

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 rectangle. 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 symbols like a star and a plus sign, and some illegible handwritten text.

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IRA	A savings account specifically dedicated to retirement, meaning there are rules about when money is withdrawn.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 _____ 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 _____.
3. Maleah uses her _____ 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 _____ 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 _____ to help pay for tuition.
6. Maya tells her employer to put her paycheck directly into her _____ 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 _____ at his financial institution.
8. Pedro gets a _____ 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 _____ 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 _____ 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: _____
12. Responsible example: _____
13. Irresponsible example: _____

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	↑	↓	=

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	↑	↓	=

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	↑	↓	=

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	↑	↓	=

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	↑	↓	=

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

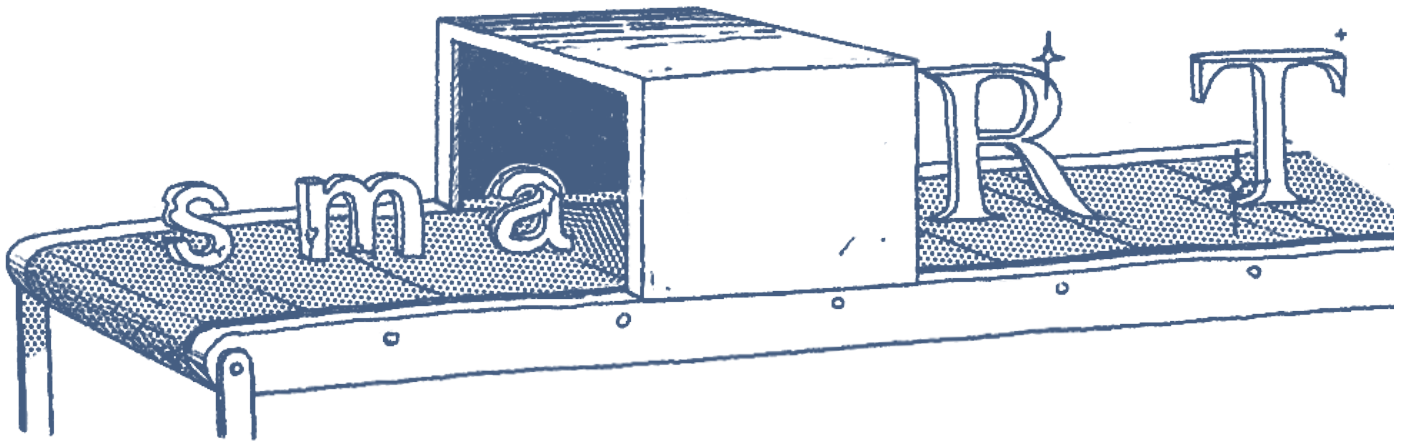
Learn to set goals that turn your wants into reality. Start by brainstorming both a short and long-term goal.

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

1. _____

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. _____



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: _____

4. Long-Term: _____

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: _____

6. Long-term: _____

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: _____

8. Long-Term: _____

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: _____

10. Long-Term: _____

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: _____

12. Long-Term: _____

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? _____

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

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? _____

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

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 | \$ _____ left over |
| 2. \$80 on gas | \$ _____ left over |
| 3. \$400 on food and restaurant expenses | \$ _____ left over |
| 4. 10% of his total income into an emergency fund | \$ _____ left over |
| 5. 10% of his total income toward his vacation fund | \$ _____ left over |
| 6. \$40 on a gym membership | \$ _____ left over |
| 7. \$30 for streaming subscriptions | \$ _____ left over |
| 8. \$300 for remaining expenses | \$ _____ total remaining |

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

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.

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?

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 | \$ _____ left over |
| 13. \$280 on groceries and restaurants | \$ _____ left over |
| 14. \$100 toward an emergency fund | \$ _____ left over |
| 15. \$160 on gas | \$ _____ left over |
| 16. \$70 for medical debt | \$ _____ left over |
| 17. \$200 on classes and food for her new puppy | \$ _____ left over |
| 18. \$80 in income for nannying her sister's kids | \$ _____ left over |
| 19. \$250 for her remaining expenses | \$ _____ total remaining |

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

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

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?

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:

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

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: _____

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

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

\$ _____

5. How much will you charge each customer? \$ _____
6. If 5 people use your service or buy your product, how much will you make? \$ _____

Create Your Mini Business Plan

7. Who is your target customer? _____ _____ _____ Example: People who care about bees / Kids who love fashion.	8. What problem are you solving? _____ _____ _____ Example: Helping save bees / Making bow ties fun and cool.
9. What is your business name? _____ Example: Me & the Bees Lemonade / Mo's Bows.	
10. What makes your idea different? _____ _____ _____ Example: Uses honey and helps the planet / Handmade and stylish.	11. How will people find out about it? _____ _____ _____ 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. _____
- b. _____
- c. _____
13. Who can support you or help you start?
- Example:** Mikaila got help from her parents. Moziah got help from his grandma and mom.
- _____

CHECK INSTRUCTIONS

YOUR NAME

123 Your Street

Your City, State, Zip

(123) 456-7890

CHECK NUMBER

DATE

PAY TO THE ORDER OF

NAME OF PERSON RECEIVING THE CHECK

\$

AMOUNT

AMOUNT OF CHECK WRITTEN OUT IN WORDS

DOLLARS

Banzai

FINANCIAL, USA

MEMO

WHAT IS THIS PAYMENT FOR?

SIGNATURE

ROUTING NUMBER

ACCOUNT NUMBER

CHECK NUMBER

SAMPLE CHECK

123 Your Street

Your City, State, Zip

(123) 456-7890

DATE

1025

PAY TO THE ORDER OF

\$

DOLLARS

Banzai

FINANCIAL, USA

MEMO

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



Endorse Here

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



