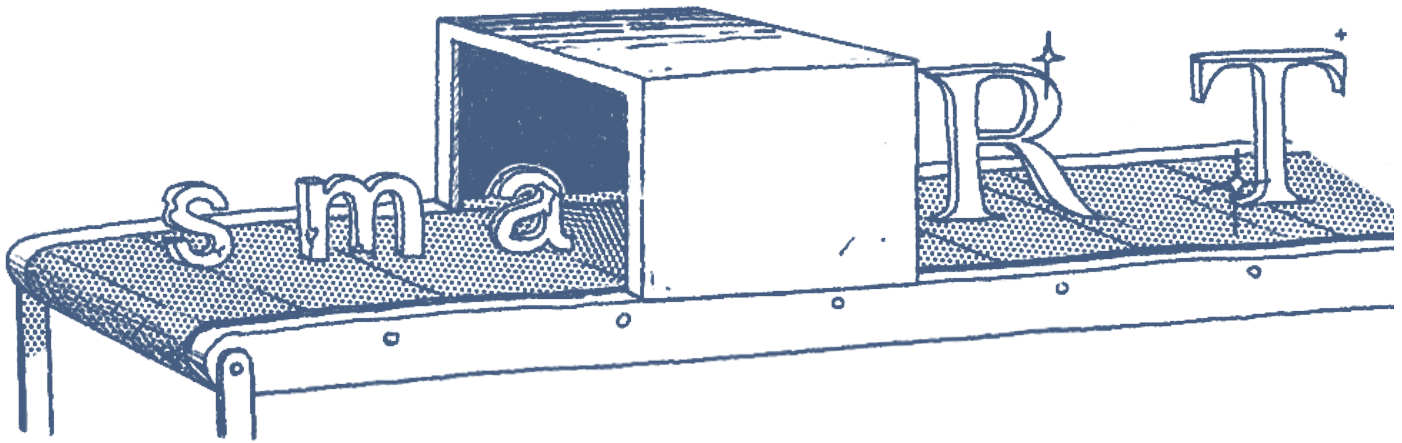
Learn to set goals that turn your wants into reality. Start by brainstorming both a short and long-term goal.

Short-Term Goal (achieved in under a year): This could be a new video game, concert tickets, or a new pair of headphones.

1. **ANSWERS WILL VARY.** _____

Long-Term Goal (achieved in a year or more): Save for a dream vacation, the latest tech gadget, or even a car! Think big and write down a long-term financial goal.

2. **ANSWERS WILL VARY.** _____



S.M.A.R.T. Goal Machine

Let's turn those regular goals into S.M.A.R.T. goals. Revise and improve your goals based on each of the aspects of a S.M.A.R.T. goal below.

S – SPECIFIC: Research your goals to find a specific dollar amount you'll need to save and write them below. For example, "save \$150 for a new skateboard." The more specific, the better!

3. Short-Term: **ANSWERS WILL VARY.** _____

4. Long-Term: **ANSWERS WILL VARY.** _____

M – MEASURABLE: How will you know you're getting closer to your goal? You could use a piggy bank, a savings tracker app, or a progress chart. Write down what you will use to measure and keep track of your goals.

5. Short-Term: **ANSWERS WILL VARY.** _____

6. Long-term: **ANSWERS WILL VARY.** _____

A – ACHIEVABLE: Be honest with yourself. Can you realistically save the amount you set? Write yes or no if you think it is achievable. If you write no, adjust the amount.

7. Short-Term: ANSWERS WILL VARY.

8. Long-Term: ANSWERS WILL VARY.

R – RELEVANT: Does this goal fit with your bigger dreams? For example, a new game might be fun, but is saving for a bike more critical? Write down how these goals will benefit you, or a new goal if you think of one more relevant.

9. Short-Term: ANSWERS WILL VARY.

10. Long-Term: ANSWERS WILL VARY.

T - TIME-BOUND: Set a deadline! When do you want to achieve this goal? This creates a sense of urgency and keeps you focused.

11. Short-Term: ANSWERS WILL VARY.

12. Long-Term: ANSWERS WILL VARY.

Now that you have S.M.A.R.T. goals, let's plan to reach them! Here are some ideas...

Earn More:

Can you offer to do chores for family or neighbors? Or mow lawns in the summer? Get creative and make a plan to increase your income.

13. What are two things you can do to earn more? ANSWERS WILL VARY.

14. How much do you think that could earn you per month?

ANSWERS WILL VARY.

Spend Less:

Where can you cut your expenses? Consider the things you're paying for that you don't actually need. Can you cut down on eating out with friends? Going to the movies? Events you attend?

15. What are two ways to spend less? ANSWERS WILL VARY.

16. If you do those two things, how much could you save in a month? ANSWERS WILL VARY.

REMEMBER you can achieve these goals with a plan and a positive attitude, but you might run into some bumps along the way. Turn to an adult for help reaching all your goals!

Budgeting Practice

Carlos really wants to move into a brand new apartment complex nearby. Rent for a one bedroom is \$2,000 a month. Go through Carlos finances to see if he can afford it with his current budget. Subtract each monthly expense from the running total.

Carlos makes **\$3,600** after taxes each month.

1. \$200 car payment	\$ 3,400 left over
2. \$80 on gas	\$ 3,320 left over
3. \$400 on food and restaurant expenses	\$ 2,920 left over
4. 10% of his total income into an emergency fund	\$ 2,560 left over
5. 10% of his total income toward his vacation fund	\$ 2,200 left over
6. \$40 on a gym membership	\$ 2,160 left over
7. \$30 for streaming subscriptions	\$ 2,130 left over
8. \$300 for remaining expenses	\$ 1,830 total remaining

9. Can Carlos afford to move into the new apartment complex?

NO

10. Carlos just found out his gym membership is doubling in price, so he has decided to move gyms. Help him make a plan for all the things he should consider.

ANSWERS WILL VARY, BUT SHOULD INCLUDE PRICE, PROXIMITY TO HIS NEW APARTMENT, ETC.

11. If he can't afford it or if he wanted more money left over, what would you recommend he change in his budget? Why?

ANSWERS WILL VARY.

Mia is required to pay at least **\$250 a month** toward her student loans, but she's made a goal to pay them off as quickly as possible by paying more. Go through her budget to find the max she can afford to pay each month. Subtract each monthly expense from the running total.

Mia makes **\$2,300** after taxes each month.

- | | |
|---|-------------------------------|
| 12. \$1,800 in rent that she splits with a roommate | \$ <u>1,400</u> left over |
| 13. \$280 on groceries and restaurants | \$ <u>1,120</u> left over |
| 14. \$100 toward an emergency fund | \$ <u>1,020</u> left over |
| 15. \$160 on gas | \$ <u>860</u> left over |
| 16. \$70 for medical debt | \$ <u>790</u> left over |
| 17. \$200 on classes and food for her new puppy | \$ <u>590</u> left over |
| 18. \$80 in income for nannying her sister's kids | \$ <u>670</u> left over |
| 19. \$250 for her remaining expenses | \$ <u>420</u> total remaining |

20. How much more can Mia afford to pay toward student loans on top of the required \$250?

\$170 ADDITIONAL, A TOTAL OF \$420

21. Once Mia pays off her student loans, what would you recommend she do with that extra money each month? Why?

ANSWERS WILL VARY.

22. Mia typically nannies her sister's kids 4 hours per week. She is considering driving for a ride share app instead, where she hopes to earn \$10-\$30 per hour. Which would you recommend she do and why?

ANSWERS WILL VARY.

So You Wanna Be an Entrepreneur?

Entrepreneur (n.): A person who starts a business by finding a problem and creating a solution. Entrepreneurs use **creativity**, **problem-solving**, and **hard work** to turn an idea into a business.

Entrepreneurs in Action

Here are two young entrepreneurs who got started just like you can:

Mikaila Ulmer started a lemonade stand using her grandma's recipe. She added honey to help save bees—and now her product, “Me & the Bees Lemonade,” is sold in stores all over the U.S.!

Moziah Bridges loved fashion and started sewing bow ties at age 9. He sold them online and at craft fairs, and now his company, Mo's Bows, has been featured on *Shark Tank* and worn by famous people.

Spot a Problem, Create a Business

Great businesses solve real problems. Let's practice! Look around your school, neighborhood, or home. What's one problem you could help solve?

***Example:** Mikaila noticed bees were dying, so she created a lemonade that used honey and donated to bee-saving groups. Moziah saw that kids didn't have fun bow ties, so he made some himself!*

1. Write down your problem here:

ANSWERS WILL VARY.

2. Write out a business idea that can solve the problem:

ANSWERS WILL VARY.

ANSWERS WILL VARY.

Let's Talk About Money

Entrepreneurs need to know how money works!

3. What will you sell or offer?

***Example:** Mikaila sold bottles of lemonade. Moziah sold handmade bow ties.*

Your idea: **ANSWERS WILL VARY.**

4. How much will it cost you to make it (materials, supplies)?

***Example:** Mikaila needed lemons, honey, and jars. Moziah needed fabric and thread.*

\$ **ANSWERS WILL VARY.**

5. How much will you charge each customer? \$ **ANSWERS WILL VARY.**

6. If 5 people use your service or buy your product, how much will you make? \$ **ANSWERS WILL VARY.**

Create Your Mini Business Plan

7. Who is your target customer?

ANSWERS WILL VARY.

Example: People who care about bees / Kids who love fashion.

8. What problem are you solving?

ANSWERS WILL VARY.

Example: Helping save bees / Making bow ties fun and cool.

9. What is your business name?

ANSWERS WILL VARY.

Example: Me & the Bees Lemonade / Mo's Bows.

10. What makes your idea different?

ANSWERS WILL VARY.

Example: Uses honey and helps the planet / Handmade and stylish.

11. How will people find out about it?

ANSWERS WILL VARY.

Example: Family, friends, stores, social media.

Map Out Your Next Moves

12. List 3 things you need to do to get started:

Example: Moziah needed fabric, a sewing machine, and a website. Mikaila needed lemons, labels, and places to sell her drinks.

a. **ANSWERS WILL VARY.**

b. **ANSWERS WILL VARY.**

c. **ANSWERS WILL VARY.**

13. Who can support you or help you start?

Example: Mikaila got help from her parents. Moziah got help from his grandma and mom.

ANSWERS WILL VARY.

Check and Deposit Slip

Although technology has changed how people pay for things and deposit money, there are still circumstances where you may need to write a check or fill out a deposit slip.

Choose a partner in class and pretend you are each selling something to one another.

1. Ask your partner what they're selling and how much it costs.
2. Fill out the **SAMPLE CHECK** using that info (reference the **CHECK INSTRUCTIONS** if needed).
3. Cut out the Sample Check and give it to your partner.
4. Sign the back of the check your partner gives you to endorse it.

Next you'll deposit the check you received into your account using the DEPOSIT SLIP.

5. Fill out the date and your account number as written on the check.
6. Write the amount of the check next to *Checks* and next to *Subtotal*.
7. You're going to take 50% out as cash, so write 50% of the check amount in *Less Cash*.
8. Subtract *Less Cash* from the *Subtotal* and write that amount next to the bottom \$ to show how much you plan to deposit.

DEPOSIT SLIP

YOUR NAME		ANSWERS WILL VARY.	
123 Your Street		Cash ▶	0 0 0
Your City, State, Zip		Checks ▶	
(123) 456-7890		Checks ▶	
Account Number 123456789		Checks ▶	
Date ANSWERS WILL VARY.		Checks ▶	
ANSWERS WILL VARY.		Subtotal ▶	
SIGN HERE FOR CASH RECEIVED (IF REQUIRED)		Less Cash ▶	
		\$	

CHECK INSTRUCTIONS

YOUR NAME 123 Your Street Your City, State, Zip (123) 456-7890	CHECK NUMBER DATE _____
PAY TO THE ORDER OF <u>NAME OF PERSON RECEIVING THE CHECK</u> \$ AMOUNT	
<u>AMOUNT OF CHECK WRITTEN OUT IN WORDS</u> _____ DOLLARS	
 FINANCIAL, USA	
MEMO <u>WHAT IS THIS PAYMENT FOR?</u>	<u>SIGNATURE</u>
ROUTING NUMBER	ACCOUNT NUMBER
CHECK NUMBER	

SAMPLE CHECK



NAME _____ 123 Your Street Your City, State, Zip (123) 456-7890	1025 DATE ANSWERS WILL VARY.
PAY TO THE ORDER OF _____ NAME \$ 	
ANSWERS WILL VARY. _____ DOLLARS	
 FINANCIAL, USA	
MEMO ANSWERS WILL VARY.	SIGNATURE

123456789
123456789
1025

Saving or Investing

Do you know the difference between saving and investing? The financial strategies have some important similarities and differences. Read the scenarios below and identify if they represent saving or investing.

Saving: Money you set aside for future goals. This is commonly put into an account that earns low interest and has low or no risk.

Investing: Money you put toward a purchase you hope will increase in value over time. Investments carry higher risk but can earn a greater return over time

HINT: for each scenario, consider whether the person is guaranteed to get their money back + earned interest (saving) or if they are taking a risk and may lose their money + what they earned (investing).

1. Putting money into a CD.
2. Putting money aside for a down payment on a home.
3. Buying stocks with hopes of a potential return.
4. Buying real estate to sell after the value increases.
5. Starting a business.

Saving	or	Investing
Saving	or	Investing
Saving	or	Investing
Saving	or	Investing
Saving	or	Investing



Endorse Here

SIGNATURE

Do not write, stamp, or sign below this line reserved for financial institution use.

Banzai!

