**Chapter**

**1**

# Personal Finance Basics and the Time Value of Money

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**OVERVIEW OF THE CHAPTER**

This chapter provides the foundation for Personal Finance and the study of financial planning. The chapter starts with a discussion of an overview of the financial planning process. This is followed by coverage of the personal, social, and economic factors that make up the financial planning environment. Next, goal setting and the opportunity costs, or trade-offs, of decisions are considered in relation to personal and financial resources. Then, the main components of financial planning (obtaining, planning, saving, borrowing, spending, managing risk, investing, and retirement and estate planning) are discussed. Finally, strategies for creating and using a financial plan are introduced.

**1.1 The Financial Planning Process**

LO: Analyze the process for making personal financial decisions.

When making major financial decisions, use a variety of information sources to implement the personal financial planning process: (1) determine your current financial situation, (2) develop financial goals, (3) identify alternative courses of action, (4) evaluate alternatives, (5) create and implement a financial action plan, and (6) review and revise the financial plan.

**1.2 Influences on Personal Financial Planning**

LO: Assess personal and economic factors that influence personal financial planning.

Financial decisions are affected by personal factors (income, household size, health, values, and goals), social factors (demographic trends and government actions), and economic factors (prices, interest rates, and employment opportunities).

**1.3 Developing Personal Financial Goals**

LO: Develop personal financial goals.

The financial goals you develop should take a S-M-A-R-T approach with goals that are: Specific, Measurable, Action oriented, Realistic, and Time-based.

**1.4 Opportunity Costs and the Time Value of Money**

LO: Calculate time value of money situations to analyze personal financial decisions.

Every decision involves a trade-off; the selection of one alternative prevents the selection of another. Personal opportunity costs may include time, effort, and health. Financial opportunity costs are based on the time value of money. Future value and present value calculations enable you to measure the increased value (or lost interest) that results from a saving, investing, borrowing, or purchasing decision.

**1.5 Achieving Financial Goals**

LO: Identify strategies for achieving personal financial goals for different life situations.

Successful financial planning requires specific goals combined with spending, savings, investing, and borrowing strategies based on your personal situation and various social and economic factors.

**TEACHING RESOURCES**

|  |  |
| --- | --- |
| **Section** | **Title** |
| **1.1: The Financial Planning Process** | [Things to do in your 20s to make you rich in your 30s](http://dopedollar.com/how-to-get-rich-young/) |
|  | [Wise personal financial actions](https://www.themuse.com/advice/50-personal-finance-tips-that-will-change-the-way-you-think-about-money) |
|  | [Investment Risk Tolerance Assessment](http://pfp.missouri.edu/research_IRTA.html) |
|  | [Personal financial satisfaction](http://blog.aicpa.org/2017/11/personal-financial-satisfaction-hits-record-high-whats-in-it-for-me.html#sthash.aylGUxim.dpbs) |
|  | [Personal financial planning apps](https://www.bankrate.com/finance/personal-finance/best-iphone-personal-finance-apps-1.aspx) |
|  | [Wise financial planning checklist](http://www.fpasv.org/2017/08/02/financial-planning-checklist-for-millennials/) |
|  | |
| **1.2: Influences on Personal Financial Planning** | [Life events that require financial planning](https://money.usnews.com/money/personal-finance/articles/2015/07/21/10-life-events-that-require-financial-planning) |
|  | [Life values quiz](https://www.smartaboutmoney.org/Tools/LifeValues-Quiz/Quiz) |
|  | [Inflation calculator](https://westegg.com/inflation/) |
|  | [Lifestyle inflation](https://money.usnews.com/money/blogs/my-money/articles/2018-05-08/5-ways-to-avoid-expensive-lifestyle-inflation) |
|  | [How Will Interest Rates Affect Me](http://www.treesfullofmoney.com/how-will-rising-interest-rates-affect-me/) |
|  | |
| **1.3: Developing Personal Financial Goals** | [Smart financial goals](https://www.financiallyfitandfab.com/smart-financial-goals/?utm_medium=social&utm_source=pinterest&utm_campaign=tailwind_tribes&utm_content=tribes) |
|  | [Goal-Setting Guidelines](https://www.cashcowcouple.com/setting-financial-goals/) |
|  | [Money habits of millennials](https://bettermoneyhabits.bankofamerica.com/content/dam/bmh/pdf/ar6vnln9-boa-bmh-millennial-report-winter-2018-final2.pdf) |
|  | [Financial goals for young adults](https://www.youtube.com/watch?time_continue=13&v=8jkri0AeZWQ) |
|  | |
| **1.4: Opportunity Costs and the Time Value of Money** | [Opportunity costs](https://www.youtube.com/watch?v=NwOYLV-L7pc) |
|  | [TVM calculator](http://www.zenwealth.com/BusinessFinanceOnline/TVM/TVMCalculator.html) |
|  | [Time value of money real-life example](http://stretchadime.com/time-value-of-money/) |
|  | [Why time value of money matters](http://www.wisebread.com/why-the-time-value-of-money-matters-and-10-ways-it-affects-you) |
|  | |
| **1.5: Achieving Financial Goals** | [Choosing a financial advisor](https://www.youtube.com/watch?v=OlfBtbNzHok) |
|  | [Creating a personal financial plan](http://time.com/money/4518066/do-it-yourself-financial-planning/) |
|  | [Improved financial health with technology](https://cfsi-finlab-files.s3.amazonaws.com/uploads/2016/10/FSL2-One-Sheeter-2016.pdf) |
|  | [Your financial wellbeing score](https://www.consumerfinance.gov/consumer-tools/financial-well-being/) |
|  | [Financial health survey results](https://s3.amazonaws.com/cfsi-innovation-files-2018/wp-content/uploads/2018/11/01021056/Pulse-2018BenchmarkingStudy-Final-web.pdf) |
|  | [Financial literacy survey](https://wallethub.com/wallet-literacy-score/) |
|  | [Successful financial planning actions](https://www.nbcnews.com/better/business/smart-financial-planning-strategies-borrow-women-millennials-ncna882741) |

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| **1.1 The Financial Planning Process** |
| **Pages: 2 - 8**  **PowerPoint Slides 3 - 13**  **Interactive Resources:**  **Discussion Questions:**  How much do students think their financial success will be affected by their choices of their 20s?  *Answers will vary.* |
| **Classroom Resources:**  [Things to do in your 20s to make you rich in your 30s](http://dopedollar.com/how-to-get-rich-young/)  Are these suggestions realistic for most young people?  [Wise personal financial actions](https://www.themuse.com/advice/50-personal-finance-tips-that-will-change-the-way-you-think-about-money)  Have students talk about the actions they are currently taking.  [Investment Risk Tolerance Assessment](http://pfp.missouri.edu/research_IRTA.html)  Have students report and comment on their results of this assessment.  [Personal financial satisfaction](http://blog.aicpa.org/2017/11/personal-financial-satisfaction-hits-record-high-whats-in-it-for-me.html#sthash.aylGUxim.dpbs)  What factors affect your personal financial satisfaction?  [Personal financial planning apps](https://www.bankrate.com/finance/personal-finance/best-iphone-personal-finance-apps-1.aspx)  Have students talk about the benefits of financial planning apps.  [Wise financial planning checklist](http://www.fpasv.org/2017/08/02/financial-planning-checklist-for-millennials/)  Discuss which items on this list should be given a higher priority. |
| **Connect Resources:**  End of Chapter Problems (Static & Algorithmic) Test Bank Problems (Static & Algorithmic)  Videos with assignable questions:  *Personal Financial Planning Process* |

**Section 1.1 Key Concepts:**

**The Financial Planning Process**

* **Personal financial planning** is the process of managing your money to achieve personal economic satisfaction.
* A comprehensive financial plan can enhance the quality of your life and increase your satisfaction by reducing uncertainty about future needs and resources.

1. The financial planning environment is affected by life situation, personal values, and economic factors.

* Financial activities may be organized based on spending, saving, and sharing.
  + The personal factors include your age, income, size of household, and your attitudes and beliefs. Your life situation is affected by various personal events.
  + Values are personal beliefs and ideas that a person considers correct, desirable, and important.

**Step 1: Determine Your Current Financial Situation**

* Determine your current financial situation regarding income, savings, living expenses, and debts.

*Exhibit 1-1* explains the 6 parts of the Financial Planning Process for personal finances.

**Step 2: Develop Financial Goals**

* Analyze your financial values and goals to set a course for action.
* Ideally, you should analyze your financial goals several times a year.

**Step 3: Identify Alternative Courses of Action**

* Various alternatives associated with financial decision making are usually based on deciding to:
  + Continue the same course of action; for example, you may determine that the amount saved each month is still appropriate.
  + Expand the current situation; you may choose to save a larger amount each month.
  + Change the current situation; you may decide to use a money market account instead of a regular savings account.
  + Take a new course of action; you use your monthly savings budget to pay off credit card debts.
* Creativity in decision making is vital to making effective choices. The more alternatives that are considered, the more likely a person or household will make wise financial choices.

**Step 4: Evaluate Your Alternatives**

* Every decision closes off alternatives. The **opportunity cost** is what a person gives up by making a choice.
* This cost, commonly referred to as the trade-off of a decision, sometimes cannot be measured in dollars.
* Decision making will be an ongoing part of your personal and financial existence. Thus, you will need to consider the lost opportunities that result from your decisions.
* Uncertainty is a part of every decision. In many financial decisions, identifying and evaluating risk is a difficult task. The best way to consider risk in such decisions is to gather information based on your experience and the experience of others and to use financial planning resources (for example, find research studies regarding how people in society have reacted in similar circumstances).

*Exhibit 1-2* offers an overview of the various types of financial risk.

*Exhibit 1-3* provides a high-level view of the various types of financial planning

information sources available to consumers.

**Step 5: Create and Implement Your Financial Action Plan**

* Develop a plan of action to achieve your goals.
* You may need the help of others to implement your plan.

**Step 6: Review and Revise Your Plan**

* Decision making is a circular, ongoing process in which current decisions influence future choices.

## Practice Quiz 1-1

1. What are the main elements of every decision we make?

Every decision involves identification of the basic problem, generation of alternative courses of action, consideration of personal, social, and economic factors that influence the decision, evaluation of alternative courses of action, selection of the most appropriate one, and implementation of the course of action selected.

1. What are some risks associated with financial decisions?

Common risks associated with financial decisions include inflation risk, interest-rate risk, economic risk, and personal risk (see Exhibit 1-2).

1. What are common sources of financial planning information?

The common sources of personal financial planning information are financial experts, print and media materials, school courses and seminars, financial institutions, and digital sources. Refer students to the Appendix A for additional information. The most helpful information sources will depend on a person’s need and situation. Magazine articles may be helpful to some, while others may require an online search to gather investment data.

1. Why should you reevaluate your actions after making a personal financial decision?

Too often people think that once a plan is implemented, the work is over. However, we must continually reevaluate our decisions since many factors (our life situation, the economy, and personal goals) can change. In addition, we reassess the situation since the alternative selected may not turn out exactly as planned.

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| **1.2 Influences on Personal Financial Planning** |
| **Pages: 8 - 13**  **PowerPoint Slides 14 - 21**  **Interactive Resources:**  **Discussion Question:**  How would various personal events affect personal financial decisions?  *Answers will vary.* |
| **Classroom Resources:**  Have students discuss actions that might be taken when encountering various life events.  [Life events that require financial planning](https://money.usnews.com/money/personal-finance/articles/2015/07/21/10-life-events-that-require-financial-planning)  Have students take this life values quiz to provide insights regarding their attitudes toward money and personal financial planning.  [Life values quiz](https://www.smartaboutmoney.org/Tools/LifeValues-Quiz/Quiz)  Ask students to compare prices for various items today with prices in the past.  [Inflation calculator](https://westegg.com/inflation/)  What actions would you suggest to avoid lifestyle inflation?  [Lifestyle inflation](https://money.usnews.com/money/blogs/my-money/articles/2018-05-08/5-ways-to-avoid-expensive-lifestyle-inflation)  Have students suggest possible actions when interest rates are rising and falling.  [How Will Interest Rates Affect Me](http://www.treesfullofmoney.com/how-will-rising-interest-rates-affect-me/) |
| **Connect Resources:**  End of Chapter Problems (Static & Algorithmic) Test Bank Problems (Static & Algorithmic)  Videos with assignable questions:  *The Financial System* |

**Section 1.2 Key Concepts:**

* The financial planning environment is affected by life situation, personal values, and economic factors.

**Life Situation and Personal Values**

* The personal factors (age, income, household size, and your attitudes and beliefs). Your life situation is affected by various personal events (see list on p. 9).
* The **adult life cycle**—the stages in the family and financial needs of an adult—is an important influence on your financial activities and decisions.
* **Values** are personal beliefs and ideas that a person considers correct, desirable, and important.

*Exhibit 1-4* provides an overview of the financial system.

**The Financial System and Economic Factors**

* A *security* is a financial instrument that represents debt or equity.
* *Debt securities*, such as bonds, represent money borrowed by companies or governments. These debt securities are often bought as an investment.
* *Equity securities* (stock) represent ownership in a corporation.
* Other examples of securities include mutual funds, certificates of deposit (CDs), and commodity futures.
* Economic conditions (supply and demand, prices, and interest rates) and economic institutions (business, labor, and government) also affect personal finance.
* **Economics** is the study of how wealth is created and distributed.
* The price of a specific good or service is determined by supply and demand. Just as high demand for a consumer product forces its price up, a high demand for money forces interest rates up. This price of money reflects both the limited supply of money and the demand for it.
* Banks, savings and loan associations, credit unions, insurance companies, and investment companies facilitate financial activities in our society.
* The Federal Reserve System, *The Fed*, our central banking system, influences the money supply by borrowing funds, changing interest rates, and buying or selling government securities.

**Global Influences**

* The global economy also influences personal finance. An economy is affected by both the financial activities of foreign investors and competition from global companies.
* The spending by Americans for foreign goods and services and investment in our country by foreign companies affect our interest rates and prices.
* A *trade deficit* also affects the value of a nation’s money and the cost of items being purchased by consumers.

**Economic Conditions**

1. Consumer prices, consumer spending, interest rates, and other economic factors affect the financial planning environment.

* Inflation is a rise in the general level of prices; the buying power of the dollar decreases.
* The main cause of inflation is an increase in demand without a comparable increase in supply. Inflation is most harmful to people who live on fixed incomes.
* The rule of 72 can be used to determine how fast prices will double; divide 72 by the current inflation rate. For example, with inflation of six percent, prices will double in 12 years (72 / 6 = 12).

1. Consumer spending is the total demand for goods and services in the economy; this influences employment opportunities and potential for income.
2. Interest rates represent the cost of money. Like everything else, money has a price. The forces of supply and demand influence interest rates. As the amount saved and invested by consumers increases the supply of money, interest rates tend to decrease.

* But as consumer, business, government, and foreign borrowing increase the demand for money, interest rates also tend to rise.

*Exhibit 1-5* is a table of the various factors that affect economic conditions, what they measure, and how they influence personal financial planning.

## Practice Quiz 1-2

1. How do age, marital status, household size, employment situation, and other personal factors affect financial planning?

A person’s needs, values, and goals are directly related to these demographic factors. As a person’s life situation changes, financial goals, spending patterns, need for insurance, and other financial activities will be revised.

1. How might the uncertainty of inflation make personal financial planning difficult?

Inflation can affect financial planning with unexpected higher prices for which a budget was not planned. Or, expected inflation will mean higher interest rates as a lender is concerned about being paid back in dollars with less buying power.

1. What factors influence the level of interest rates?

Interest rates are affected by the supply and demand for money, along with the risk of lending and borrowing money.

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| **1.3 Developing Personal Financial Goals** |
| **Pages: 13 - 15**  **PowerPoint Slides 22 - 24**  **Interactive Resources:**  **Discussion Question:**  Ask students to describe risks that they think they may encounter when making financial decisions over the next few years.  *Answers will vary.* |
| **Classroom Resources:**  [Smart financial goals](https://www.financiallyfitandfab.com/smart-financial-goals/?utm_medium=social&utm_source=pinterest&utm_campaign=tailwind_tribes&utm_content=tribes)  Ask students to discuss some of their current and future financial goals.  [Goal-Setting Guidelines](https://www.cashcowcouple.com/setting-financial-goals/)  What suggestions do students have for setting personal financial goals?  [Money habits of millennials](https://bettermoneyhabits.bankofamerica.com/content/dam/bmh/pdf/ar6vnln9-boa-bmh-millennial-report-winter-2018-final2.pdf) (PDF)  Based on the results of this study, suggest actions you might take for improved personal money management.  [Financial goals for young adults](https://www.youtube.com/watch?time_continue=13&v=8jkri0AeZWQ) (video)  What advice in this video do you believe is most valuable for your personal situation? |
| **Connect Resources:**  End of Chapter Problems (Static & Algorithmic) Test Bank Problems (Static & Algorithmic)  Videos with assignable questions:  *Goal Setting Guidelines* |

**Section 1.3 Key Concepts:**

* Many Americans have money problems due to:
  1. poor planning
  2. weak financial habits
  3. extensive number of marketplace influences in the form of advertising, selling efforts, and product availability.

**Types of Financial Goals**

1. *Short-term goals* are those to be achieved within the next year or so, such as saving for an annual vacation or paying off small debts.
2. *Intermediate goals* have a time frame of two to five years.
3. *Long-term goals* involve financial plans that may be more than five years off, such as retirement and college savings.

**Goals for Different Financial Needs**

1. *Consumable-product goals* usually occur on a periodic basis involving items used up relatively quickly, such as food, clothing, or entertainment spending.
2. *Durable-product goals* usually involve infrequent, expensive items, such as appliances, motor vehicles, and sporting equipment. Most durable goals consist of tangible items. In contrast, however, many people overlook *intangible goals*. These goals may relate to personal relationships, health, education, and leisure. Goal setting for these life circumstances is also necessary for a person’s overall well-being.

Goal-Setting Guidelines

* Financial goals should take a SMART approach, in that they should be:

**S** — *specific,* so youknow exactly what your goals are.

**M** — *measurable* by a specific amount.

**A** — *action-oriented,* providing the basis for personal financial activities.

**R** — *realistic,* involving goals based on your income and life situation.

**T** — *time-based,* indicating a time frame for achieving the goal.

*Exhibit 1-6* is a high-level overview of the various financial goals for various life situations.

## Practice Quiz 1-3

1. What are examples of long-term goals?

Long-term goals are financial objectives more than just a few years off (usually more than five years), such as retirement savings, money for children’s college education, or other long-term savings goals.

1. What are the five main characteristics of useful financial goals?

Useful financial goals should be (1) specific, (2) measurable, (3) action-oriented, (4) realistic, and (5) time-based.

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| **1.4 Opportunity Costs and the Time Value of Money** |
| **Pages: 16 - 20**  **PowerPoint Slides 25 - 33**  **Interactive Resources:**  **Discussion Questions:**  Ask students what they think are possible drawbacks associated with not considering opportunity costs and time value of money when making financial decisions.  *Answer: If the trade-offs that occur with every decision are overlooked, a person may make choices that have unexpected consequences. For example, a failure to consider the time needed for studies when working full time and going to school can result in poor grades and wasted tuition money.*  What factors in an economy might affect the level of interest rates?  *Answer: While inflation is the main factor that affects the level of interest rates, other influences include company risk and political uncertainty.* |
| **Classroom Resources:**  [Opportunity costs](https://www.youtube.com/watch?v=NwOYLV-L7pc) (video)  Have students list various personal and financial opportunity costs in their lives.  [TVM calculator](http://www.zenwealth.com/BusinessFinanceOnline/TVM/TVMCalculator.html)  Have students calculate the present value and future value for various personal financial decisions.  [Time value of money real-life example](http://stretchadime.com/time-value-of-money/)  Have students describe situations when they might use time value of money calculations.  [Why time value of money matters](http://www.wisebread.com/why-the-time-value-of-money-matters-and-10-ways-it-affects-you)  Have students discuss the benefits of time value of money calculations. |
| **Connect Resources:**  End of Chapter Problems (Static & Algorithmic) Test Bank Problems (Static & Algorithmic)  Videos with assignable questions:  *Future Value - Annuity*  *Future Value - Single Amount*  *Present Value - Annuity*  *Present Value - Single Amount* |

Section 1.4 Key Concepts:

* In every financial decision, you will sacrifice something to obtain something else that you consider desirable. *Opportunity costs* may be viewed in terms of both personal and financial resources.

*Exhibit 1-7* points out the opportunity costs, financial and personal, when making financial decisions.

**Personal Opportunity Costs**

* The most common personal opportunity cost is time.
* Time spent in studying, working, or shopping cannot be used for other activities.
* Like financial resources, your personal resources (time, energy, health, abilities, knowledge) require careful management.

**Financial Opportunity Costs**

* Like time, money allocated for one purpose cannot be used for another.
* The *time value of money* refers to the increase of an amount of money because of interest earned.

**Interest Calculations**

* Computation of interest is based on:
  + the amount of the savings
  + the annual interest rate
  + the length of time the money remains deposited.
* Five methods are available for calculating time value of money: formula calculation, time value of money tables, financial calculator, spreadsheet software, and websites and apps.

**Future Value**

* *Future value*, also referred to as *compounding*, is the amount to which current savings will increase based on a certain interest rate and a certain time period.
* Future value calculations may be used for both a single amount and equal deposits.

Note: The *Chapter 1 Appendix* provides expanded coverage of future value and present value formulas and tables along with examples, sample problems, and answers.

**Present Value**

* *Present value*, also referred to as *discounting*, is the current value for a future sum based on a certain interest rate and a certain time period. Present value calculations may also be used for both a single amount and a series of amounts. (See the calculation table in the book.)

## Practice Quiz 1-4

1. How can you use future value and present value computations to measure the opportunity cost of a financial decision?

Time value of money calculations (future value and present value) are used to compute interest earned and the value of a sum of money at a later date. (See text pages 17-22; Chapter Appendix, pages 31-42; and the “Financial Literacy Calculations” feature on page 19.)

1. Use a financial calculator or the time value of money tables in the Chapter Appendix to calculate the following:
   1. The future value of $100 at 7 percent in 10 years.

$100 × 1.967 = $196.70

* 1. The future value of $100 a year for six years earning 6 percent.

$100 × 6.975 = $697.50

* 1. The present value of $500 received in eight years with an interest rate of 8 percent.

$500 × 0.54 = $270

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| **1.5 Achieving Financial Goals** |
| **Pages: 20 - 25**  **PowerPoint Slides 34 - 38**  **Interactive Resources:**  **Discussion Questions:**  Ask students to discuss what actions they plan to take in the next week to set themselves up on a path to achieving a financial goal.  *Answers will vary.* |
| **Classroom Resources:**  [Choosing a financial advisor](https://www.youtube.com/watch?v=OlfBtbNzHok) (video)  Have students create a list of questions to ask when selecting a financial advisor.  [Creating a personal financial plan](http://time.com/money/4518066/do-it-yourself-financial-planning/)  What actions are commonly overlooked when doing financial planning?  [Improved financial health with technology](https://cfsi-finlab-files.s3.amazonaws.com/uploads/2016/10/FSL2-One-Sheeter-2016.pdf) (PDF)  Have students search for a website or app that would be of value for improved personal financial planning.  [Your financial wellbeing score](https://www.consumerfinance.gov/consumer-tools/financial-well-being/)  Have students take this assessment and develop a personal plan for their financial planning activities.  [Financial health survey results](https://s3.amazonaws.com/cfsi-innovation-files-2018/wp-content/uploads/2018/11/01021056/Pulse-2018BenchmarkingStudy-Final-web.pdf) (PDF)  What actions would you recommend to businesses, government, and community organizations based on the findings in this study?  [Financial literacy survey](https://wallethub.com/wallet-literacy-score/)  Have students take this financial literacy assessment to determine their current level of knowledge.  [Successful financial planning actions](https://www.nbcnews.com/better/business/smart-financial-planning-strategies-borrow-women-millennials-ncna882741)  Which actions in the article would be most beneficial to your personal situation? |
| **Connect Resources:**  End of Chapter Problems (Static & Algorithmic) Test Bank Problems (Static & Algorithmic) |

Section 1.5 Key Concepts:

* Throughout life, each individual has needs that the intelligent use of available financial resources can satisfy. Financial planning involves deciding how to obtain, protect, and use those resources.

*Exhibit 1-8* shows the components of personal financial planning and the chapters of this book in which they are discussed.

**Components of Personal Financial Planning**

* The eight major components of personal financial planning are:

1. Obtaining financial resources
2. Planning for current living expenses and future financial security
3. Saving for emergencies, unexpected bills, replacement of major items, and special purchases
4. Borrowing in a responsible manner
5. Spending to meet daily living needs
6. Managing risk through insurance decisions
7. Investing for long-term financial security
8. Retirement and estate planning

**Developing a Flexible Financial Plan**

* A *financial plan* is a formalized report that summarizes your current financial situation, analyzes your financial needs, and recommends a direction for your financial activities.
* Financial activities may be organized on the basis of spending, saving, investing, and borrowing decisions.

*Exhibit 1-9* shows what financial planning process looks like in action.

**Implementing Your Financial Plan**

* The most important strategy for success is the development of financial habits that will contribute to both short-term satisfaction and long-term financial security.
* Using a set spending plan will help you stay within your income while you save and invest for the future.

**Studying Personal Finance**

* Read and study the book; use the Practice Quizzes and end-of-chapter activities.
* Use online sources and apps for the latest information.
* Talk to others, experts and friends, who have knowledge of various money topics.
* Search online for answers to questions that result from your desire to know more.

## Practice Quiz 1-5

1. What are the main components of personal financial planning?

The main components of financial planning are obtaining, planning, saving, borrowing, spending, managing risk, investing, and retirement and estate planning.

1. What is the purpose of a financial plan?

A financial plan provides a person with an overall summary of current and desired financial situations along with planned actions to reach those goals.

1. Identify some common actions taken to achieve financial goals.

Common financial planning strategies include developing a savings plan, investing in stocks and bonds, purchasing real estate for investment purposes, planning investment and other financial decisions with taxes in mind, limiting the use of credit, and investing in a variety of investment vehicles.

**Concluding Activities**

* Point out the summary of learning objectives and key terms in the text margin.
* Use the “Personal Finance Dashboard” feature to highlight career planning activities for various ages and life situations.
* Discuss selected end-of-chapter Financial Planning Problems, Financial Planning Activities, and Life Situation Case.
* Use the Chapter Quiz in the *Instructor’s Manual.*

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| **CHAPTER 1 QUIZ ANSWERS** | |
| True‑False | Multiple Choice | |
| 1. T | 6. B | |
| 2. F | 7. C | |
| 3. T | 8. D | |
| 4. T | 9. A | |
| 5. F | 10. B | |

Name Date

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| **CHAPTER 1 QUIZ** |

## TRUE - FALSE

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|  | A major purpose of personal financial planning is future economic security. |
|  | Personal financial planning starts by creating a plan of action. |
|  | Inflation reduces the buying power of a dollar. |
|  | Savings and investment programs are the main method for achieving financial goals. |
|  | A financial plan is a list of a family’s spending for the next month. |

## MULTIPLE CHOICE

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| --- | --- |
|  | Opportunity cost refers to   1. your personal values. 2. trade-offs when a decision is made. 3. current economic conditions. 4. commonly accepted financial goals. |
|  | The final step in the financial planning process is to   1. create a financial plan of action. 2. develop financial goals. 3. review and revise your actions. 4. implement your financial plan. |
|  | Economics refers to   1. setting personal financial goals. 2. planning future financial security. 3. changes in prices due to supply and demand. 4. the study of wealth. |
|  | Career planning is the part of the \_\_\_\_\_\_\_\_\_\_ component of financial planning.   1. obtaining 2. sharing 3. saving 4. planning |
|  | Financial strategies refer to   1. the process of predicting your future financial situation. 2. courses of action to achieve financial goals. 3. resources an individual has available for investing. 4. ideas or principles that are considered correct, desirable, or important. |

**Supplemental Activity 1**

Financial Planning Through the Your Life

## People in their 20s-30s should…

* start saving regularly and invest for the long haul for retirement, children’s education, or a down payment on a house.
* make contributions to tax‑deductible retirement plans.
* create a diversified portfolio of common stock.
* have adequate health and property insurance; however, consider going without life insurance if they have no dependents.

## People in their 40s-50s should…

* maximize contributions to tax‑advantaged retirement plans.
* plan for adequate funds for children’s college education.
* use stocks and stock funds for the largest share of long‑term investments.
* review life, health, and home insurance for adequate coverage.

## People 50-plus should…

* not feel they have to preserve all their wealth for others.
* be careful about retiring too young and not have adequate funds for what may be 30 more years.
* maintain earnings potential with a part‑time job after retirement.
* not put all funds in fixed‑income securities such as bank accounts and bonds.
* consider a long‑term care insurance policy.

**Supplemental Activity 2**

The Certified Financial Planner Board of Standards conducted a survey of financial planning practitioners to identify common mistakes of their clients. Below are the 11 most common responses. Guess their correct order, ranking them highest to lowest.

\_\_\_ Believe that financial planning is primarily tax planning.

\_\_\_ Make a financial decision without understanding its effect on other financial issues.

\_\_\_ Confuse financial planning with investing.

\_\_\_ Don’t set measurable financial goals.

\_\_\_ Think that financial planning is only for the wealthy.

\_\_\_ Expect unrealistic return on investments.

\_\_\_ Neglect to re-evaluate their financial plan periodically.

\_\_\_ Think that financial planning is the same as retirement planning.

\_\_\_ Think that using a financial planner means losing control of their decisions.

\_\_\_ Wait until they have a money crisis to begin financial planning.

\_\_\_ Think that financial planning is something you can do when you get older.

**Answers:**

The correct order is:

1. Don’t set measurable financial goals.
2. Make a financial decision without understanding its effect on other financial issues.
3. Confuse financial planning with investing.
4. Neglect to re-evaluate their financial plan periodically.
5. Think that financial planning is only for the wealthy.
6. Think that financial planning is something you can do when you get older.
7. Think that financial planning is the same as retirement planning.
8. Wait until they have a money crisis to begin financial planning.
9. Expect unrealistic return on investments.
10. Think that using a financial planner means losing control of their decisions.
11. Believe that financial planning is primarily tax planning.

**FINANCIAL PLANNING PROBLEMS**

(Note: Some of these problems require the use of the time value of money tables in the *Chapter Appendix.*)

* + 1. *Calculating the Future Value of Property*. Ben Collins plans to buy a house for $210,000. If that real estate is expected to increase in value 3 percent each year, what would its approximate value be six years from now? (LO 1.2)

$210,000 × 1.194 = $250,740

2. Using the rule of 72, approximate the following amounts (LO 1.2):

a. If the value of land in an area is increasing 6 percent a year, how long will it take for property values to double?

b. If you earn 10 percent on your investments, how long would it take for your money to double?

c. At an annual interest rate of 5 percent, how long would it take for your savings to double?

a. about 12 years (72/6)

b. about 7.2 years (72/10)

c. about 14.4 years (72/5)

3. *Determining the Inflation Rate*. In 2013, selected new automobiles had an average cost of $16,000. The average cost of those same automobiles is now $24,000. What was the rate of increase for these automobiles between the two time periods? (LO 1.2)

($24,000 − $16,000) / $16,000 = .50 (50 percent)

4. *Computing Future Living Expenses*. A family spends $46,000 a year for living expenses. If prices increase by 2 percent a year for the next three years, what amount will the family need for its living expenses? (LO 1.2)

$46,000 × 1.061 = $48,806 (Future value of single amount for 3 years at 2 percent)

5. *Calculating Earnings on Savings*. What would be the yearly earnings for a person with $6,000 in savings at an annual interest rate of 2.5 percent? (LO 1.4)

$6,000 × .025 = $150

6. *Computing the Time Value of Money*. Using a financial calculator or time value of money tables in the Chapter Appendix, calculate the following (LO 1.4):

a. The future value of $450 six years from now at 7 percent.

b. The future value of $900 saved each year for 10 years at 8 percent.

c. The amount that a person would have to deposit today (present value) at a 6 percent interest rate to have $1,000 five years from now.

d. The amount that a person would have to deposit today to be able to take out $600 a year for 10 years from an account earning 8 percent.

a. $450 × 1.501 = $675.45

b. $900 × 14.487 = $13,038.30

c. $1,000 × 0.747 = $747

d. $600 × 6.710 = $4,026

7. *Calculating the Future Value of a Series of Amounts*. Elaine Romberg prepares her own income tax return each year. A tax preparer would charge her $80 for this service. Over a period of 10 years, how much does Elaine gain from preparing her own tax return? Assume she can earn 3 percent on her savings. (LO 1.4)

$80 × 11.464 = $917.12

8. *Calculating the Time Value of Money for Savings Goals*. If you desire to have $20,000 for a down payment for a house in five years, what amount would you need to deposit today? Assume that your money will earn 4 percent. (LO 1.4)

$20,000 × 0.822 (present value of single amount) = $16,440.

9.  *Calculating the Present Value of a Series*. Pete Morton is planning to go to graduate school in a program of study that will take three years. Pete wants to have $15,000 available each year for various school and living expenses. If he earns 4 percent on his money, how much must be deposited at the start of his studies to be able to withdraw $15,000 a year for three years? (LO 1.4)

$15,000 × 2.775 (present value of a series) = $41,625

10. *Using the Time Value of Money for Retirement Planning*. Carla Lopez deposits $3,400 a year into her retirement account. If these funds have an average earning of 9 percent over the 40 years until her retirement, what will be the value of her retirement account? (LO 1.4)

$3,400 × 337.890 (future value of a series) = $1,148,826

11. *Calculating the Value of Reduced Spending*. If a person spends $15 a week on coffee (assume $750 a year), what would be the future value of that amount over 10 years if the funds were deposited in an account earning 3 percent? (LO 1.4)

$750 × 11.464 (future value of a series) = $8,598.

12. *Calculating the Present Value of Future Cash Flows*. A financial company that advertises on television will pay you $60,000 now in exchange for annual payments of $10,000 that you are expected to receive for a legal settlement over the next 10 years. If you estimate the time value of money at 10 percent, would you accept this offer? (LO 1.4)

(1) Calculate the future value of the annual payment: $10,000 × 15.937 = $159,370

(2) Calculate the present value of that future flow: $159,370 × 0.386 = $61,516.82

(3) Compare: The $60,000 being offered now is less than the present value of the future flow, so you would not accept this offer.

13*. Calculating the Potential Future Value of Savings.* Tran Lee plans to set aside $2,400 a year for the next six years, earning 4 percent. What would be the future value of this savings amount? (LO 1.4)

$2,400 × 6.633 = (future value of a series) = $15,919.20

14. *Determining a Loan Payment Amount.* If you borrow $8,000 with a 5 percent interest rate to be repaid in five equal yearly payments, what would be the amount of each payment? (Note: Use a financial calculator or the present value of an annuity table in the Chapter Appendix.) (LO 1.4)

$8,000 / 4.329 = $1,848

**FINANCIAL PLANNING ACTIVITIES**

1. *Determining Personal Risks*. Talk to friends, relatives, and others about their personal financial activities. Ask about potential risks involved with making financial decisions. What actions might be taken to investigate and reduce these risks?

This activity can be beneficial to both students and to whom they talk. Be sure students do not ask questions that are too personal. It can be helpful to have students ask questions such as “What do you believe are the main financial problems faced by individuals and families?” or “How should risk be considered when selecting an investment?” With this format, the people being interviewed do not feel pressured into talking about their personal situations.

2*. Using Financial Planning Experts.* Prepare a list and contact information (phone, e-mail, website) for financial planning specialists in your community, such as financial planners, investment advisors, credit counselors, insurance agents, real estate brokers, and tax preparers, who could assist people with personal financial planning. What are some questions you might ask these people to expand your personal finance knowledge?

Refer students to Exhibit 1-3 (page 7 in the text) as well as the Appendix B, which can provide a basis for obtaining information regarding the many aspects of financial planning. Point out to students the importance of being able to find the answer to a question rather than trying to learn everything since various factors (laws, economic conditions, and personal situations) change quite frequently.

3. *Analyzing Changing Life Situations.* Ask friends, relatives, and others how their spending, saving, and borrowing activities changed when they decided to continue their education, change careers, or have children.

This activity will provide students with an opportunity to better understand the impact of changing life situations on personal financial planning.

4. *Researching Economic Conditions.* Locate online sources or apps to determine recent trends in interest rates, inflation, and other economic indicators. Information about the consumer price index (measuring changes in the cost of living) may be obtained at www.bls.gov. Prepare a summary report or oral presentation on how this economic information might affect your financial planning decisions.

This activity can help students appreciate the influence of the overall economy on personal financial decisions. Refer students to text pages 9-13. Exhibit 1-5 (p. 11) provides specific examples for this activity. Students may also ask people questions such as “How do higher consumer prices and interest rates affect the financial situation and decisions of people in our society?”

5. *Setting Financial Goals*. Ask friends, relatives, and others about their short-term and long-term financial goals. What are some of the common goals for various personal situations? Using *Personal Financial Planner Sheet 3,* create one short-term and one long-term goal for people in these life situations: *(a)* a young single person, *(b)* a single parent with a child age 8, *(c)* a married person with no children, and *(d)* a retired person.

Be sure students consider life situation, opportunity costs, and other factors. Differences among the groups mentioned will relate to their values, financial needs, and goals. These factors will influence how money is spent, saved, borrowed, and invested as well as the trade-offs that are present with every financial decision. Financial needs are different for people with children than people without children, and the risk associated with a decision investment is different for a young person with few financial responsibilities than a retired person with no other income source.

6. *Comparing Alternative Financial Actions.* What actions might be taken to compare a financial planner who advertises “One Low Fee Is Charged to Develop Your Personal Financial Plan” and one that advertises “You Are Not Charged a Fee, My Services Are Covered by the Investment Company for Which I Work”?

Students should consider the reputation of the organizations for which the financial planners work. In addition, students should consider the questions listed in Appendix B.

**Financial Planning Case**

1. For each situation, identify the main financial planning issues that need to be addressed?

Situation 1: Fran and Ed must balance their current living expenses with increasing college costs, covering long-term care facility living expenses for Fran's mother, and saving for retirement.

Situation 2: Patrick needs to consider his spending activities in relation to the money he has available in his emergency fund, while also taking actions related to finding employment.

Situation 3: Nina must decide whether to spend or save these funds, and how. She should consider various alternatives for both short-term and long-term financial decisions.

2. What additional information would you like to have before recommending actions in each situation?

Student answers will vary. Some possible answers include:

Situation 1: Information for this situation might include: Fran and Ed's current ability to contribute to both a college savings fund and deposits to their retirement account, mortgage and other debts, and potential for reducing current living expenses and increasing current income.

Situation 2: Knowing the additional training background and job skills of Patrick, along with information about his network of contacts and employment opportunities in the area, would be of value to guide his next actions.

Situation 3: Information about Nina's debts, current spending needs, and long-term financial goals would be of value to guide her decision. Also, using time value of money calculations to determine the future value of various savings and investment decisions, as well using present value calculations to determine amounts that should be saved to achieve various financial goals, might be considered.

3. Based on the information provided and your assessment of the situation, what actions would you recommend for the Blakes, Patrick, and Nina?

Student answers will vary. However, suggested answers are likely to include:

Situation 1: The Blakes need to continue to set aside funds for the education of their children and make deposits to their retirement fund. The family may also consider actions for reducing current living expenses and increasing household income.

Situation 2: Patrick might be in contact with his professional and personal network of contacts to obtain information about employment opportunities. He might also take actions to reduce unnecessary spending and consider part-time employment. Also, doing volunteer work and community service during this time could expand his resume and increase his network of career contacts.

Situation 3: As noted in the case, possible actions might relate to paying off credit card bills, saving a down payment on a house, making a deposit to a tax-deferred retirement account, obtaining additional career training, and making charitable contributions. Student choices will vary; be sure students give specific reasons for actions they propose.

**Continuing Case**

1. Using *Your Personal Plan Sheet 3,* Personal Financial Goals, as a guide, what are Jamie Lee’s short-term financial goals? How do they compare to her intermediate financial goals?

As stated in the text, financial goals should take the SMART approach: **S**pecific, **M**easureable, **A**ction-oriented, **R**ealistic, and **T**ime-based.

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| --- | --- |
| Jamie Lee’s Short-term Financial Goals include: | Jamie Lee’s Intermediate Financial Goals include: |
| Depositing $1,800 per year in her savings account | Saving $9,000 needed to open a cupcake café within the next five years |
| Paying $50 per month towards her credit card balance in order to eliminate the balance |  |

2. Review Jamie Lee’s current financial situation. Using the SMART approach, what recommendations would you make for her to achieve her long-term goals?

Student responses will vary, but may include:

Jamie Lee will save an additional $20 per month in her savings account to reduce the student loan debt amount.

Jamie Lee will remain living with a roommate and sharing expenses for the next five years.

3. Name two opportunity costs that might be considered in Jamie Lee’s situation?

Student responses will vary but may include various answers that will demonstrate what Jamie Lee may sacrifice in order to obtain something else:

* Jamie Lee will remain living with a roommate in order to save money and not be able to consider a place of her own.
* Jamie Lee will not have free time to spend with friends while balancing a part-time job and full-time college courses.

4. Jamie Lee needs to save a total of $9,000 in order to get started in her cupcake café venture. She is presently depositing $1,800 a year in a regular savings account earning 2% interest.

Using *Personal Financial Planner Sheet 5*, Time Value of Money, as a guide, how much will she have accumulated five years from now in this regular savings account, assuming she will be leaving her emergency fund savings account balance untouched and for a rainy day?

Jamie is depositing $1,800 per year for five years in her “special” savings account that is earning a constant 2% interest per year. She will need to find out what is the future value of a series of deposits in order to know if she has the $9,000 down payment needed.

Using the table found in Exhibit 1-B: *Future Value of an Annuity*, the calculations are as follows:

$1,800 × 5.204 = $9,367.20

Jamie Lee will have enough saved in five years to have the $9,000 down payment needed to open her cupcake café.