

LESSON PLAN

Income Essentials

- IT'S A -
**MONEY
THING®**

INCLUDED IN THIS PACKAGE

- **LESSON PLAN** (2 pages)
- **ACTIVITY** (7 pages)
- **QUIZ** (1 page)
- **ACTIVITY ANSWER KEY** (1 page)
- **QUIZ ANSWER KEY** (1 page)

COLLECT FROM YOUR LIBRARY

- **VIDEO 25** (*Income Essentials*)
- **HANDOUT 25** (*Income Essentials*)
- **PRESENTATION 25** (*Income Essentials*)

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LESSON PLAN

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GRADES

7 to 9

TIME

45 minutes



OVERVIEW

What influences how much money you might make in the future? In this lesson, students will explore four major factors that influence income: career choice, education, skills and economic trends. Students will reflect on how their interests, abilities and the world around them can all play a part in building a successful career.

GOALS

- Encourage students to examine the factors that influence how much money people earn
- Support students in developing a flexible mindset for thoughtful career planning and lifelong learning

OBJECTIVES

- Identify key factors that influence income: career choice, education, skills and economic trends
- Discuss workforce trends over time and identify careers that have adapted, emerged or become obsolete
- Develop strategies to improve earning potential

ASSESSMENT

Use the activity in this lesson plan to assess students' grasp of the topic. An optional quiz is also provided (the quiz is not factored into the lesson's 45-minute runtime).

Did you know?** This lesson plan explores concepts from Standard 1 (Earning Income) from the **Council for Economic Education's National Standards for Personal Financial Education.

MATERIALS

- ☐ **VIDEO 25**—*Income Essentials*
- ☐ **HANDOUT 25**—*Income Essentials*
- ☐ **PRESENTATION 25**—*Income Essentials*
- ☐ **ACTIVITY**—*Career Connections and Answer Key*
- ☐ **QUIZ**—*Income Essentials and Answer Key*

PREPARATION

- Gather digital materials (video and presentation)
- Print **HANDOUT 25** for each student
- Prepare the **ACTIVITY**: Print and cut out the Career Connections card sets; to create your own custom sets, use the blank cards provided (page 5); print and cut out the Career Curveball cards
- (Optional) Print **QUIZ** (Income Essentials) for each student

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5 minutes Introduce topic and show **VIDEO 25** (*Income Essentials*)

25 minutes Facilitate the **ACTIVITY**

5 minutes Wrap up and distribute **HANDOUT 25**

(Optional) Assessment: **QUIZ**
(Income Essentials)

- Distribute one card to each student (if your class doesn't divide evenly into groups of four, use a partial set or pair two students to a card)
- Use the Answer Key to verify matches as groups form
- Once all groups are ready, give each one a Career Curveball card
- Allow time for groups to discuss their curveball scenario and decide how they would respond
- Invite each group to share their original match, the curveball they received and how they responded to the challenge

6. Wrap up by asking the following:

- What's one skill, experience or habit you could start now that might help your future career?

7. Distribute **HANDOUT 25**

8. (Optional) Distribute **QUIZ** for individual assessment, or answer the questions together as a class; decide whether or not students can reference their notes/handouts during the quiz

1. Begin with a quick brainstorm. Ask students:
 - What do you think affects how much money someone earns?

Write their responses on the whiteboard and circle any answers that match the four key income factors:

- Career choice
- Education
- Skills
- Economic trends

2. Show **VIDEO 25**

3. After the video, ask students to name the four income factors; if any were missed during the brainstorm, add them to the board so that all four are clearly visible

4. Go over **PRESENTATION 25**

5. Facilitate the **ACTIVITY**

- Explain that each student will receive one card—either a Career, Education Path, Skill or Trend—and their task is to find three other students with cards that complete a logical set

NOTES

This image shows a blank sheet of white paper designed for writing. It features ten horizontal blue lines spaced evenly down the page. A single vertical red line runs along the left edge, creating a margin. The paper is otherwise empty of any text or markings.



ACTIVITY

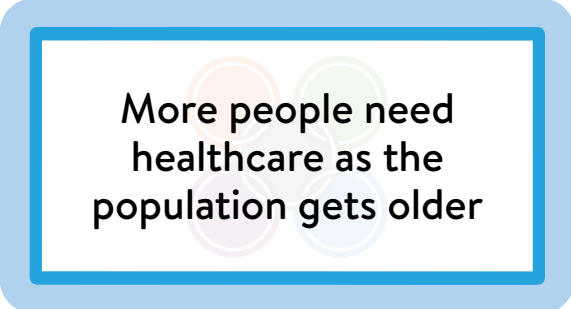
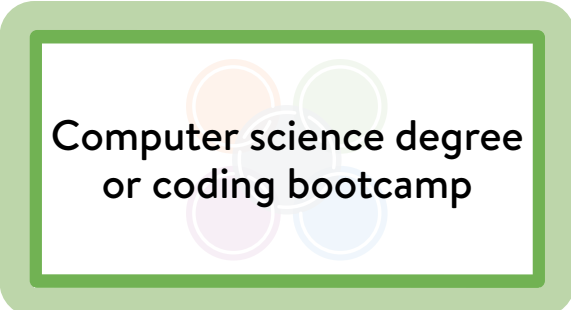
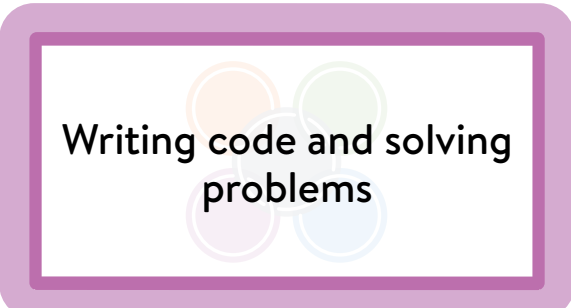
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CAREER CONNECTIONS—STANDARD CARDS

Directions: Cut out the cards, shuffle them well and distribute one to each student. Instruct students to work together to form complete sets containing one Career, one Education Path, one Skill and one Trend.

 Nurse	 University degree and special training to become a nurse
 Helping people and making quick decisions	 More people need healthcare as the population gets older
 Software developer	 Computer science degree or coding bootcamp
 Writing code and solving problems	 More jobs in tech as businesses move online



ACTIVITY

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Directions: Cut out the cards, shuffle them well and distribute one to each student. Instruct students to work together to form complete sets containing one Career, one Education Path, one Skill and one Trend.

 Electrician	 Hands-on training through an apprenticeship
 Fixing electrical problems safely	 More homes and businesses are upgrading old wiring for safety
 Graphic designer	 College or university program in design
 Combining images and text to share a message	 Businesses need more online ads and social media posts



ACTIVITY

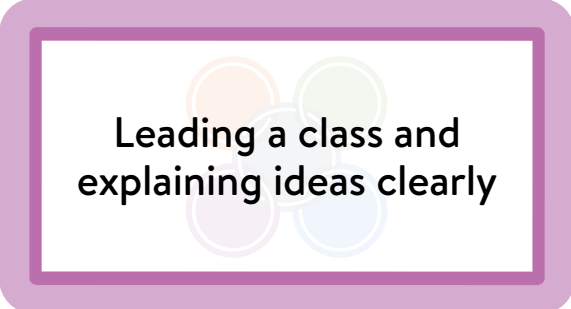
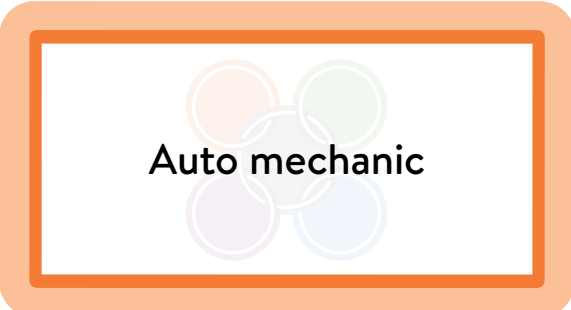
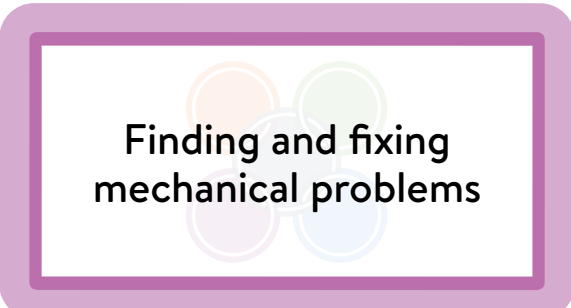
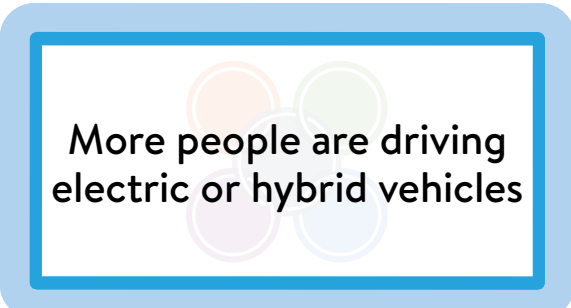
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CAREER CONNECTIONS—STANDARD CARDS

Directions: Cut out the cards, shuffle them well and distribute one to each student. Instruct students to work together to form complete sets containing one Career, one Education Path, one Skill and one Trend.

 Teacher	 University degree and teacher training program
 Leading a class and explaining ideas clearly	 More classrooms are using technology and online tools
 Auto mechanic	 Trade school program for learning how to fix vehicles
 Finding and fixing mechanical problems	 More people are driving electric or hybrid vehicles



ACTIVITY

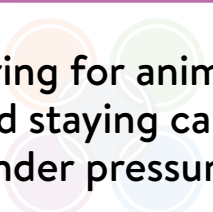
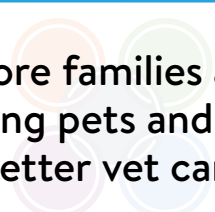
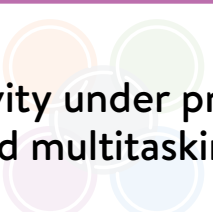
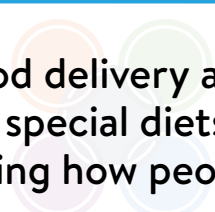
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CAREER CONNECTIONS—STANDARD CARDS

Directions: Cut out the cards, shuffle them well and distribute one to each student. Instruct students to work together to form complete sets containing one Career, one Education Path, one Skill and one Trend.

 Veterinary assistant	 Certificate or diploma in animal care
 Caring for animals and staying calm under pressure	 More families are getting pets and want better vet care
 Chef	 Culinary school or learning on the job
 Creativity under pressure and multitasking	 Food delivery apps and special diets are changing how people eat



ACTIVITY

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CAREER CONNECTIONS – BLANK CARDS

Directions: These blank cards can be used to customize the activity. Write one Career, one Education path, one Skill and one Trend on each set of cards. These can reflect local industries or student interests.

Career 	Education Path
Skill 	Trend
Career 	Education Path
Skill 	Trend



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CAREER CONNECTIONS—CURVEBALL CARDS

Directions: Cut out the cards. After students complete their Career Connection sets, give one Curveball Card to each group. Ask students to discuss how they would respond to the scenario.

 CAREER CURVEBALL Industry Shift A new technology has replaced many tasks in your chosen career. What skills could help you adapt or pivot to a related job?	 CAREER CURVEBALL Surprise Strength You discover a hidden talent for something that isn't part of your current career set. Would you explore a new direction? Why or why not?
 CAREER CURVEBALL Relocation Required A great opportunity comes up—but it's in another city or country. What would you consider before accepting it?	 CAREER CURVEBALL Rising Competition Many people have recently entered your field, making it harder to stand out. What could you do to set yourself apart?



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CAREER CONNECTIONS—CURVEBALL CARDS

Directions: Cut out the cards. After students complete their Career Connection sets, give one Curveball Card to each group. Ask students to discuss how they would respond to the scenario.

 CAREER CURVEBALL New Trend Alert A major trend or event has suddenly increased demand for your career. What actions could you take to respond to this new opportunity?	 CAREER CURVEBALL Lifestyle Clash You love the work, but the schedule or stress level doesn't fit your lifestyle. What changes could you make to improve your work-life balance?
 CAREER CURVEBALL Tools of the Trade A new tool or software becomes standard in your field. How would you go about learning the new tool? Why is lifelong learning important?	 CAREER CURVEBALL Fast Track There's a shortcut to get into your career faster—but it means skipping some training. Would you take it, or stick with the original path?



QUIZ

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NAME: _____

TOTAL
/ 7 pts

MULTIPLE CHOICE

Directions: CIRCLE the best possible answer to each question.

1. Which of the following is the best example of an economic trend affecting jobs?
 - a. A restaurant adding new menu items
 - b. A new law changing how companies use technology
 - c. Someone deciding to switch careers
 - d. A store changing its business hours
2. What is the connection between education and income?
 - a. More education always guarantees you will earn the most
 - b. Education has no effect on how much you earn
 - c. Only university degrees lead to high-paying careers
 - d. Education can increase access to better-paying jobs

/2 pts

SHORT ANSWER

Directions: Answer the following question in a few words.

3. Name two things you could do now or in the future to improve your income potential.

/2 pts

TRUE OR FALSE

Directions: CIRCLE either true or false.

4. TRUE or FALSE Once you choose a career, you can't ever change it.
5. TRUE or FALSE Some jobs today didn't exist 10 or 20 years ago.
6. TRUE or FALSE Career choices can also affect your lifestyle, not just your income.

/3 pts

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ACTIVITY ANSWER KEY

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CAREER CONNECTIONS

Directions: Use this Answer Key to check each group's completed Career Connections card set.

SET	CAREER	EDUCATION	SKILL	TREND
1	Nurse	University degree and special training to become a nurse	Helping people and making quick decisions	More people need healthcare as the population gets older
2	Software developer	Computer science degree or coding bootcamp	Writing code and solving problems	More jobs in tech as businesses move online
3	Electrician	Hands-on training through an apprenticeship	Fixing electrical problems safely	More homes and businesses are upgrading old wiring for safety
4	Graphic designer	College or university program in design	Combining images and text to share a message	Businesses need more online ads and social media posts
5	Teacher	University degree and teacher training program	Leading a class and explaining ideas clearly	More classrooms are using technology and online tools
6	Auto mechanic	Trade school program for learning how to fix vehicles	Finding and fixing mechanical problems	More people are driving electric or hybrid vehicles
7	Veterinary assistant	Certificate or diploma in animal care	Caring for animals and staying calm under pressure	More families are getting pets and want better vet care
8	Chef	Culinary school or learning on the job	Creativity under pressure and multitasking	Food delivery apps and special diets are changing how people eat



QUIZ ANSWER KEY

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MULTIPLE CHOICE

Directions: CIRCLE the best possible answer to each question.

1. Which of the following is the best example of an economic trend affecting jobs?
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/2 pts

SHORT ANSWER

Directions: Answer the following question in a few words.

3. Name two things you could do now or in the future to improve your income potential.

LEARN NEW SKILLS, GET MORE EDUCATION, GAIN EXPERIENCE,

STAY INFORMED ABOUT ECONOMIC TRENDS, RESEARCH IN-DEMAND CAREERS

/2 pts

TRUE OR FALSE

Directions: CIRCLE either true or false.

4. TRUE or ☒ FALSE Once you choose a career, you can't ever change it.
5. ☒ TRUE or FALSE Some jobs today didn't exist 10 or 20 years ago.
6. ☒ TRUE or FALSE Career choices can also affect your lifestyle, not just your income.

/3 pts