



# SAVINGS

# CH

# 1

## What do other high school students know about saving?

We asked high school students to describe something they really wanted and thought they *had* to buy, only to realize later that they wasted their money.

“I worked and saved **\$250** for a guitar that I **never learned how to play.**”

Junior, Michigan

“I bought some fish that I thought I really wanted. I never fed them, totally lost interest in them, and they all died. What a waste of money.”

Junior, Alabama

“I really wanted this expensive skateboard that cost \$130. I had to have it. Turned out it skated no better than the other ones that were a lot less expensive.”

Sophomore, Alabama

“I bought a computer game that didn't work because I didn't read the required hardware notice on the box.”

Senior, Missouri

“I got a pink Coach purse that I paid over \$200 for and have maybe used twice.”

Junior, Florida

## LEARNING OUTCOMES

List the Baby Steps.

Explain the three basic reasons for saving money.

Identify the benefits of having an emergency fund.

Demonstrate how compound interest works and understand the impact of annual interest rate.

## KEY TERMS

Baby Steps  
Compound Interest  
Emergency Fund  
Interest Rate  
Money Market  
Sinking Fund

# BEFORE YOU BEGIN

## What do you know about saving?

Before watching the lesson, read each statement below and mark whether you agree or disagree in the “before” column. Then, after watching the lesson, do it again using the “after” column to see if you changed your mind on any question.

Before			After	
Agree	Disagree		Agree	Disagree
<input type="checkbox"/>	<input type="checkbox"/>	1. The amount of money you save depends on how much money you earn. Simply put, you will <i>save</i> more when you <i>earn</i> more.	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	2. A savings account at your bank is the best place to put your emergency fund.	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	3. The two biggest factors in compound interest and building wealth are time and the initial amount of the investment.	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	4. It is okay to use your emergency fund to pay cash for big purchases such as a TV or a cell phone.	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	5. You should pay yourself first before you pay bills.	<input type="checkbox"/>	<input type="checkbox"/>

What are your initial thoughts about saving?

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What do you want to learn about saving?

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## The Seven Baby Steps

### Step 1

\$1,000 in an emergency fund (or \$500 if you make less than \$20,000 a year)

### Step 2

Pay off all debt except the house utilizing the debt snowball

### Step 3

Three to six months expenses in savings

### Step 4

Invest 15% of your household income into Roth IRAs and pre-tax retirement plans

### Step 5

College funding

### Step 6

Pay off your home early

### Step 7

Build wealth and give!

## MORE INFO

The **Seven Baby Steps** are the steps you should take to reach financial peace.

If you are not in debt, these steps will serve as your compass or framework for financial success.

You will find the Seven Baby Steps explained in detail throughout this course. When you begin implementing them for yourself, be sure to follow them in order and complete each one before moving on to the next.



## MONEY FACTS

**70%** of consumers live paycheck to paycheck.

*The Wall Street Journal*

The United States has a **-.6%** savings rate.

Department of Commerce

Only **41%** of Americans save regularly.

Federal Reserve System

**Half** of American households live on less than \$46,326 a year.

U.S. Census Bureau

## Take the First Step



Baby Step 1 is \_\_\_\_\_ in an emergency fund.

If you make under \$20,000 a year, put \_\_\_\_\_ in an emergency fund.

\_\_\_\_\_ must become a priority. Always pay yourself first.

The United States has a \_\_\_\_\_ savings rate.

Saving money is about \_\_\_\_\_ and \_\_\_\_\_.

Money is \_\_\_\_\_.

END OF VIDEO PART 1

You should save money for three basic reasons:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

## Emergency Fund

\_\_\_\_\_ are going to happen. Count on it.

Baby Step 1, a beginner emergency fund, is \_\_\_\_\_ in the bank (or \$500 if your household income is below \$20,000 per year).

## REAL LIFE

Do you think people who *make* more actually *save* more? Think again. Harris Interactive conducted a survey for CareerBuilder.com (November/December 2006) of 6,169 full time adult workers. The survey, according to a Reuters news release, found that 19% of workers who make over \$100,000 live paycheck to paycheck.



Baby Step 3 is a fully funded emergency fund of 3-6 months of expenses.

A great place to keep your emergency fund is in a \_\_\_\_\_  
 \_\_\_\_\_ account from a mutual fund company.

**WISE GUYS**

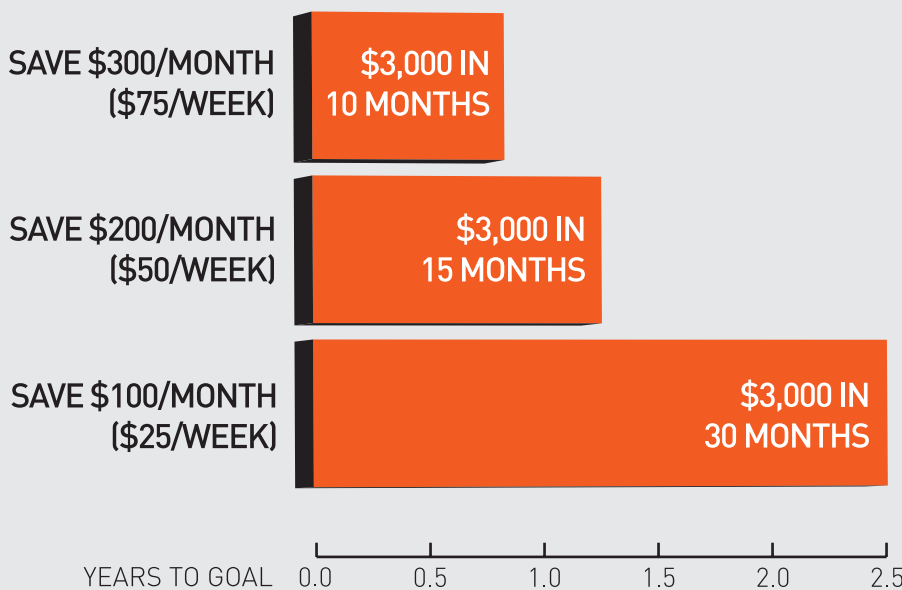
“If you do the things you need to do when you need to do them, then someday you can do the things you want to do when you want to do them.”

Zig Ziglar

**“I’m 14 and want to buy a car in a couple of years. How much money will it take to get a good one?”**

**DAVE’S ANSWER:** You can buy a good used car for around \$3,000. This may seem like a lot right now, but let me show you how easy it can be. Let’s say you work part-time after school and on weekends. If you make \$100 a week and save it all, you’ll have enough for a car in only eight months. Pretty cool, huh?

Can’t do \$100 a week? Saving a little bit at a time adds up and you will eventually reach your goal. Take a look at the graph below for a few ways it can be done.



**“How should I prepare to manage my money when I go off to college and what should I do when I’m there?”**

**DAVE’S ANSWER:** One thing you want to be sure to do in college is avoid credit cards. They’re going to be tempting you on every corner. And of course, you need to learn how to operate, balance and reconcile a checkbook.

You also need to learn how to do a zero-based budget where you look at what you’re going to spend every month. A friend of mine gives his college-age daughter \$200 a month for expenses and she has to do a written plan showing exactly what she’s going to do with that money before each month begins.



### MORE INFO

For example...

Say you borrow to purchase a \$4,000 dining room set.

Most furniture stores will sell their financing contracts to finance companies.

This means you will have borrowed at 24% with payments of \$211 per month for 24 months. So, you will pay a total of \$5,064, plus insurance, for that set.

But if you save the same \$211 per month for only 18 months, you will be able to pay cash.

When you pay cash, you can almost always negotiate a discount, so you will be able to buy it even earlier.

Your emergency fund is not an \_\_\_\_\_, it is insurance.

Do not \_\_\_\_\_ this for purchases.

The emergency fund is your \_\_\_\_\_ savings priority. Do it quickly!

The second thing you save money for is \_\_\_\_\_.

### **Purchases**

Instead of \_\_\_\_\_ to purchase, pay cash by using a \_\_\_\_\_ approach.

END OF VIDEO PART 2

## Wealth Building

The third thing you save money for is

\_\_\_\_\_.

\_\_\_\_\_ is a key ingredient when it comes to wealth building.

Building wealth is a \_\_\_\_\_, not a sprint.

Pre-\_\_\_\_\_ (PACs) withdrawals are a good way to build in discipline.

\_\_\_\_\_ is a mathematical explosion. You must start \_\_\_\_\_.

## MORE INFO

You should have an emergency fund because unexpected things are going to happen. Smart people have known this for centuries and used to say, "In the house of the wise are stores of choice food and oil, but a foolish man devours all he has." (Proverbs 22:7) In other words, having some money saved back can turn a crisis into an inconvenience.

### Compound Interest Is Powerful

Take \$1,000 and earn 10% on it. Your interest at the end of the year is \$100. Add that to your original \$1,000 and you have \$1,100. At the end of the next year, your \$1,100 is compounded at 10% interest, so your return on investment is \$110. Add that to the \$1,100 and you now have \$1,210. Your interest on \$1,210 is \$121. So as time passes, the amount you earn from interest grows. That is why it is so important that you start now. You have more time for your interest to snowball and pick up more and more snow!

### How to Calculate Compound Interest

Use this simple formula to figure out the future value of a deposit once compound interest has worked its magic.

$$FV = PV(1+r/m)^{mt}$$

FV is the future value

PV is the present value

r is the annual rate of interest as a decimal (5% is expressed as the decimal .05)

m is the number of times per year the interest is compounded (monthly, annually, etc.)

t is the number of years you leave it invested (use 40)

## REAL LIFE

Compound interest is interest paid on interest previously earned; credited daily, monthly, quarterly, semi-annually, or annually on both principal and previously credited interest.

## ! STUPID TAX

"I played this internet game site where you could buy extra 'pixel' clothing and hairstyles. I ended up spending over \$100 on pixels for the game."

Freshman, Alabama

"I blew all my money trying to get a stuffed animal out of one of those machines with the claws."

Junior, Florida

## FEEDBACK

"I've read some of Dave Ramsey's stuff and learned a ton.

As soon as I turned 16, I started working and have been saving money ever since.

After just over a year of working, I have saved between \$5,000-\$6,000 to buy a car. What he says really works."

Senior, Alabama

## The Story of Ben and Arthur

Both save \$2,000 per year at 12%. Ben starts at age 19 and stops at age 26, while Arthur starts at age 27 and stops at age 65.

END OF VIDEO PART 3

AGE	BEN INVESTS:		ARTHUR INVESTS:	
19	2,000	2,240	0	0
20	2,000	4,749	0	0
21	2,000	7,558	0	0
22	2,000	10,706	0	0
23	2,000	14,230	0	0
24	2,000	18,178	0	0
25	2,000	22,599	0	0
26	2,000	27,551	0	0
27	0	30,857	2,000	2,240
28	0	34,560	2,000	4,749
29	0	38,708	2,000	7,558
30	0	43,352	2,000	10,706
31	0	48,554	2,000	14,230
32	0	54,381	2,000	18,178
33	0	60,907	2,000	22,599
34	0	68,216	2,000	27,551
35	0	76,802	2,000	33,097
36	0	85,570	2,000	39,309
37	0	95,383	2,000	46,266
38	0	107,339	2,000	54,058
39	0	120,220	2,000	62,785
40	0	134,646	2,000	72,559
41	0	150,804	2,000	83,506
42	0	168,900	2,000	95,767
43	0	189,168	2,000	109,499
44	0	211,869	2,000	124,879
45	0	237,293	2,000	142,104
46	0	265,768	2,000	161,396
47	0	297,660	2,000	183,004
48	0	333,379	2,000	207,204
49	0	373,385	2,000	234,308
50	0	418,191	2,000	264,665
51	0	468,374	2,000	298,665
52	0	524,579	2,000	336,745
53	0	587,528	2,000	379,394
54	0	658,032	2,000	427,161
55	0	736,995	2,000	480,660
56	0	825,435	2,000	540,579
57	0	924,487	2,000	607,688
58	0	1,035,425	2,000	682,851
59	0	1,159,676	2,000	767,033
60	0	1,298,837	2,000	861,317
61	0	1,454,698	2,000	966,915
62	0	1,629,261	2,000	1,085,185
63	0	1,824,773	2,000	1,217,647
64	0	2,043,746	2,000	1,366,005
65	0	<b>2,288,996</b>	2,000	<b>1,532,166</b>

Saving only \$167 a month!

Arthur invested \$78,000 and NEVER caught up!

Ben invested only \$16,000!

Rate of Return, or \_\_\_\_\_ rate,  
is important.

END OF VIDEO PART 4

## **\$ MONEY FACTS**

**81%** of teens agree  
“it’s important to me  
to have a lot of money  
in my life.”

Charles Schwab survey

Only **22%** of teens  
say they know how to  
invest money to make  
it grow.

Charles Schwab survey

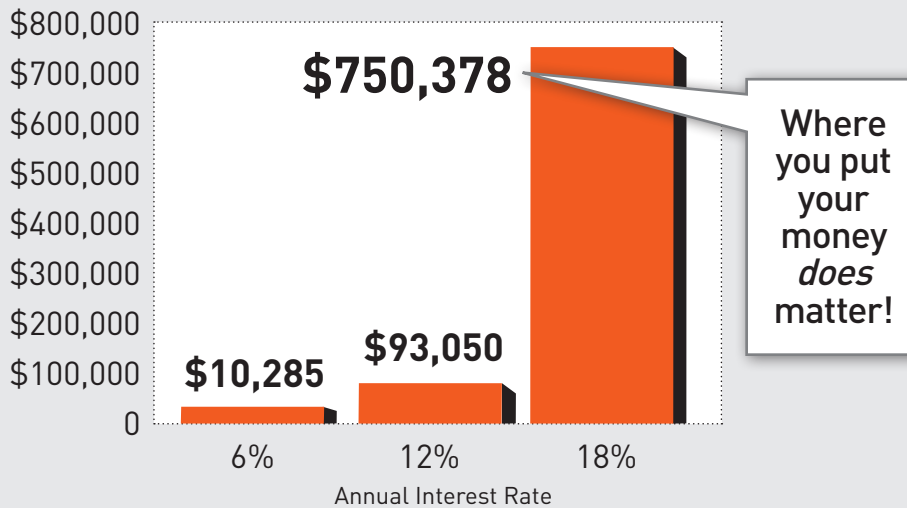
**84%** of teens have  
some money saved,  
with an average  
of \$1,044.

Charles Schwab survey

**1 in 4** (24%) teens  
agree that since they  
are young, saving  
money isn’t  
that important.

Charles Schwab survey

### **\$1,000 ONE-TIME INVESTMENT, NO WITHDRAWAL AGE 25 TO AGE 65 (40 YEARS)**



## **Chapter Recap**

Make savings a priority. **START NOW!**

Compound interest works over time and the rate of return will make a difference in how large your investment grows. Remember Ben and Arthur.

An emergency fund is your backup strategy when unexpected financial events happen. Baby Step 1 is \$1,000 in your emergency fund (\$500 if you earn less than \$20,000).

Discipline and focused emotion is the key to saving.

Use the 80/20 rule. Handling money is 80% behavior and only 20% head knowledge. Anyone can learn to save!

# CHAPTER 1: MONEY IN REVIEW

## Vocabulary

Amoral  
Baby Steps  
Compound Interest  
Emergency Fund  
Interest Rate  
Money Market  
Murphy's Law  
Pre-Authorized Checking  
Priority  
Sinking Fund

## Matching

- a. money market
- b. \$500/\$1,000 in an emergency fund
- c. 3-6 months of expenses
- d. pay off debt
- e. amoral
- f. discipline
- g. compound interest
- h. Murphy's Law
- i. sinking fund
- j. savings account

- \_\_\_ 1. Saving money for a purchase and letting the interest work for you rather than against you
- \_\_\_ 2. Money is neither good nor bad
- \_\_\_ 3. Emergency Fund goes here
- \_\_\_ 4. Interest on interest
- \_\_\_ 5. If it can go wrong, it will; unexpected events
- \_\_\_ 6. Baby Step 1
- \_\_\_ 7. Baby Step 3
- \_\_\_ 8. Key to wealth building

## Multiple Choice

- 9. For most people, a fully-funded emergency fund will be about:
  - a. \$1,000
  - b. \$3,000-5,000
  - c. \$5,000-10,000
  - d. \$10,000-15,000
- 10. Ben and Arthur illustrate which principle of saving?
  - a. rule of 72
  - b. compound interest
  - c. simple interest
  - d. none of the above
- 11. Baby Steps 1 and 3 have to do with:
  - a. saving
  - b. emergency fund
  - c. getting out of debt
  - d. both a and b
- 12. You should save for the following:
  - a. emergency fund
  - b. purchases
  - c. wealth building
  - d. all of the above
- 13. How many Baby Steps are there?
  - a. 4
  - b. 5
  - c. 6
  - d. 7
- 14. Saving is about contentment and:
  - a. emotion
  - b. greed
  - c. having money
  - d. pride

15. The following is true about PACs:
  - a. stands for Personal Account Coordinator
  - b. stands for Pre-Authorized Checking
  - c. helps build discipline when saving
  - d. both b and c
16. The saving habits of Ben and Arthur help to illustrate the principal of compound interest.
  - a. true
  - b. false
17. Dave's 80/20 rule says when it comes to money, 80% is head knowledge and 20% is behavior.
  - a. true
  - b. false
18. Your income level greatly affects your savings habits.
  - a. true
  - b. false
19. Interest is money paid to a saver by a financial institution.
  - a. true
  - b. false
20. The correct order for using your money is: pay bills, save, then give.
  - a. true
  - b. false

## Short Answer

21. Why do you think the United States has a negative savings rate? How does this relate to your personal savings habits?
22. List the Baby Steps. Why do you think Dave skips Baby Step 2 in this lesson?
23. Explain the relationship between having an emergency fund and Murphy's Law.

24. Calculate the compound interest for each problem below:
  - \$1,000 at 6% interest for three years
  - \$500 at 18% interest for four years
  - \$1,500 at 12% interest for two years
25. What are the three primary savings goals?
26. What changes can you make now in your own life based on what you saw in the video? How will these changes help?
27. Why do you need an emergency fund at your age?
28. Why do you need to have \$1,000 in the bank before paying off debt?
29. How does compound interest differ from simple interest?

## Case Studies

30. What was the most important piece of information or concept you learned from this lesson? How will you apply it to your life?
31. Jeremy has been out of school for two years, has a good job, and recently got a raise. He is excited about investing and always puts part of his check into savings. Although he has \$6,500 in debt left to pay, he is making more than the minimum payments and should be debt free in 15 months. Should he continue to save or pay off his debts? Justify your answer.
32. Melissa is about to get a \$200 per month raise. She wants a new television and some furniture. She has \$500 in her savings account and figures with her raise she will have the cash to make her purchases easily within a few months. She also has \$1,000 in available credit remaining on her credit card and is thinking about using it to buy everything now rather than waiting until she has the money. What would you tell Melissa? Justify your answer.

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