

ALL

OFF

BLEND

RECOMMENDED
PRODUCT

HAND MADE
PRODUCT

FINE
TAKES

SALE
10%
DISCOUNT

SAVE
UP TO
50%

NEW

BEST
SELLER

HOT
SALE

H.A.B.I.T.S.SM

FOR SMART
CONSUMER
SPENDING

BIG
SALE



Add to Cart

%
ce

% DISCOUNT

100% ORGANIC

100% ORGANIC



AWESOME

QUALITY PRODUCT

PACKAGE DEAL

30% OFF SALE



The mission of Broadview Financial Well-Being is to guide and encourage individuals to focus on achieving economic stability – using innovative tools, making informed decisions, and encouraging positive habits.

Broadview Financial Well-Being learning content and activities are aligned to the applicable K-12 educational learning standards: The New York State Learning Standards: Career Development and Occupational Studies; The National Standards in K-12 Personal Finance Education; and The Common Core Learning Standards; or the applicable adult learning standards: Institute for Financial Literacy: National Standards for Adult Financial Literacy Education.

Content courtesy of The Mint, ©Northwestern Mutual, Updated 2016 – Buy It...Or Not?, p. 3, Adapted from <http://www.themint.org/teens/buy-it-or-not.html>; Shop Smart, p. 6, Adapted from <http://www.themint.org/teens/smart-shopping.html>; How to Use Savings, p. 7, Adapted from <http://www.themint.org/kids/saving-basics.html>.

Content courtesy of USAA, ©USAA 2016 – Teach Your Teen How to Save and Budget, p. 8, http://thumbnails-visually.netdna-ssl.com/youth-good-money-habits_5571e16c1362b_w1500.jpg.

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POSITIVE CONSUMER H.A.B.I.T.S.

H

How important is this item?

Identify the priority level of the purchase, and decide if you should move forward.

A

Ask key questions: Is this something to buy now or later?

Is it a need or a want? Can I fulfill the need or want in another way?

B

Budget. Where does this item fit in your financial plans? Is it something you've saved up for, or is it a "pop-up purchase"? Can you get the same item for less money by doing some comparison shopping?

I

Inquire. What information do I need to make a decision about this item? What are the reliable sources? Talk to friends and others you trust, who might know about this product.

T

Take action. Go ahead! You've done your homework, so make the purchase and enjoy the consumer experience!

S

Secure your purchase. Keep your purchase records in a safe place. Items like the receipt, payment method used, and warranty information will be helpful if you have a problem with the item in the future, or if you need to return the item.

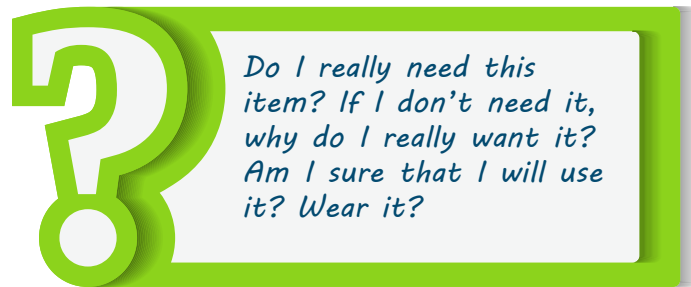
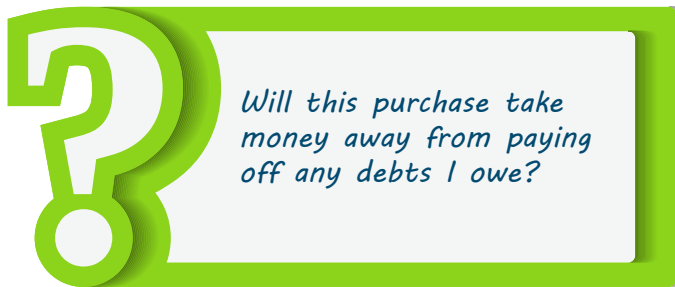
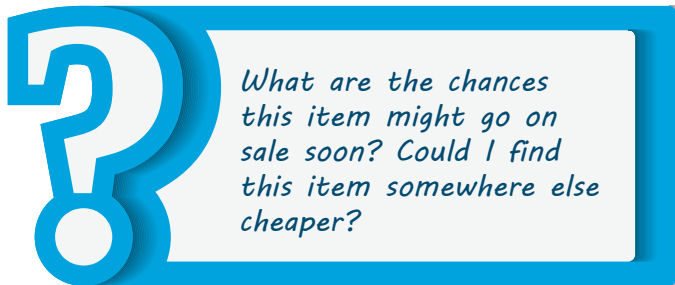
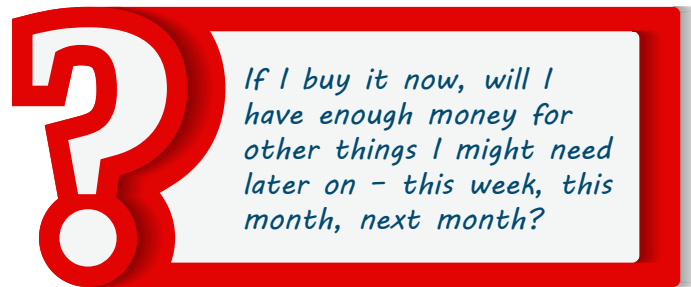
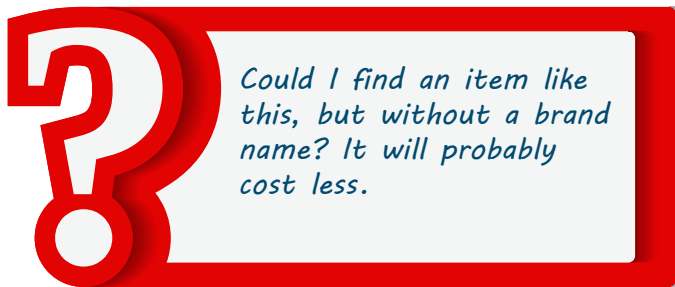
Developing these H.A.B.I.T.S. means you have to pay attention, but the benefits are worthwhile!

BUY IT...OR NOT?

We live in a world where the pressure to spend money is constant. You are surrounded by ads. And advertisers are now placing products in movies and inserting messages on social media. They're even in online blogs and message boards.

Resist impulse buying. Advertisers study buyers and buying habits all the time. These people have got some pretty clever ways to convince you that you must have something. Advertisers don't want you to think about what you're doing. They want you to buy right now – if you stop to think, you might not buy.

Why can't you just dip into savings – just this once – to make the purchase? Once you start spending your savings on things you don't really need, it will be gone before you know it. How do you hang on to your cash so you don't just buy impulsively? Ask yourself these questions:



Visit <https://www.oag.state.md.us/WiseBuys> for more teen consumer tips you can really use!

PRACTICE POSITIVE CONSUMER H.A.B.I.T.S.

Let's role play! Using the Positive Consumer H.A.B.I.T.S. process on page 2, decide the best way to spend your money in each scenario below. **NOTE:** The money to be spent on these items for the role play is **your personal money**, not your family's money. You cannot solve the problem by asking your parents, grandparents or family/friends for money.



1. You want to buy an iPad mini and you have saved enough money to buy one. You don't know much about iPad minis, but your friend has one and she really likes it. You and a friend go to the store and approach the salesperson, who tries to talk you into buying an iPad mini, a case, and a sound system to go with it. You are not sure what to do, but you really want an iPad. What do you do?



2. You want a new backpack for school. The local store has one for \$35; it is a name brand and it is the color and style you want. You really want it, but it will take you a few weeks of saving your allowance. A school friend tells you he has the same backpack and will sell it to you for \$20. He says it's only slightly used. It is a different color from the one you want but it is \$15 cheaper. What do you do?



3. During the first week of school, you get a list of supplies for the year. Some will not be needed until the second quarter of school. You have \$75 set aside to buy all the required items. After a quick calculation, you realize you have \$25 left to purchase items you will not need until second quarter. Your friend tells you about a deal he found on the internet for video games. The games cost \$25, and it is buy one get one free. If you pool your \$25 with your friend's \$25 you will have enough to get the video games plus two extra ones, but you must buy them today. What should you do? Buy the school supplies now for the second quarter or buy the video games and get the deal?



4. You go to a store to buy a new skateboard. The salesperson informs you that if you buy today, you will get a discount on the newest model. It will cost more than you wanted to spend, but it looks awesome!! Your parents have told you that if you want to purchase this skateboard, then you have to use only your money to buy it. What do you do?



5. You need a calculator at school. It has to be a scientific calculator. There is a great calculator for \$19.99 at your local bookstore, where prices are known to be higher. You were told that you need these items on the first day of school and you only have 2 days left before school starts. Should you buy the calculator now at the local store or should you wait and check prices at other stores where you know that you can probably get it for half that price? What do you do?



6. Your cousin is taking orders for mega-size chocolate candy bars and she wants you to place an order. They cost \$5 each and part of the profits will be used to support school activities for her school. The candy looks a lot like another chocolate bar that is only \$1 at the grocery store. What do you do?



WHAT IS THE SMART CONSUMER CHOICE?

Use what you have learned about Positive Consumer H.A.B.I.T.S. to make smart choices in each situation below.

1 You need 1 new t-shirt to wear in Physical Education class. The regular price of a t-shirt is \$8. However, there is a sale that allows you to buy 3 for \$18 (only if you buy 3). What is the smart consumer choice? Do the math and explain your decision.

$$\$18 \div 3 \text{ shirts} = \$ \underline{\hspace{1cm}} \text{ per shirt.}$$

I would buy _____ shirt(s) because _____

2 Amara has saved \$80 to buy items needed for school, including a new backpack to replace the worn out one she has been using for a few years. She has been patiently waiting for a sale, since the items normally cost more than Amara has, and she is really excited about getting a new backpack. At the store, Amara sees that some pretty amazing locker accessories are also on sale. Amara has enough money to buy this item and her school supplies, but not the new back pack. What smart consumer choice should Amara to make?

3 New video games normally cost \$65 when they first come out. Adam is a serious gamer, and usually beats the game within a month. The local video game store also sells used games, which are usually no more than \$50 each. If Adam buys the next 3 games used, instead of new, how much money will he save altogether? (NOTE: There are two ways to solve this math problem. Choose the one you like best.)

| | | |
|---|-----------|--|
| $\$65 - \$50 = \$ \underline{\hspace{1cm}}$ Savings | OR | $\$65 \times 3 = \$ \underline{\hspace{1cm}}$ (X) |
| $\$ \underline{\hspace{1cm}} \times 3 \text{ games} = \$ \underline{\hspace{1cm}}$ Savings Total Savings | | $\$50 \times 3 = \$ \underline{\hspace{1cm}}$ (Y) |
| | | $X - Y = \$ \underline{\hspace{1cm}}$ Savings |

4 Marco's grandmother gave him money to buy milk, bread, and eggs at the corner store. On the way, he finds his friends at the neighborhood ice cream truck. They pressure Marco to join them. If he spends money on ice cream, he may not have enough for the groceries. What possible consumer choices could Marco make? What do you feel is the smartest consumer choice?

5 You can sell a used game back to the store for \$15 each. Most new games cost \$65 (plus 8% sales tax). How many used games would you need to sell to the store before you'd have enough money to buy the next new game as soon as it is released?

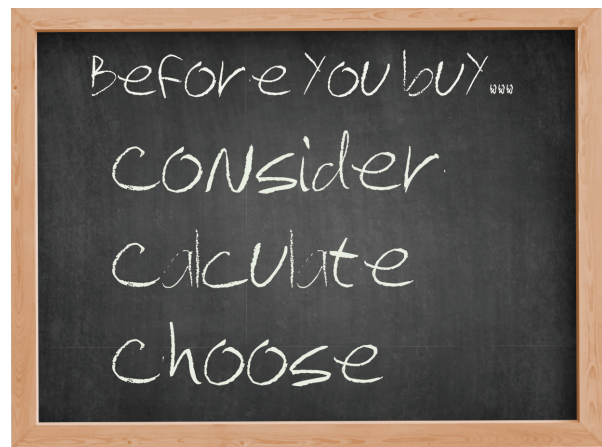
$$\$65 \times (0.08 \text{ sales tax}) = \$ \underline{\hspace{1cm}} \text{ Sales Tax}$$

$$\$ \underline{\hspace{1cm}} \text{ Sales Tax} + \$65 = \$ \underline{\hspace{1cm}} \text{ New Game Cost}$$

$$\$ \underline{\hspace{1cm}} \div \$15 = \$ \underline{\hspace{1cm}} \text{ New Game Cost}$$

Number of Used Games

You Will Need To Sell = _____





SHOP SMART

There are ways of getting what you want without paying top dollar. Here are some ideas:

Don't shop as entertainment. When you hang out at the mall on a Saturday afternoon, you see things you don't need. But because you see them, you want them.

Shop the sales. If you shop the big sales to buy needed items, your shopping stays focused, and you get more for your money. But don't buy just because something is on sale. Do you really *need* it?

Wait for the sale. When you see something you like, approach a salesperson to ask if the item will go on sale anytime soon.

For gifts, shop in advance instead of the last minute. You may be able to get something on sale. Don't wait until the last minute. If you cannot find just the right thing, you may spend your money on something else out of desperation.

Shop places other than the mall. Explore small businesses that are locally owned or second-hand stores.

Use coupons. Read the fine print and use common sense. Don't let the coupon influence the need for your purchase. Use them for items you are already planning to buy.

CLOTHING

- **Shop outlet stores.** They offer good deals on popular designer names.
- **Try discount stores.** They can help you cut corners on important wardrobe items. Not everything you own has to have a designer logo. Buy the basics here, and shop specialty stores for accessories.
- **Look in consignment or second-hand stores.** These stores are usually choosy about accepting only clothes in good condition. You can find great deals.

ENTERTAINMENT

- **Go to matinees and discount theaters.** You know that movie you've been dying to see? Sure, you can go to a multi-plex theater and pay full price. Know the discount theaters in your area, or go to a matinee (tickets are usually cheaper).

- **Don't spend all your money on drinks and popcorn.** Without too much trouble, you can spend more on snacks than on the price of admission. Eat before you go to the movie, buy a beverage during the movie, and then catch a pizza or a burger afterwards. You'll at least be getting more food for your money.

ELECTRONICS, SPORTS GEAR AND BIG-TICKET STUFF

Be a smart consumer. Looking for a digital camera? With the Internet, you can read people's posted reviews of some products. You can also learn about brands, models, and features. The Internet can help you compare prices, too, before you visit a store. Getting all this information before you buy helps you find the right camera for your needs. Collecting information makes you a smart shopper — and can save you money!

HOW SMALL SAVINGS ADD UP

Don't underestimate saving a little here and a little there. Let's take a common way of saving that everyone is familiar with: grocery shopping. Perhaps you buy sale items, clip coupons, and use a preferred-customer card. Your plan pays off. You save \$12 a week. Doesn't sound like much, does it? You'd be surprised. At the end of the year, you will have saved \$624. That's a bundle of cash you could probably find a use for!

Visit <https://www.oag.state.md.us/WiseBuys/shop> for more shopping tips.



HOW TO USE SAVINGS

Have you earned money or gotten it as a gift? What do you do with it? Run right out and spend it? Wait a minute. You have lots of choices. You can:

- 1. SPEND ALL OF IT**
- 2. SAVE ALL OF IT**
- 3. SAVE SOME OF IT AND SPEND THE REST**

You can do even more with your money. Anyone can SPEND money. That's easy. However, you will not have any money in your bank when you need it.

The idea is not to SPEND money but to be money smart and learn how to HANDLE IT. Here's how smart people use the money they have.

LITTLE THINGS

Want to buy a snack at school? Want to rent a video game? Go to the movies? If you have enough money saved up, you can. In fact, the more you save, the more you can do.



BIGGER ITEMS

Do you dream of getting a new bike or a new, fun game? Then you'll need even more time to save because these items cost more money. Keep saving! Even small amounts add up. How about presents for others? You need to save for birthday and holiday gifts, too.

GIVING

Do you feel that helping others is important? Then, save some money for giving, too. You can help those who run animal shelters, protect forests, or look for medical cures. Your money can help pay for this work. Or maybe you want to give money to help other people who need money.

EMERGENCIES

You forget your jacket at soccer practice, and someone steals it. Or you forget to lock up your bike, and it disappears. Your family may expect you to help purchase the new coat or bike. If you don't have some money set aside for such emergencies, you may run into a challenge.

POSITIVE SPENDING INFOGRAPHIC



CRITERIA FOR A QUALITY INFOGRAPHIC:

- Be creative.
- Take design risks.
- Provide important information.
- Make it flow.
- Capture the viewer's attention.
- Show your knowledge and skills.
- Appeal to your audience.



MATH SOLUTIONS TO SMART CONSUMER CHOICE WORD PROBLEMS (P. 5)

1. $\$18 \div 3 \text{ shirts} = \underline{\$6}$ per shirt.

2. No math needed.

3. $\$65 - \$50 = \underline{\$15}$
Savings

$\$15 \times 3 \text{ games} = \underline{\$45}$
Savings Total Savings

OR

$\$65 \times 3 = \underline{\$195}$
(X)

$\$50 \times 3 = \underline{\$150}$
(Y)

$X - Y = \underline{\$45}$
Savings

4. No math needed.

5. $\$65 \times (0.08 \text{ sales tax}) = \underline{\$5.20}$
Sales Tax

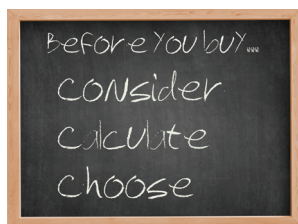
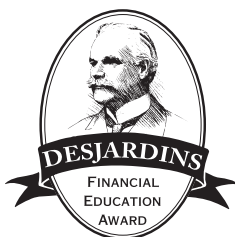
$\underline{\$5.20}$ + \$65 = $\underline{\$70.20}$
Sales Tax New Game Cost

$\underline{\$70.20} \div \$15 = \underline{\$4.68}$
New Game Cost

Number of Used Games

You Will Need To Sell = $\underline{5}$

Broadview FCU is the recipient of both the national and statewide 2018 Desjardins Youth Financial Education Award (more than \$1 billion asset category).



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