

# INFOhio Career Exploration Unit



**Grades 6, 7, & 8**

**Standards:**

**Reading, Writing, Math, Science,  
Physical Education, Career Connection**

## Getting Started with The Lesson

Welcome to INFOhio's Career Exploration Units. These units contain multiple lessons which use INFOhio's digital resources to help students learn, practice, and master key learning standards while learning more about career options. In this lesson, students in Grades 6,7, and 8 will learn more about jobs in the world of finance.

If you have any questions or comments, please go to [support.infohio.org](http://support.infohio.org).

## How to Access INFOhio Resources

INFOhio's license agreements require us to make sure that only Ohio's PreK-12 students, their parents, and educators can use the digital learning content.

We use IP recognition, cookies, and geo-authentication to make it easy for you to use our resources. If our system can automatically recognize that you should have access, you probably don't need to log in with a username and password.

If our system can't automatically recognize that you should have access, you can log in with your INFOhio username and password. You can find the INFOhio username and password for your school by visiting the [INFOhio website](#) and clicking Get Password in the blue box at the bottom of the page.

## Best Practices for Digital Reading

Reading on a screen is different than reading print. The best practices in this guide were collected by the INFOhio Early Learning Task Force from journals, education publications, and research studies. Use these best practices with students of any age to help them become readers who can comprehend, analyze, and evaluate text on the screen or in a book.

- [Best Practices for Digital Reading](#)

## Career Connections

### Career Education

Each Career Exploration Unit includes one lesson focusing on careers within the theme to help children discover the variety of jobs available, connect the classroom to real-world situations, and develop work-readiness skills such as teamwork, decision making, and problem solving.

The Money, Money, Money: The World of Finance unit focuses on the Finance Cluster. This includes technical and professional level careers in financial and investment planning, accounting, banking, insurance, real estate, and business financial management.

## Job Focus

Accountant, Stockbroker, Bank Clerk, Insurance Agent, Bookkeeper, IRS Agent, Real Estate Agent, Banker, Financial Planner. It also includes jobs that focus on securities and investments, business finance, accounting, banking services, insurance, and more.

## Career Connections ODE Career Pathways

The Ohio Department of Education has created many Career Pathways that offer an overview of the options available within a career cluster. Each pathway provides information on the education or training needed, outlook for the careers, and wages. Below are some Career Pathways that will be of interest to students interested in working in the world of finance.

[Accounting](#)

[Banking](#)

[Financial Advisor](#)

[Financial Analysis](#)

[Insurance](#)

[Management](#)

## Ohio Learning Standards

The INFOhio Career Exploration Unit Money, Money, Money: The World of Finance aligns with these Ohio Learning Standards for Reading. See Extend the Learning for additional activities aligned to other content area standards. This unit address Ohio Learning Standards for Grades 6,7,8, but it is easily adapted for other grade levels.

### Anchor Standard

Key Ideas and Details. 1. Read closely to determine what the text says explicitly and to make logical inferences from it. Cite specific textual evidence when writing or speaking to support conclusions drawn from the text.

### Reading Informational Text (Nonfiction)

ELA.RI.6.1 Cite textual evidence to support analysis of what the text says explicitly as well as inferences drawn from the text.

ELA.RI.7.1 Cite several pieces of textual evidence to support analysis of what the text says explicitly as well as inferences drawn from the text.

ELA.RI.8.1 Cite the textual evidence that most strongly supports an analysis of what the text says explicitly as well as inferences drawn from the text.

## Pretest

Before beginning a discussion on finance, have each student complete the checklist “How Much Do You Know About Finance?” found below. Explain that the terms on the checklist are ones that the students will become familiar with as they work through the lessons. Share this research starter on [Finance](#) to begin a discussion about finance and possible careers in the finance industry.

Some guiding questions to discuss include:

- The three areas of finance are business, personal and public. How are they different and what is the significance of each type?
- How are the decisions you make on a personal level connected to public and business finance?
- How can the subjects you study in school affect your financial future?
- What elements of a financial career appeal to you?

## Checklist: How Much Do You Know About Finance?

Test your knowledge about the world of finance by checking the box that best describes your knowledge about financial matters.

	I can write a book about the topic.	I can describe it in a sentence.	I have heard the term but don't know what it is.	I have no clue.
Personal Finance				
Investment Strategy				
Financial Planning				
Portfolio Manager				
Commercial Banking				
Broker				
Securities				
Commodities				
Home Inspector				
Appraiser				
Underwriter				
Consumer Credit				

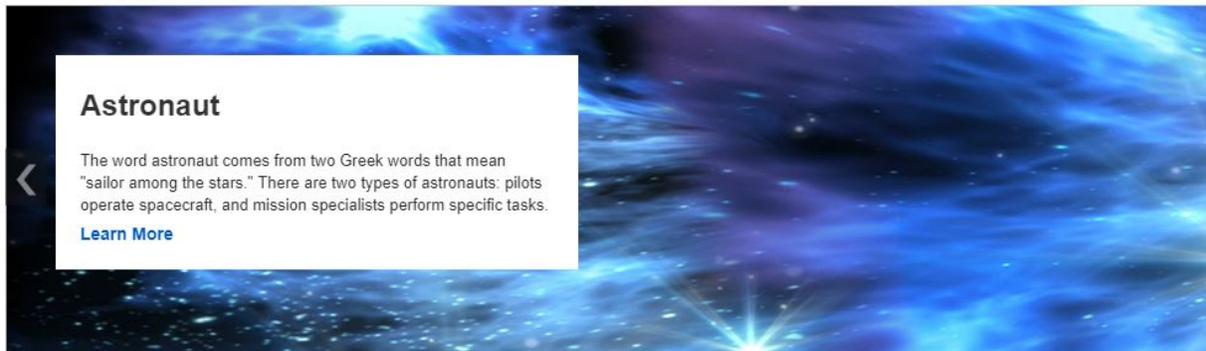
## Post Test

Revisit the checklist used in the pretest discussion and complete the checklist a second time. Discuss the information that students read about the world of finance. Ask students if they can add any details to the answers recorded earlier on the checklist.

- What types of finance careers might match the student's interest?
- Ask students to tell some of the things they learned about finance in their readings. How did the information they learned differ from what they wanted to learn or already knew?

Write a paragraph about why it is important to take care of your financial health and some of the career options that you might pursue or that would be helpful to you. Use information from the resources to support your claims.

## Lesson 1: Real Estate

[Advanced Search](#) [Search History](#)

INFOhio provides access to this collection of educational and trade publications at no cost for Ohio students, teachers, and parents. EBSCO's Explora for Grades 6-8 contains full-text articles from magazines, journals, and newspapers.

**Note on PDFs.** Many of the articles in Explora are available in PDF format, which is a scanned image of the original article including pictures. Whenever possible, the PDF format is preferred. If you do not already have it on your computer, you can download a free version of [Adobe Reader](#).

This lesson will use the article below:

[Get Real](#). Career World. Jan. 2007. Lexile Reading Level: 990.

You can access [Explora for Grades 6-8](#) using this link.

### Activity

#### Read and Discuss

Buying a home is a major life decision and requires careful planning, from choosing the right property to arranging a mortgage. People who work in real estate can help people find the perfect home, arrange for an inspector, or even advise the buyer on getting help with the financing. Read the article "Get Real" to learn more about different types of jobs in real estate. (10-15 minutes)

It's time to find your first house. How will you pay for it? Follow the steps on "Buying Your First Home" worksheet to help you locate a home and determine what your monthly mortgage payment will be. Use the Internet, newspapers, or other sources to find a house you want to buy. How can people who work in real estate help you search for the perfect home? Use information from the article to support your answer. (45-90 minutes)

## Buying Your First Home

It's time to find your first house. How will you pay for it? Assuming that your annual income is \$60,000 (after taxes) and that you cannot pay more than 20-25% of your income for housing, find a house and mortgage payment that will work for you.

Step 1. Locate, evaluate, and price a property that interests you. Use the Internet, newspapers, or any other sources to find a house that you might buy. Check out real estate websites to get ideas on the homes for sale in your area along with prices. Describe the home including address, price, and features.

Step 2. Paying for the property. Assume that you will pay 20% of the purchase price as a down payment. From the three possible loan plans listed below, determine which will be best for you.

\*\*Hint: Use the [How Much Will Your Loan Really Cost?](#) calculator to help you compare the three plans.

A. 15-year mortgage term with a 3% interest rate.

Total Amount Paid Over the Loan Term: \_\_\_\_\_

Minimum Monthly Payment: \_\_\_\_\_

B. 20-year mortgage term with 4% interest rate.

Total Amount Paid Over the Loan Term: \_\_\_\_\_

Minimum Monthly Payment: \_\_\_\_\_

C. 30-year mortgage term with 5% interest rate"

Total Amount Paid Over the Loan Term: \_\_\_\_\_

Mimumin Monthly Payment: \_\_\_\_\_

Step 3. Which mortgage would you choose and why?

Step 4. Now that you have found a property and the cost for it, explain how those who work in real estate helped you in your search for the perfect home. Use information from the article to support your answer.

## Differentiation

The article is provided in two formats: HTML and PDF. If using the HTML, the text can be read aloud. By changing the settings, a large box pop ups on the screen as the text is read aloud. Click on the gear next to LISTEN to change the settings for enhanced visibility and pop-up. PDF is in a visual format that can be projected to a white board and shared and discussed with a large group or by individual students.

## Assessment

After reading and discussing the article, have students answer the following questions as either true or false. Use evidence from the text to support the answer.

- True    False    1. Real estate is a career where people learn how to build a house.
- True    False    2. Developers create new buildings or rehabilitate existing ones.
- True    False    3. Real estate agents and brokers work on commission to earn money.
- True    False    4. Real estate agents do not need a license.
- True    False    5. A home inspector determines a home's value.

Answers: 1. False    2. True    3. True    4. False    5. False



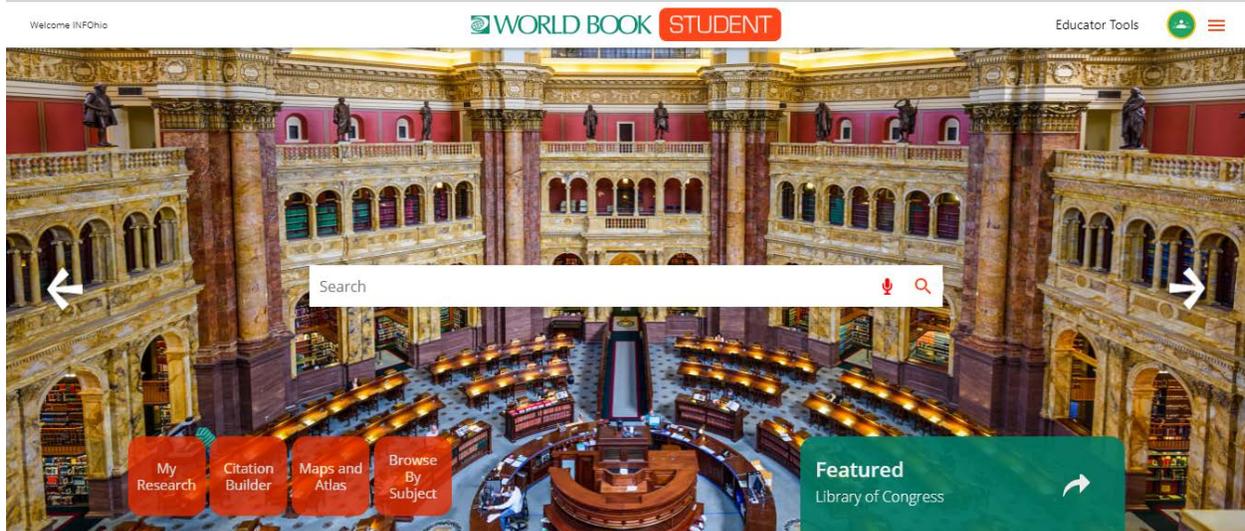
## Read More About It

[ISearch](#) from INFOhio is the perfect place to read more about building bridges. Find reliable information with just one search. Use the tabs to find articles from encyclopedias, newspapers, magazines, and journals along with primary sources, videos, and eBooks at your reading level. Some suggested search terms include real estate agents, real estate careers, real estate appraisers, realtors, rental agents, and property managers. For more about ISearch, view the [Research Made Easy With ISearch Video](#).

Also try: Clark, Betty. *Choosing a Career in Real Estate*.

Evans, Mariwyn. *Opportunities in Real Estate Careers*.

## Lesson 2: Banking



INFOhio provides access to this collection of educational and trade publications at no cost for Ohio students, teachers, and parents. World Book Students is an online encyclopedia that includes articles, video clips, images, primary sources and more. World Book Timelines covers many subjects and features for students and teachers to create and share their own timelines.

This lesson will use these resources:

[World Book Student](#). Search Term: "Bank." Lexile Reading Level: 1080.

[World Book Timelines](#)

You can access [World Book Student](#) using this link.

You can access [World Book Timelines](#) using this link.

## Activity

### Read and Discuss

Use World Book Student to locate and read about banks and banking. Select the Related link to find a list of famous bankers. Choose six names from the list to read about and to take notes on the graphic organizer below. Use the notes to create a timeline in World Book Timelines.

## Famous Bankers

**Directions:** Use World Book Student to search the term, "Bank." Click on the related information tab and look at the list of famous bankers. Choose 6 names from the list, read about the banker and take notes on the graphic organizer. Use your notes to create a timeline in World Book Timelines. For "Fast Facts" include information such as why the banker was famous, contribution to banking and/or society or other interesting facts.

Name of Banker:  
Birthdate:  
Death Date:  
Fast Facts:

## Differentiation

World Book Student includes a text-to-speech feature and translate-the-text feature. The translate tools allows a user to select a language from more than 90 options. Students can choose to have the text read at a faster or slower pace, change the text size, and highlight search terms. Lexile levels are included for many of the articles.

## Assessment



After discussing the information about banks and bankers, have students answer the following questions as either true or false. Use evidence from the text to support the answer.

- True    False    1. Banking has been around since ancient Roman Times.
- True    False    2. Some banking services are making loans, safeguarding deposits, and providing a means of payment.
- True    False    3. Modern banking began its development in Switzerland.
- True    False    4. The First Bank of the United States was established in 1865.
- True    False    5. Types of banks include commercial banks, savings and loans, and credit unions.

Answers:            1. True    2. True    3. False    4. False    5. True

Links for standards-based rubrics are listed below or create your own.

## [Iowa Core Standards Based Rubrics](#)

## [Assessments and Rubrics \(Kathy Schrock\)](#)

### Read More About It

[ISearch](#) from INFOhio is the perfect place to read more about mighty machines and engineering. Find reliable information with just one search. Use the tabs to find articles from encyclopedias, newspapers, magazines, and journals along with primary sources, videos, and eBooks at your reading level. Some suggested search terms are bankers, banking, investment banker, financial advisor, loan officer, bank teller, and financial examiner. For more about ISearch, view the [Research Made Easy With ISearch](#) Video.

Also try:

Haddock, Patricia. *Careers in Banking and Finance*.

Tattersall, Claire. *The Young Zillionaires' Guide to Money and Banking*.

## Lesson 3: Insurance

**Students**

**Find Reliable Sources for School Projects**

1. Type a few simple words in the ISearch search box.
2. Explore results on all the tabs to find books, articles, videos, and more.
3. Use the limiters in the left column on every tab to narrow results.
4. Click the View/Download button

**Teachers**

**Find High-Quality Digital Content for Your Students**

1. Type a few simple words about your unit, topic, or subject in the search box.
2. Explore results on all the tabs to find the right resources for your students.
3. Use the limiters in the left column on every tab to narrow results.

INFOhio provides access to a collection of educational and trade publications at no cost for Ohio students, teachers, and parents. ISearch lets users search nearly all of INFOhio's digital resources from a single search box.

World Book Students is an online encyclopedia that includes articles, video clips, images, primary sources and more.

This lesson will use the resources listed below.

[ISearch](#). Search term: [Insurance Sales Agent](#). Click the Encyclopedias tab and use the Research Starter.

[World Book Student](#). Search Time: Insurance. Lexile Reading Level: N/A.

You can access [ISearch](#) using this link.

You can access [World Book Student](#) using this link.

## Activity

### Read and Discuss

At some point during your life, you will need to purchase some type of insurance whether it be life, auto, health, or something else. Typically, an insurance agent can explain the various options to you and help you choose the insurance that best meets your needs. Read the articles listed under Resources above. Use the information to help complete the "All About Insurance" chart about different types of insurance. (45-90 minutes)

# All About Insurance

Directions: Use the information about insurance from World Book Student to complete the chart.

Insurance	Purpose of the Insurance	Special Types of this Insurance	Choose one of the types and explain in detail (1-4 sentences)
Life			
Health			
Property and Liability			
U.S. Government Insurance Programs			

## Differentiation

The articles can be projected on a whiteboard or students can read it individually. Readers can choose to listen to the articles by clicking on the speaker. They can even change the accent of the audio recording. In World Book Student, students can also change the text size of the article, change the speed of the read-aloud, or even translate the text into other languages.

## Assessment

After reading and discussing the articles, ask students to answer the following questions. Use evidence from the text to support the answer.

- True    False    1. Insurance agents do not have to have any technology skills.
- True    False    2. Cash value life insurance allows policy holders to build up savings through a life insurance policy.
- True    False    3. Business income insurance is a type of liability insurance.
- True    False    4. Organizational, time management and people skills are important for insurance agents.
- True    False    5. Medicare is not a type of U.S. government social insurance.

Answers:    1. False    2. True    3. True    4. True    5. False



Links for standards-based rubrics are listed below or create your own.

[Iowa Core Standards Based Rubrics](#)

[Assessments and Rubrics \(Kathy Schrock\)](#)

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Also try:

Reeves, Diane Lindsey. *Career Ideas for Kids Who Like Money*.

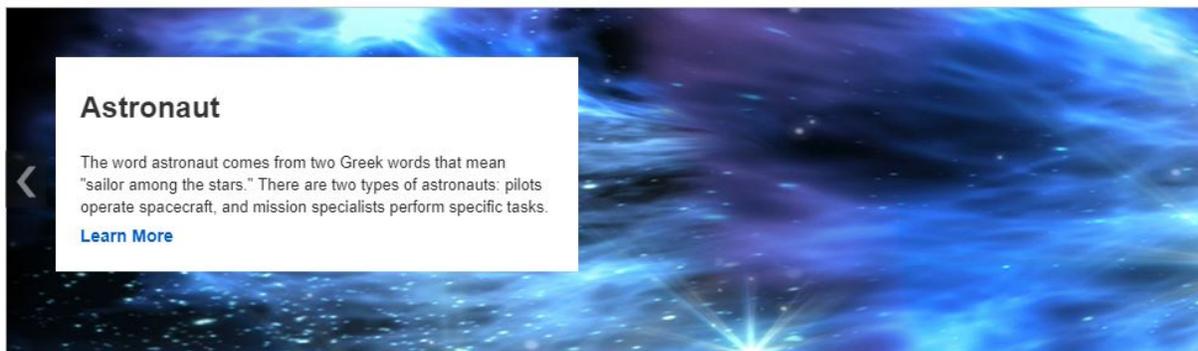
## Lesson 4: Careers in Finance



Enter any words to find books, journals and more

Search

[Advanced Search](#) [Search History](#)



INFOhio provides access to this collection of educational and trade publications at no cost for Ohio students, teachers, and parents. EBSCO's Explora for Grades 6-8 contains full-text articles from magazines, journals, and newspapers.

**Note on PDFs.** Many of the articles in Explora are available in PDF format, which is a scanned image of the original article including pictures. Whenever possible, the PDF format is preferred. If you do not already have it on your computer, you can download a free version of [Adobe Reader](#).

This lesson will use this article:

[Financial Specialists: Working with Money](#). Occupational Outlook Quarterly. Summer 2014. Lexile Reading Level: N/A.

You can access [Explora for Grades 6-8](#) using this link.

## Activity

### Read and Discuss

Jobs in the financial field offer challenging work, interaction with all kinds of people, and a potential for a good income. Read the article [Financial Specialists: Working with Money](#). Create a visual presentation about one of the financial specialists careers discussed in the article. Use the "Which Career Would You Choose?" template to collect information as you read the article and any other research that you do. Use PowerPoint, Google Slides, Prezi, or any other presentation software to design and present your work. The presentation should include a title slide, 5 or more slides about the career, and a conclusion slide. Use evidence from the text to support your presentation. (45-90 minutes)

## Which Career Would You Choose?

**Directions:** Choose a financial specialist career that is discussed in the article [Financial Specialists: Working With Money](#). Use the chart as a guide to collect information and take notes about the career. You do not have to find the answers to all the topics, but you must have enough information to create and share a visual presentation of at least 7 slides.

Topic	Notes
Job Title	
Job Description	
Education Requirements	
Certification Requirements	
Employment Outlook	
Earnings (Median)	
Skills Required	
Personality Traits Needed	
Responsibilities	
Related occupations	

## Differentiation

The article is provided in two formats: HTML and PDF. If using the HTML, the text can be read aloud. By changing the settings, a large box pop ups on the screen as the text is read aloud. Click on the gear next to LISTEN to change the settings for enhanced visibility and pop-up. PDF is in a visual format that can be projected to a white board and shared and discussed with a large group or by individual students.

## Assessment

After reading and discussing the article, ask students to answer the following questions. Use evidence from the text to support the answer.

- True    False    1. Financial specialists provide advice about money in many different ways.
- True    False    2. Tax preparers do not work in the finance field.
- True    False    3. Financial specialists sometimes have to work outside normal business hours.
- True    False    4. You do not need to have an aptitude for math to work in the finance field.
- True    False    5. Some finance careers such as real estate agent require a special license.

Answers: 1. True    2. False    3. True    4. False    5. True



Links for standards-based rubrics are listed below or create your own.

[Iowa Core Standards Based Rubrics Assessments and Rubrics \(Kathy Schrock\)](#)

## Read More About It

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Haddox, Patricia. *Careers in Banking and Finance*.

Reeves, Diane Lindsey. *Career Ideas for Kids who Like Math and Money*.

Simpson, Carolyn. *Choosing a Career in Banking and Finance*.

## Ohio Learning Standards. Writing.

**Text Types and Purpose 2.** Write informative/explanatory texts to examine and convey complex ideas and information clearly and accurately through the effective selection, organization, and analysis of content.

### ELA.W6.2; ELA.W7.2; ELA.W8.2

Write informative/explanatory texts to examine a topic and convey ideas, concepts and information through the selection, organization, and analysis of relevant content.

**Extension Lesson:** Interview someone who works in the finance field such as an accountant, bank teller, tax preparer, real estate agent or insurance agent. Prepare a list of 7-12 questions to ask about the job. Be sure to get the questions approved by your teacher beforehand. As you conduct the interview, take notes about the conversation and the answers to the questions. Use the information to write a short summary of your experience.

## Ohio Learning Standards. Math.

### Standards for Mathematical Practice

Make sense of problems and persevere in solving them.

Use appropriate tools strategically.

**Extension Lesson:** Basic math skills are important when managing your personal finances including balancing your checkbook. Practice your skills by working through the [Balance Your Checking Account](#) activity on [The Mint](#) website. Write a brief summary about the results of your checking experience. Compare the beginning and ending balance. What were your biggest expenses? How can this information help you with a budget? You can also download a PDF version to use offline.

## Ohio Learning Standards. Social Studies.

Grade 6: Strand: Economics. Topic: Economic Decision Making and Skills. Content Statement: The choices people make have both present and future consequences. The evaluation of choices is relative and may differ across individuals and societies.

Grade 6: Strand: Economics. Topic: Financial Literacy. Content Statement: When selecting items to buy, individuals can compare the price and quality of available goods and services.

Grade 7: Strand: Economics. Topic: Economic Decision Making and Skills. Content Statement: Individuals, governments, and businesses must analyze costs and benefits when making economic decisions.

Grade 8: Strand: Economics. Topic: Financial Literacy. Content Statement: The effective management of one's personal finances includes using basic banking services (e.g. savings accounts and checking accounts) and credit.

**Extension Lesson:** Every teen looks forward to the day that they earn their own money and be independent. But many do not realize how expensive it is to live on their own and how important it is to start saving now. Go to the [Sense and Dollars](#) website and play the game [Check it Out](#). This game gives you a job and one month's worth of income with one month's worth of bills. After completing the game, write a one-page summary about your experience. How much money did you save? What were your biggest expenses? How would you change your spending habits?

### Ohio Learning Standards. Fine Arts.

#### Visual Arts – Producing/Performing

Grade 6 -6PR: Integrate elements of art and design to solve interdisciplinary problem.

Grade 7 -7PR: Demonstrate understanding of visual literacy, illustration and graphic communication.

Grade 8 -8PR: Expand visual literacy as a means to create images that advance individual expression and communication.

**Extension Lesson:** Do like to talk to people? Then maybe a career in sales is a career choice for you. Read more about the job, education and more in the article, [Paid to Persuade: Careers in Sales](#). Choose one of the careers and make a digital poster about the career using programs such as [PosterMyWall](#), [Canva](#), or even Microsoft Office. Here is an example created using Canva:



## Additional Resources:

- [INFOhio Educator Tools](#)

For additional assessments, instructional strategies and resources, and cross curricular connections by standard, go to INFOhio's Educator Tools.

- [INFOhio Pinterest](#)

Looking for more resources about "Financial Literacy" and "College and Career Readiness." Check out INFOhio's Pinterest boards.