

Handbook for Allianz Finance Workout

Training 4: Savings & Investment

Basic – In-Depth – Advanced



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Updated: June 2023

This handbook serves as a facilitation guide for conducting the Allianz Finance Workout class visits.

For ease of reading, the masculine form is always used in the documents. Females are included.

Dealing with the moderation guide












In this facilitation guide, there are specific instructions for each slide or worksheet. These include:

- Time notes for the respective slide or worksheet for orientation purposes
- Learning objectives of the respective slide or mental unit
- Interview guide with suggested wording and speaker or presentation notes
- Transitions with suggestions for linking the teaching steps
- Icons for a quick overview of methodology and social forms
- Note fields for personal comments in the preparation

Other recurring elements can be found in the legend

- Mirror strokes identify action instructions and describe class activities
- Quotation marks, on the other hand, stand for specific wording suggestions

The bold font stands for key terms that should be mentioned in any case

Allianz Finance Workout – Lecture 	Worksheet in the student's book 	Slide 	Example Class result 
Group work 	Partner work 	Individual work 	Info sheet 
Class 	Film 	Notebook entry 	

Training 4: Saving & Investment/Basics

1. Brief Information

Duration min. 2 school hours (90 minutes)





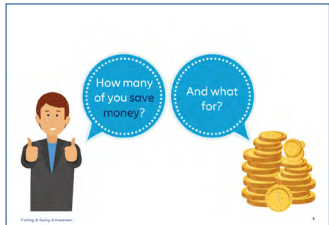
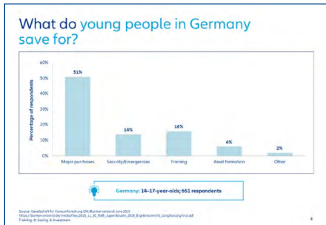


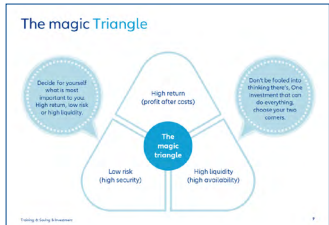
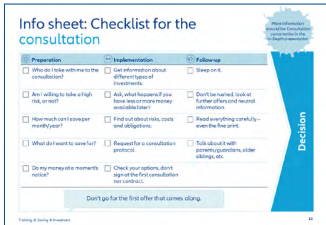
Basics

Unit theme	Savings & Investment
Contents	<ul style="list-style-type: none">• What can young people do with their money?• Why can it make sense to save?• Different forms of investment and their peculiarities• The magic triangle (return [profit after costs], risk and liquidity)• Conflicts of interest and trade-offs in everyday life and investment• Tips for counseling sessions
Target group	<ul style="list-style-type: none">• 7. to 9th grade (depending on type of school and level of knowledge)
Working documents	<ul style="list-style-type: none">• Allianz Finance Workout Facilitation Guide and Animated PDF Presentation• Worksheets for students: Task Investment Forms, Assignment Investment Forms, Worksheet Plus 1: Language Trip, Worksheet Plus 2: Condominium and feedback sheet for students• Example class result



Training 4: Saving & Investment/Basics

2. Presentation overview

 <p>Training 4: Saving & Investment</p> <p>Become a finance pro</p> <p>Approx. 2 min.</p>	<ul style="list-style-type: none"> Welcome <p>01</p>	 <p>Mind map</p> <p>Approx. 4 min.</p>	<ul style="list-style-type: none"> Activate and fix prior knowledge Arouse interest in the topic <p>02</p>
 <p>What to expect today</p> <p>Approx. 1 min.</p>	<ul style="list-style-type: none"> Gain an overview of the contents <p>03</p>	 <p>What can you save?</p> <p>Approx. 2 min.</p>	<ul style="list-style-type: none"> Recognize that you can save various things, including money <p>04</p>
 <p>Learn about savings goals</p> <p>Approx. 1 min.</p>	<ul style="list-style-type: none"> Learn about savings goals <p>05</p>	 <p>What do young people in Germany save for?</p> <p>Approx. 3 min.</p>	<ul style="list-style-type: none"> Learn about savings goals <p>06</p>
 <p>Where to invest money</p> <p>Approx. 10 min.</p>	<ul style="list-style-type: none"> Overview of different options for investing money <p>07</p>	 <p>What suits me?</p> <p>Approx. 5 min.</p>	<ul style="list-style-type: none"> Recognize that there are products for different needs and requirements <p>08</p>
 <p>The magic Triangle</p> <p>Approx. 32 min.</p>	<ul style="list-style-type: none"> Recognize that the same rules apply to investing as to buying jeans <p>09</p>	 <p>Info sheet: Checklist for the consultation</p> <p>Approx. 5 min.</p>	<ul style="list-style-type: none"> Get to know important criteria for a consultation <p>10</p>

Training 4: Saving & Investment/Basics

2. Presentation overview

Allocation investment forms

Approx. 6 min.

- Change of perspective
- Represent positions and argue
- Decisions meet and justify

11

Group work: Savings goals and suitable forms of investment

Additional task

Approx. 5 min.

- Change of perspective
- Represent positions and argue
- Decisions

12

Finance Pro Tips

Approx. 6 min.

- Summary and securing results

13

Your opinion is needed!

Approx. 5 min.

- Give feedback
- Teaching units

14

Thank you for your attention!

Approx. 1 min.

- Wrap-up

15

Training 4: Saving & Investment/Basics

3. Overview worksheets and other documents

Investment forms Worksheet 1a

Current account

A checking account is not a traditional investment option. You need a checking account to participate in cashless payments. You can transfer or debit your bills from your checking account.

You can make cashless payments in stores with your EC card or get cash from an ATM.

If you are 18 years old, you can open your own checking account. Before that, it is only possible with the consent of your parents.

You pay account maintenance fees for the current account (pupils, trainees and students usually do not).

When you save money in your checking account, you usually don't get interest.

You can withdraw your money from the current account at any time.

Current account statement Worksheet 1a

28.02.	Account balance	0,00
01.03.	Training allowance	420,00
10.03.	ATM	-300,00
15.03.	Insurance	-70,00
25.03.	Music/Movies	-50,00
26.03.	Account balance	0,00

Example from practice:

Emre is 16 years old. He has a training contract as an electronics technician with the company "Blitzlicht". He earns 420 euros a month. With the consent of his parents, he opened a checking account. On the 25th of the month he has already withdrawn all his money. Since he urgently needs gasoline for his scooter, he wants to withdraw another 20 euros at a bank machine. But the machine only shows "no credit available" and the Money flap remains closed. Now he remembers that he is not allowed to overdraw his account. So he won't be able to fill up his tank and will have to wait until his training allowance is back in his account.

Task: For this type of investment, consider what the return/cost, risk and liquidity might be

Return/Costs	Liquidity	Risk
xxx	xxx	xxx

Worksheet 1a-e: Investment forms

Worksheet Plus: Language vacation Worksheet Plus 1

Lars is 16 years old and will graduate in two years. Afterwards, he would like to go on a language study trip to the USA to improve his English and get to know the country. He researched online and found that a three-week language stay would cost him 1900 euros. In the last few years Lars has saved little, but he only has 500 euros in his savings account at the moment.

Lars's parents have already promised to support him with 500 euros. However, Lars has to find a way to get the rest of the money himself. In the next two years, he wants to save enough to afford the language course in the USA.

Describe Lars' investment objective.

Name the time when the money should be available.

State the time period within which the money should be available.

Explain which type of investment you would recommend to Lars and give reasons for your decision. (Argue the concepts of risk, return, liquidity)

Explain which type of investment is out of the question and give reasons for your decision. (Argue the concepts of risk, return, liquidity)

Tick which investment criterion is most important to Lars.

Low risk High return High liquidity

Training 4: Saving & Investment - Basics

Worksheet Plus: Condominium Worksheet Plus 2

Johanna is 18 years old and still lives with her parents. She has just successfully completed her apprenticeship as a retail saleswoman and is looking forward to being permanently employed by her company.

She was a top performer and has made both of her parents very proud. Johanna received 1,000 euros from her grandparents. Johanna has always saved diligently, and her savings account has already grown to 5,000 euros. Actually, she wanted to rent her own apartment soon. But after realizing that she must spend at least 500 euros a month on rent, she changed her mind. She will remain living at home for the time being and will save up for a small condominium.

She looked around at the real estate agents and calculates that her future apartment will cost 60,000 euros. She will still need a few years before she can reach her goal. But until then, she wants to save so that she can spend it more wisely in the future.

Describe Johanna's investment objective.

Name the amount of money Johanna currently has at her disposal.

Name the amount of money Johanna still lacks for the condo.

Explain which type of investment you would recommend to Johanna and give reasons for your decision. (Argue the concepts of risk, return, liquidity)

Explain which type of investment is out of the question at all and give reasons for your decision. (Argue the concepts of risk, return, liquidity)

Tick which investment criterion is most important to Johanna.

Low risk High return High liquidity

Training 4: Saving & Investment - Basics

Worksheet Plus 1: Language vacation

Worksheet Plus 2: Condominium

Training 4: Saving & Investment/Basics

3. Overview worksheets and other documents

Teacher

Please tell us what you think!

Date: _____
 School: _____, class: _____
 Event Topic: _____

A. General satisfaction	Fully applicable 1 2 3 4 5	Does not apply			
The students learned something for their daily lives through the event.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I will continue to explore this topic in class.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I will recommend the class visit to my colleagues.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
B. Preparation and implementation	Fully applicable 1 2 3 4 5	Does not apply			
The previous coordination process was satisfactory.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Were there any notable incidents during the event? <input type="checkbox"/> No <input type="checkbox"/> Yes					
The Finance Pro was able to engage the students well.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Did the finance Pro advertise? <input type="checkbox"/>					
C. Evaluation of the event	1 2 3 4 5	Insufficient			
On a scale of 1 to 5, how would you rate the following? <small>Very good</small>					
Mediated content	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Pedagogical preparation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Assignments for students Materials used	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
D. Overall evaluation of the event					

Overall, how would you rate today's lesson with a school grade?
 1 2 3 4 5

E. Comments and suggestions for improvement
 1. What did you particularly like about today's event?

2. What do you think should be improved?

3. Do you have any other comments?

Thank you for the cooperation!

Feedback sheet for teacher

Pupils

Your opinion is in demand!

1. How would you rate today's lesson?

Grade 1
 Grade 2
 Grade 3
 Grade 4
 Grade 5
 Grade 6

Statement	Yes	No	Don't know
I enjoyed today's class.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I now know more about money & finance.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
The materials were varied and easy to understand.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
I would like to participate in another Finance Pro class visit.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

2. The Finance Pro was able to explain difficult questions well.

always often sometimes rarely never

3. What did you learn today? What do you remember?

4. That's what I particularly liked about today's class visit:

5. I thought that was less great:

6. About you
 I am one boy one girl and and Years old.

Thank you, that you have participated!

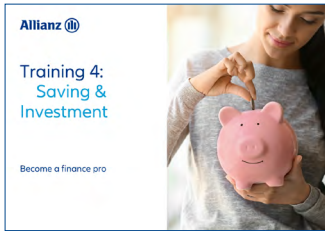
Feedback sheet for students

Training 4: Saving & Investment/Basics

Time for this section	Cumulative time
2 min.	2 min.

4. Moderation Guide Basics

Slide 1: Welcome



Objective

- Welcome
- Presentation

Interview guide

- The mediator welcomes the class and introduces himself
- My name is ...
- I have been working for ... Years at ...
- I have the following hobbies/interests: ...
- I'm excited to share an exciting topic with you today



Note to Allianz Finance Workout: The lesson "Savings" shows different forms of saving and explains the trade-off between return, risk and liquidity. The goal is for students to learn to prioritize according to their personal interests and needs that will help them achieve their savings goals.

In all areas, the unit is limited to explaining basic principles and modes of operation. Since the aim is to impart basic economic education, no specific information is provided on individual product categories, Products or services. If questions arise from teachers or students about specific products, please refer them to independent information sources such as the Federal Ministry of Justice and Consumer Protection, Klicksafe.de or information from Stiftung Warentest.

Transition to slide 2

- As you can see, today's training is all about saving money



Notes

Training 4: Saving & Investment/Basics

Time for this section	Cumulative time
4 min.	6 min.

Slide 2: Mind-map

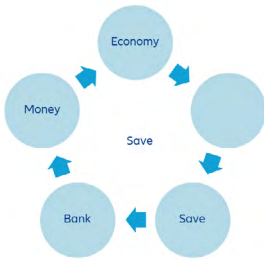


Objective

- Activate and fix prior knowledge
- Arouse interest in the topic

Interview guide

- The mediator draws the mind map on the board
- Just spontaneously name a few things that come to mind when you think of Saving money
- Students bring suggestions
- The mediator and the students complete the mind-map on the board or in their notebook (below the heading "Saving")



- Leave mind map on the board. It is used again at the end of the lesson

Transition to slide 3

- There are many things that have to do with saving money
- Let's take a closer look at that. And this is what you can expect today

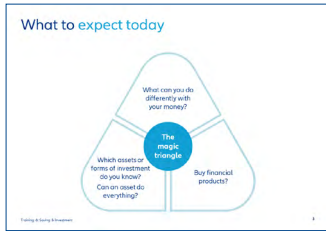


Notes

Training 4: Saving & Investment/Basics

Time for this section	Cumulative time
1 min.	7 min.

Slide 3: What awaits you today



Objective

- Gain an overview of the contents

Interview guide

- Who would like to read the first entry on the slide for all of us?
- One student reads and then passes to the next volunteer



Transition to slide 4

- What can you save?



Notes

Training 4: Saving & Investment/Basics

Time for this section	Cumulative time
2 min.	9 min.

Slide 4: Savings opportunities



Objective

- Recognize that you can save various things, including money

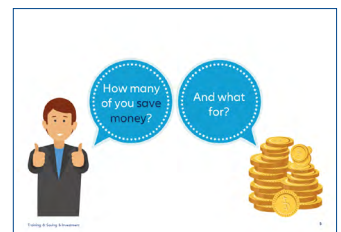
Interview guide

- What can you save? What do you think?
- Give students space to speak
- The mediator first pops up two different ways to save, then the Allianz Finance Workout tip
- Students take the Allianz Finance Workout tip in writing in their notebook (below the mind map)
- Saving means cutting back on consumption. That is, to use less of something, such as electricity or water. Or not spending money immediately but saving it (for a specific purpose) in the future



Transition to slide 5

- What are you saving for?

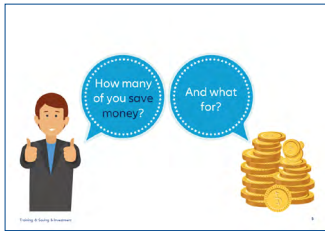


Notes

Training 4: Saving & Investment/Basics

Time for this section	Cumulative time
1 min.	10 min.

Slide 5: What are you saving for?



Objective

- Get to know savings goals

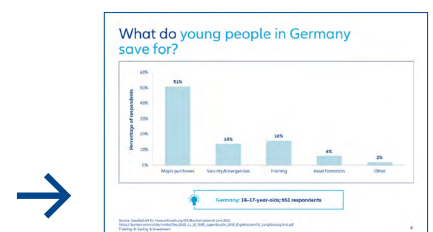
Interview guide

- How many of you save any money at all?
- Give students space to speak. They mention the ratio of income to expenses and the possibility of saving what is left over
- What are you saving up for?
- If necessary, the mediator mentions the topic of cutting back on consumption and highlights the positive aspects of saving (= wealth accumulation)



Transition to slide 6

- What do young people in Germany save for?

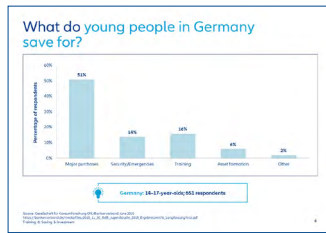


Notes

Training 4: Saving & Investment/Basic

Time for this section	Cumulative time
3 min.	13 min.

Slide 6: What do young people in Germany save for?



Objective

- Get to know savings goals

Interview guide

- I have brought you a statistic that shows what young people in Germany save for
- The mediator displays the statistics
- The mediator provides guidance on how to read a graph. He explains the axis designations, points out the number of respondents and what this means for the validity of a statistic, and reminds the students to always look at the sources
- The Allianz Finance Workout asks the students to read out the different savings goals
- You see, you can save for many things, such as education or emergencies. Then the question remains, where to put the money saved?



Transition to slide 7

- There are many different ways to put money aside. Let's get an initial overview



Notes

Training 4: Saving & Investment/Basic

Time for this section	Cumulative time
10 min.	23 min.

Slide 7: Where to put the money?



Objective

- Get an overview of different ways to invest money

Interview guide

- Who would like to read the first entry on the slide for all of us?
- One student reads and then passes to the next volunteer
- These are some terms - have you heard of some of them?
- Students provide feedback
- Who is trying to explain one of these ways of putting money aside for all of us?
- If you get stuck, pass it on to your classmates. Together it's easier
- Students work together to try to explain individual terms. If necessary, the mediator adds
- In some of the investment forms mentioned here you can only invest your money yourself when you are of age (18 years). Before that, you need the consent of your parents/guardians. Investing involves risk. Therefore, you should always obtain information from various independent bodies and never speculate with money that you need to live
- Why are there so many different ways to invest money anyway?
- Students make assumptions



Transition to slide 8

- There are so many options because investing money is no different than shopping



Notes

Training 4: Saving & Investment/Basic

Time for this section	Cumulative time
5 min.	28 min.

Slide 8: What suits me?



Objective

- Recognize that there are products for different requirements and needs

Exchange guide

- Does anything come to mind when you see this slide? Please describe
 - Students describe the slide
- What is it like for you guys? Would you wear any of these pants for any occasion?
 - Students express
- What do you think about before you buy pants?
- Students express themselves (for what occasion, what quality, price, size)
- If necessary, the mediator adds to the three questions and superimposes them on the slide:
 - What do you need them for?
 - What size should it be?
 - What can you afford?
- So there's no point in picking pants that don't fit you, that don't come in your size, or at a price you can't afford
- Products or assets that do not suit you are not bad. What doesn't suit you may suit someone else



Transition to slide 9/part 1

- Similarly, if you want to save and invest money

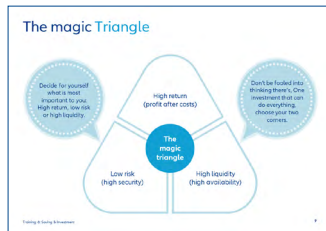


Notes

Training 4: Saving & Investment/Basic

Time for this section	Cumulative time
10 min.	38 min.

Slide 9/Part 1: The magic triangle



Objective

- Get to know essential criteria for the selection of a financial investment

Interview guide

- You take a similar approach to investing your money. What questions are you asking yourselves here?
- Students make assumptions (savings goal and cost)
- What do I want to save for and how much? It makes a big difference whether I save for a car or a computer. At the beginning there is a cash audit, i.e. you look at your fixed income and expenses. You then decide how much you want to save each month from the amount that remains. Only then comes the difficult question: What is the best way to save? And this is where the magic triangle will help you with three important criteria that we will now look at

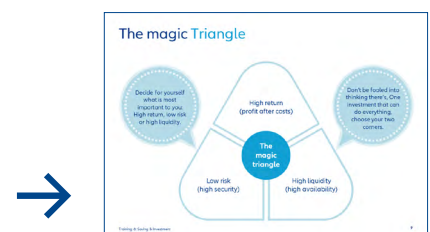


Step 1:

- The mediator overlays the terms and explains the criteria
- Associated with the term yield is the question: How much does the money I have invested increase? Here I must additionally think about the costs. For example, if a stock generates a good return for me, I also have to think about the fees I pay to the bank
- Associated with the term risk is the question: What is the probability that I will lose some or even all of the money I have invested? Everyone has to decide for themselves how much risk they can bear or how much security they want
- The word **liquidity** comes from liquid and means **liquid**, in the sense of **available** money: This criterion describes how quickly I can get back my invested money and whether or not I have to pay fees for it

Transition to slide 9/part 2

- What else does a possible high return depend on?

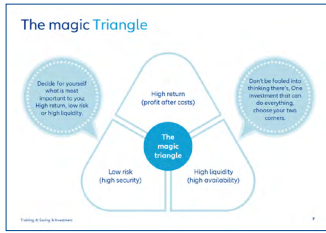


Notes

Training 4: Saving & Investment/Basic

Time for this section	Cumulative time
6 min.	44 min.

Slide 9/Part 2: The magic triangle



Objective

- Get to know essential criteria for the selection of a financial investment

Interview guide

- Students make assumptions. The mediator explains the relationship between liquidity, risk and return on investments. For example, a higher return usually requires a higher risk, i.e., the probability of losing money is higher. Or, with higher liquidity, you only get a lower return
- Now that we know the important three criteria of investing money, in the next step we try to classify our investment forms according to risk, liquidity and return
- The mediator divides the class into five groups and assigns each group a worksheet (1a-1e)
- Please now take the worksheet 1 that has been assigned to your group. For your investment type, consider what the return/cost, risk, and liquidity of each might be
- Afterwards, read the description of the investment form and the example and then work on the task



Investment Vehicles

(Text describing various investment options)

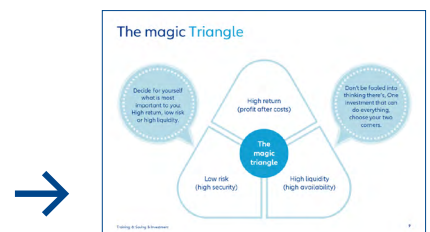
Checking account statement

(Table with columns for Date, Description, Debit, Credit, Balance)

Worksheet 1

Transition to slide 9/part 3

- Consult briefly with the person sitting next to you
- The mediator draws the magic triangle on the board

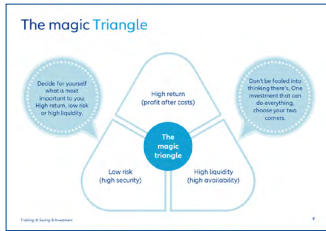


Notes

Training 4: Saving & Investment/Basic

Time for this section	Cumulative time
16 min.	60 min.

Slide 9/Part 3: The magic triangle



Objective

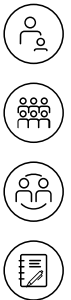
- Get to know essential criteria for the selection of a financial investment

Interview guide

- Then we try to classify the investment forms together here at the front of the board
- Listen carefully, you still need the information for the next tasks
- Note to mediator: The classification of investment forms is based on which achieves the highest possible return
- Students confer. The mediator asks a speaker of the group that has worked out the risks form A current account to come forward. He asks the students to write the investment form on the board, based on the highest possible return, and to justify this to their classmates. If the mediator agrees, they may write the investment form on the board picture at the respective position
- Analogous procedure for investment forms B-E

Step 2:

- The mediator fades in the Allianz Workout Tips:
 - Don't be fooled into thinking there's one investment that can do it all
 - Decide for yourself what is most important to you: high return, low risk or high liquidity
- Students take the Allianz Finance Workout tip in writing in their notebook



Sample Class Outcome (A larger illustration can be found immediately following the Basic Facilitation Guide)

Transition to slide 10

- Before you decide on a form of investment, you should always seek advice. You should consider the following points during such a consultation

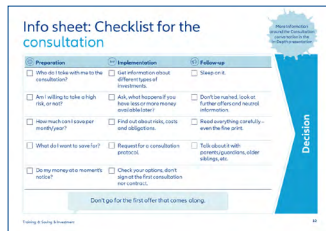



Notes

Training 4: Saving & Investment/Basic

Time for this section	Cumulative time
5 min.	65 min.

Slide 10: Checklist for the consultation



Objective

- Getting to know important criteria for a consultation

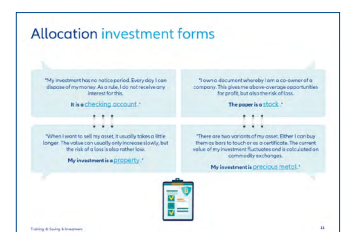
Interview guide

- In advance of a consultation, you should consider a few questions. Who would like to read these aloud?
 - A student reads aloud
- Very good, thank you. There are also a few things to keep in mind during the actual consultation. Who would like to read aloud?
 - Another student reads the points aloud
- And even after the fact, there are some useful tips - who wants to read them out?
 - Another student reads aloud
 - Securing of results by the mediator
 - The mediator fades in the Allianz Finance Workout tip: Don't go for the first offer that comes along
 - Students take the Allianz Finance Workout tip in writing in their notebook



Transition to slide 11

- Now that you've become experts in investing, I'm sure you can fill in the gaps in the text

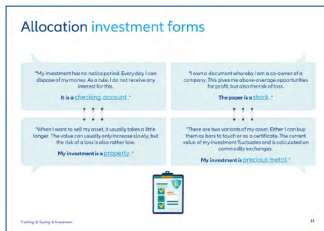


Notes

Training 4: Saving & Investment/Basic

Time for this section	Cumulative time
6 min.	71 min.

Slide 11: Which investment forms are meant?




Objective

- Securing results

Interview guide

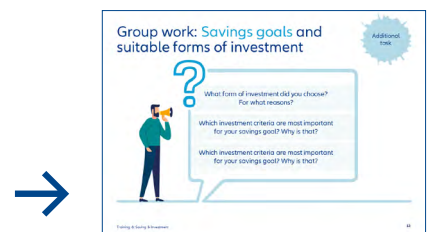
- Which form of investment is meant here?
- Students read the sentences aloud
- The task is discussed together in plenary after each statement. The mediator gradually fades in the solution words

Notice: The following group work is optional. You should clarify with the teacher in advance whether the task can be completed together with the Finance Pros during the lesson should be worked on (e.g., in particularly strong classes or higher grades) or, if necessary, should be assigned as homework. In the regular course of the class visit, please continue with slide 13



Transition to slide 12 Worksheet Plus/Part 1

- We're going to look at two specific examples now, and I'm curious to see what you guys decide

Notes

Training 4: Saving & Investment/Basic

Time for this section	Cumulative time
optional	optional

Slide 12/Worksheet Plus/Part 1: Group work



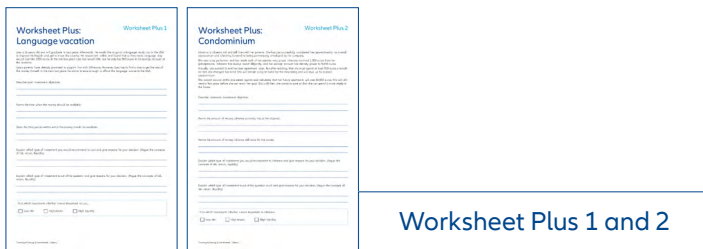
Objective

- Change perspective
- Represent and argue positions
- Make and justify decision

Interview guide

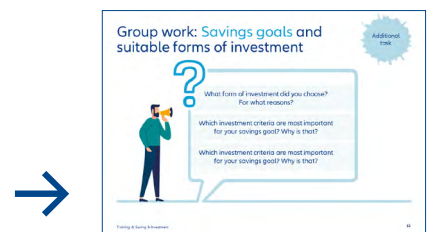
Preparation:

- At the beginning of the lesson, you already told me things you would save up for
- We now examine two different savings goals. To do this, we divide the class into two groups. Group A wants to save for a language trip. Group B invests money to buy a condominium later
 - The mediator asks the students to use the appropriate Worksheet Plus 1 and Worksheet Plus 2, depending on the group
- First, everyone reads through the situation description on their own. Then, together, you will examine which form of investment is suitable for your savings goal. Very important: Give reasons for your decision!
- Write down the result on your worksheet. You now have ten minutes to do this
 - The mediator ends the group work after ten minutes and leads over to the presentation of the results



Transition to slide 12 Worksheet Plus/Part 2

- I'm curious to know which investment option you guys chose



Notes

Training 4: Saving & Investment/Basic

Time for this section	Cumulative time
optional	optional

Slide 12/Worksheet Plus/Part 2: Group work



Objective

- Change perspective
- Represent and argue positions
- Make and justify decision

Interview guide

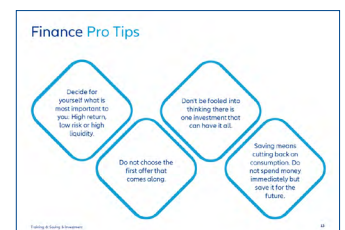
Results presentation:

- Now, when you present your result, please consider the following questions:
- What type of investment did you choose? For what reasons?
- What investment criteria are most important for your savings goal? Why is that?
- Which form of investment was out of the question for you? Why?
 - One student from each student group presents their solution
 - After the presentations, the mediator asks for feedback from the other students
- We found that investment vehicles vary in their suitability for saving for a language trip or a apartment. But are our examples also the model solutions for all future financial decisions?
 - The mediator now gives impulses for short-, medium- and long-term savings plans and points out that for each concrete goal the criteria of the magic triangle must be re-evaluated individually



Transition to slide 13

- And now the most important things again at a glance



Notes

Training 4: Saving & Investment/Basic

Time for this section	Cumulative time
6 min.	77 min.

Slide 13: Allianz Workout Tips



Objective

- Summary and securing of results

Interview guide

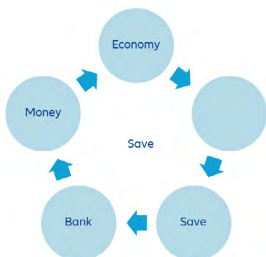
Step 1:

- The mediator fades in the Allianz Workout Tips
- Who wants to read the first tip out loud for all of us?

One student reads and then passes to the next volunteer.

Step 2:

- We heard lots of interesting things about saving money. There are certainly terms we should add to our mind map. What else can you think of?
- Mind map from entry is now added to the board and student's notebook with new terms as a closing activity

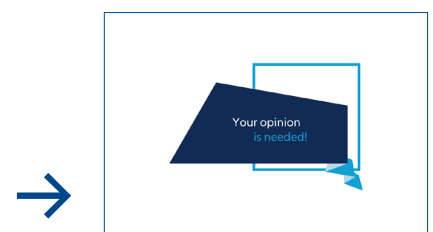


Blackboard

Students complete the mind map.

Transition to slide 14/feedback sheet

- Finally, I would like to know how you liked it

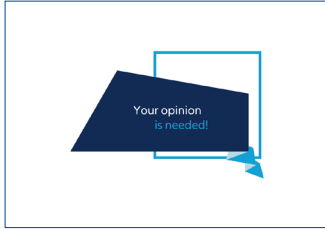


Notes

Training 4: Saving & Investment/Basic

Time for this section	Cumulative time
5 min.	83 min.

Slide 14/Feedback sheet: Your opinion is requested



Objective

- Give feedback
- Evaluate lessons

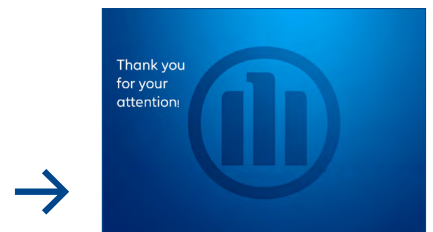
Interview guide

- The mediator goes over the feedback sheet with the students and answers questions
- Students complete the feedback sheet and return it to the mediator
- Thank you very much for your great cooperation!



Transition to slide 15

- Then the mediator says goodbye to the class
- That's it for today

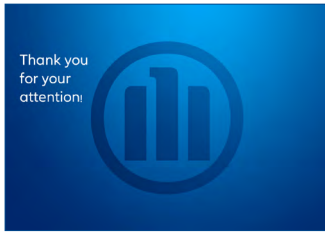


Notes

Training 4: Saving & Investment/Basic

Time for this section	Cumulative time
1 min.	84 min.

Slide 15: Wrap-up



Objective

- Wrap-up

Interview guide

- I hope you had as much fun today as I did
- I thank your teacher for the class time and support
- If you enjoyed it, you can ask your teacher to invite us again soon



Tips for the end of the lesson

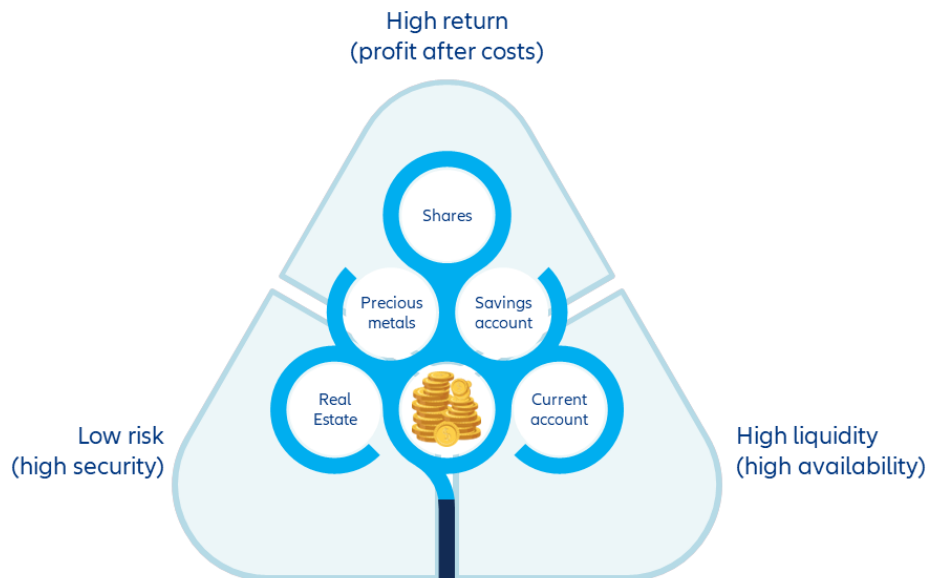
- Discuss with the teacher if they or their colleagues are interested in teaching more sessions
- Actively ask the teacher for their comments or suggestions for improvement

Notes

Training 4: Saving & Investment/Basic

5. Sample class results

The magic Triangle



Training 6: Saving & Investment

2

	Yield	Liquidity	Risk
Shares	Longer-term high profits possible due to rising share prices + Dividend	High: For sale every trading day	Very high losses possible in the short term due to falling share prices / Dividend default
Current account	No income	Very high: Available daily	No risk
Passbook	Minimal earnings – due to low interest rates	Very high: Up to EUR 2000 daily High: Over EUR 2000 a cancellation is necessary (3 months notice) or you have to pay penalty interest	No risk: But inflation eats up interest rates
Precious metals/ Commodities	Higher profits due to rising prices	High: Daily sell on the commodity exchange	Falling prices + Foreign currency risk
Real Estate	Long-term increase in value possible	Very low: You have to find a buyer who will pay the required price, Sale only possible via notary	Property may lose value: Due to urban development changes (high Traffic, noise, airport, etc.)

Training 4: Saving & Investment/In-Depth

1. Brief Information

Duration min. 1 school hour (45 minutes)

In-Depth

Unit theme	The magic triangle
Contents	<ul style="list-style-type: none">• The magic triangle• Conflicting goals in investment• Promotion by the state and employer• Successfully conducting counseling sessions
Target group	<ul style="list-style-type: none">• 7. to 9th grade (depending on type of school and level of knowledge)
Working documents	<ul style="list-style-type: none">• Allianz Finance Workout Facilitation Guide and Animated PDF Presentation• Worksheets for students: Consultation, info sheet: Your successful counseling interview in three steps and feedback sheet for students



Training 4: Saving & Investment/In-Depth

2. Presentation overview



Allianz

Training 4:
Saving &
Investment

The magic triangle

Approx. 2 min.

- Welcome
- Presentation

01



The magic Triangle

High return (profit after costs)

Low risk (high security)

High liquidity (high availability)

Take into account the different constraints for your investments. Consider your context.

Approx. 5 min.

- Activate prior knowledge

02



What is important for you?

I want the maximum!

I want flexibility!

I want to know where I stand!

Investments are too complex, why bother investing at all?

Approx. 5 min.

- Different interests with relate magic triangle

03



Make more with his money

When investing money, don't put all your eggs in one basket.

Approx. 10 min.

- Get to know the problems of investing money with the help of case studies

04



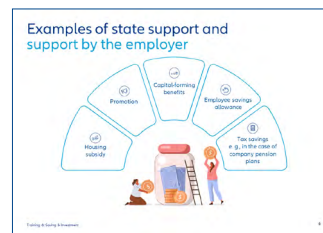
The consultation

These are made for the consultation.

Approx. 12 min.

- Preparation for investment consultation

05




Examples of state support and support by the employer

Optional

- Government Learn about promotion and support from the employer

06



Subsidized by the state - with the home savings premium for home ownership

Approx. 4 min.

- Get to know the building savings bonus as a state subsidy

07



Your successful consultation - In three steps

Preparation

Implementation

Follow-up

Approx. 4 min.

- Practice preparation for a counseling interview

08



Finance Pro Tips

Take into account the different criteria for a financial investment.

Use the three-step model for the consultation.

Always check the investment form and the subsidy or tax savings side and other features of these assets.

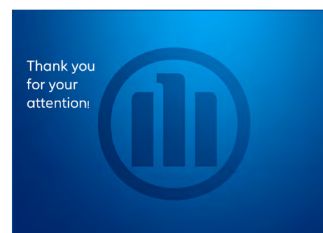
Whether it's an investment or a source of debt. Only see what really suits you.

Don't put all your eggs in one basket when investing.

Approx. 2 min.

- Summary and Securing results

09



Thank you for your attention!

Approx. 1 min.

- Wrap-up

10

Training 4: Saving & Investment/In-Depth

3. Overview worksheets

Consultation

Worksheet 1

Imagine you want to invest your money. You are not sure of the best way to do this. You made an appointment with the financial consultant for tomorrow. In preparation for the appointment, think about your answers to the following questions:

What do you want to save for?

What amount do you want to invest?

When is the earliest you'll need your money back?

What is your most important investment criterion?

Yield

I want a high profit after costs

I am satisfied with an average profit. I do not care about profit

Risk

I almost do not want to take any risk

I am willing to take a medium risk, i.e. a loss of _____ euros is acceptable


I am willing to take a high risk

Liquidity

I want to get all my money every day

I don't want to get my money for a few years yet

I need my money back after one year



The magic Triangle

Training 4: Saving & Investment - InDepth

Worksheet 1: Consultation

Info sheet: Checklist for the consultation

Preparation

- Who do I take with me to the consultation?
- Am I willing to take a high risk, or not?
- How much can I save per month/year?
- What do I want to save for?
- When do I want to dispose of my money at the earliest?

Implementation

- Get information about different types of investments and assets
- Risk, what happens if you have less or more money available later?
- Find out about risks, costs and obligations
- Request a consultation protocol
- Don't sign anything on the first consultation. Sleep on it.

Follow-up

- After you've slept on it be sure to get more information from neutral sources
- Read everything carefully - even the fine print
- Talk about it with your parents/guardians, older siblings, etc.

Decision

Training 4: Saving & Investment - InDepth

Info sheet: Checklist for the consultation

Training 4: Saving & Investment/In-Depth

Time for this section	Cumulative time
2 min.	2 min.

4. Moderation guide deepening

Slide 1: Welcome



Objective

- Welcome
- Presentation

Interview guide

- The mediator welcomes the students and introduces himself/herself (see instructions in the Allianz Finance Workout Guide, Training 4: Saving & Investment , Base)
- “Waste not, want not” is a saying you may be familiar with. But how does saving work? What do you do when you want to buy something and save money for it?
 - Students express

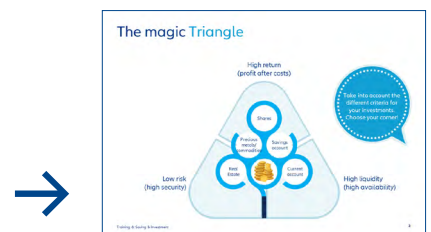


Note to mediator: The teaching unit “Saving” shows different forms of saving and explains the trade-off between return, risk and liquidity. The goal is for students to learn to set priorities according to their personal interests and needs that will help them achieve their savings goals.

In all areas, the unit is limited to explaining basic principles and modes of operation. Since the aim is to impart basic economic education, no specific information is provided on individual product categories, Products or services. If questions arise from teachers or students about specific products, please refer them to independent information sources such as the Federal Ministry of Justice and Consumer Protection, Klicksafe.de or information from Stiftung Warentest.

Transition to slide 2

- Do you already know the magic triangle? This can help you assess the differences between investment types



Notes

Training 4: Saving & Investment/In-Depth

Time for this section	Cumulative time
5 min.	12 min.

Slide 3: What is important to you



Objective

- Relate different interests with magic triangle

Interview guide

Students express. If necessary, the mediator explains:

- Balancing the different desires leads to a conflict of interest
- Can anyone tell me what a conflict of interest is?

Students express. If necessary, the mediator explains:

- If several wishes or criteria cannot be fulfilled at once, there is a conflict of interest
- To know if there is a conflict of interest, I need to be clear about what is important to me. I brought you an example of three young people who thought about what was important to them
- The mediator fades in the people and the statements. One student reads the first statement aloud to everyone and passes it on to the next volunteer
- What are the three people about? What is important to them? And how do they differ?
- Students express
- So for everyone, different things are important. Even when it comes to investing money, I have to think about what is particularly important to me. This is because each investment has its own specific focus

The mediator addresses individual students directly:

- For example, what is especially important to you when you invest money?

The respective student expresses his or her opinion. The mediator then summarizes:

- You need to ask yourselves the following questions: Do you want to avoid risks? Are you primarily concerned with achieving a high return on investment? Or would you like to be able to access your money at any time?

Everything at once is not possible

- The mediator flashes the Allianz Finance Workout tip: "Whether it's an investment or a piece of clothing: Only buy what really suits you." and explains it
- Students incorporate the Allianz Finance Workout tip in writing in their notebook (under the heading "Saving")



Transition to slide 4

- Even those who use money to grow it are taking a risk. We will take a look at three case studies to see how it can happen that invested money is lost

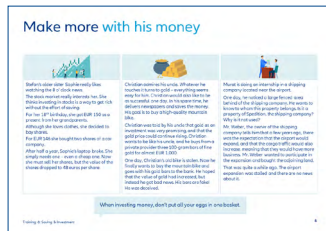


Notes

Training 4: Saving & Investment/In-Depth

Time for this section	Cumulative time
10 min.	22 min.

Slide 4: Case examples: Risk in investments



Objective

- Get to know problems in the investment of money based on case studies

Interview guide

Step 1:

- Who would like to read the first case study out loud for all of us?
 - A student reads the first case study
- What do you think about the case?
 - The mediator leaves room for student expressions. If necessary, he directs the statements in the direction of lack of diversification, price fluctuations, investment horizon



Step 2 analog step 1:

- How do you rate the risk Christian took?
 - The mediator leaves room for student expressions. If necessary, he directs the statements in the direction of danger in bargains, respectability of business partners – especially on the Internet

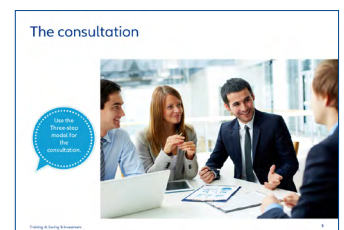
Step 3 analog step 1:

- What do you guys think about Murat's boss buying the property so early?
 - The mediator leaves room for student expressions. If necessary, he directs the statements in the direction of obtaining information, market price
 - The mediator flashes the Allianz Finance Workout tip "Don't put all your eggs in one basket when investing." and explains it
 - Students transfer the Allianz Finance Workout tip in writing to their notebook



Transition to slide 5/worksheet 1/part 1

- Imagine that you want to invest money five years from now. You want to get advice on that
- Before you go to a financial institution or consultant, prepare yourself well



Notes

Training 4: Saving & Investment/In-Depth

Time for this section	Cumulative time
6 min.	28 min.

Slide 5/Worksheet 1/Part 1: The consultation



Objective

- Preparation for investment consultation

Interview guide

- How would you prepare yourselves?
 - Students express
- Imagine you want to invest your money. Not sure of the best way to do this, you have made an appointment with the consultant for tomorrow. Now you prepare together with your bench neighbor
 - The mediator asks the students to take Worksheet 1
- Please answer the questions on your worksheets. You have five minutes to do this
 - After five minutes, the mediator ends the partner work and asks for a volunteer team to come forward to conduct the counseling session with him/her



Consultation

- (The mediator plays the role of the advisor)
- Consultant: Good afternoon, glad you brought a companion. What can I do for you today? What do you want to save for?
 - Student explains his concern and answers the question with the answer to question 1
- Consultant: What amount do you want to save?
 - Student answers the question with the answer to question 2
- Consultant: When is the earliest you'll need your money back?
 - Student answers the question with the answer to question 3

Transition to slide 5/worksheet 1/part 2

- Consultant: What is your most important investment criterion?



Notes

Training 4: Saving & Investment/In-Depth

Time for this section	Cumulative time
6 min.	34 min.

Slide 5/Worksheet 1/Part 2: The consultation



Objective

- Preparation for investment consultation

Interview guide

- Student states his preference on the topic of return, risk, and liquidity
- The advisor summarizes and then recommends a less appropriate investment vehicle (e.g., life insurance if the student wants to save for college)
- Consultant: What do you think about this?
- Student expresses how this fits in relation to their interests and criteria
- Consultant: So we agree?
- He offers his hand to the student to close the deal

The mediator opens the discussion in the class:

- Would you say yes right now?
- The students express themselves and deny
- What could be done differently here? What other questions could you ask the consultant?

Students express. If necessary, the mediator explains:

- What alternatives would there be?
- What happens when my circumstances change?
- What are the processing fees or other costs?
- Can we please put my savings goal in writing with the decision on return, liquidity and risk as well as your recommendation on this?

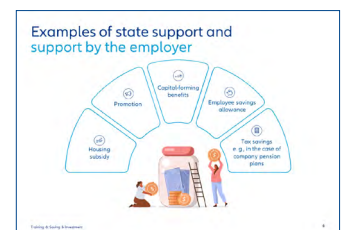
• The mediator flashes the Allianz Finance Workout tip "Use the three-step model for the counseling interview." and explains it

- Students take the Allianz Finance Workout tip in writing in their notebook



Transition to slide 6 – optional

- In many consultations – whether at the bank, a financial services provider or an independent Consultant – the topic of state support comes up, with the hint that this could also be interesting for you

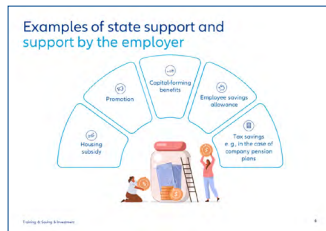


Notes

Training 4: Saving & Investment/In-Depth

Time for this section	Cumulative time
optional	optional

Slide 6: Optional – Examples of support from the state and employer



Objective

- Learn about state support and support from the employer

Interview guide

What does government funding mean?

- Students express. If necessary, the mediator explains: These are various subsidies and tax benefits provided by the state for certain forms of investment
- Depending on the time available, the mediator will explain these subsidized forms of wealth creation:



Capital-forming benefits

- Cash benefit granted by the employer (Basis: Company agreement, collective bargaining agreement, employment contract); transferred directly to the investment account designated by the employee; government subsidy through savings allowance

Company pension scheme

- Pension benefit promised by the employer in the event of old age, death or disability

Tax subsidy

- Privately financed pension; subsidized by government allowances and deductibility (special expenses)

Transition to slide 7

- The topic of state subsidies comes up in many advisory meetings – whether at the bank, a financial services provider or an independent consultant. One important example is the home savings premium. Have you ever heard of the building savings contract?



Notes

Training 4: Saving & Investment/In-Depth

Time for this section	Cumulative time
4 min.	38 min.

Slide 7: Construction premium



Objective

- Get to know the building savings premium as a state subsidy

Interview guide

- Let's take a closer look at this using the example of the building savings premium: The building savings premium can be obtained in connection with a building savings contract. Under certain conditions, you can get this money from the state – as a subsidy on the building savings contributions paid in by the company itself. Advisors are happy to offer this type of savings youthful customers. The reason for this is that, for example, young people's training allowances rarely exceed the income limit that applies for receiving the housing subsidy



Note to mediator: The income limit for single persons for the housing premium is 25,600 euros.

- That sounds like it was made for you, doesn't it?
- Consider: Would you take out a home savings contract if you wanted to save money for a car in three years?
 - Students report
- Important! Just because an investment vehicle is government subsidized doesn't mean it's always a suitable investment vehicle for you. Always check if the investment form fits your own criteria.
- Building savings may be suitable for you if you want to save for a property in the long term, but not for short-term purchases. You must also consider other aspects such as the additional costs, e.g., for processing fees, as well as the conditions for subsequent interest and principal payments for the home loan for the property
 - The mediator flashes the Allianz Finance Workout tip "Never choose an investment vehicle just for the subsidy or tax savings." and explains it
 - Students take the Allianz Finance Workout tip in writing in their notebook



Transition to slide 8/part 1

- Back to the consultation



Notes

Training 4: Saving & Investment/In-Depth

Time for this section	Cumulative time
2 min.	40 min.

Slide 8/Part 1: Checklist for the consultation

Your successful consultation – In three steps

Preparation	Implementation	Follow-up
<ul style="list-style-type: none"> Who do I take with me to the consultation? Am I willing to take a high risk, or not? How much can I save per month/year? What do I want to save for? When do I want to dip into my money on the outside? 	<ul style="list-style-type: none"> Get information about different types of investments and costs. Ask what happens if you have less or more money available later? Find out about risk, costs and obligations. Request a consultation protocol. Don't sign anything on the first consultation. Sleep on it. 	<ul style="list-style-type: none"> After you've slept on it be sure to get more information from several sources. Read everything carefully - even the fine print. Talk about it with your parents/guardians, wider siblings, etc.



Objective

- Preparation for a Practice consultation

Interview guide

- When you buy pants, do you look in just one store or several?
 - Students express
- Will the salesperson at the pants store give you independent advice, such as whether something fits you? Or would the vendor rather sell you something they have in their store?
 - Students express
- When you seek advice on how best to invest your money for you, do you seek information only from a bank, for example?
 - Students express



Transition to slide 8/part 2

- And the consultant at the bank: Is he independent or does he want to sell you something from his offer?



Your successful consultation – In three steps

Preparation	Implementation	Follow-up
<ul style="list-style-type: none"> Who do I take with me to the consultation? Am I willing to take a high risk, or not? How much can I save per month/year? What do I want to save for? When do I want to dip into my money on the outside? 	<ul style="list-style-type: none"> Get information about different types of investments and costs. Ask what happens if you have less or more money available later? Find out about risk, costs and obligations. Request a consultation protocol. Don't sign anything on the first consultation. Sleep on it. 	<ul style="list-style-type: none"> After you've slept on it be sure to get more information from several sources. Read everything carefully - even the fine print. Talk about it with your parents/guardians, wider siblings, etc.



Notes

Training 4: Saving & Investment/In-Depth

Time for this section	Cumulative time
2 min.	42 min.

Slide 8/Part 2: Checklist for the consultation

Your successful consultation – In three steps

Preparation	Implementation	Following
<ul style="list-style-type: none"> • Were all issues with me to the consultation? • Am I willing to take a high risk, if need? • How much can I save per month/year? • What do I want to save for? • When do I want to dispose of my money on the market? 	<ul style="list-style-type: none"> • Get information about different types of investments and costs • Ask what happens if you have less or more money available later? • Find out about risk, costs and obligations. • Request a consultation product. • Don't sign anything on the first consultation. Sleep on it! 	<ul style="list-style-type: none"> • After you've signed on in the case to get more information from several sources. • Read everything carefully – even the fine print! • Talk about it with your parents/guardians, video siblings, etc.



Objective

- Preparation for a Practice consultation

Interview guide

- Students express. If necessary, the mediator explains: The advisor at the bank, savings bank or financial services provider has an interest in selling investment products from their range. That is his profession and that is how he earns his money. When he sells certain products, he makes more money; when he sells other products, he makes less money. A consultation can also be a sales situation. Consulting has its price, this should be transparent. Moreover, one cannot assume that an advisor is familiar with the offerings of other banks, savings banks or service providers
- The mediator asks the students to take the info sheet "Checklist for the counseling interview"
- For a successful consultation, I'll show you in three steps what to keep in mind before, during and after the consultation. Before making any major decisions, don't forget to check with independent advice centers such as Stiftung Warentest or consumer advice centers



Transition to slide 9

- And now the most important facts at a glance



Finance Pro Tips

Don't put all your eggs in one basket when investing.



Notes

Training 4: Saving & Investment/In-Depth

Time for this section	Cumulative time
2 min.	44 min.

Slide 9: Allianz Workout Tips



Objective

- Summary and securing of results

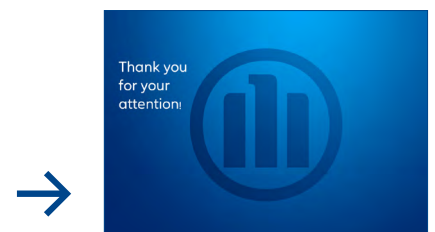
Interview guide

- Who wants to read the first Allianz Finance Workout tip out loud for all of us?
- One student reads and then passes to the next volunteer The mediator provides guidance on further lessons on:
 - Introduction
 - Consumption
 - Budgeting
 - Savings and Investment
 - Risk protection and insurance literacy
 - Sustainability
 - Digitalization



Transition to slide 10

- Then he says goodbye to the class
- That's it for today

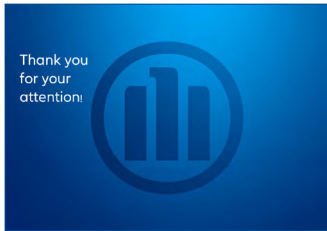


Notes

Training 4: Saving & Investment/In-Depth

Time for this section	Cumulative time
1 min.	45 min.

Slide 10: Wrap-up



Objective

- Wrap-up

Interview guide

- I hope you had as much fun today as I did
- I thank your teacher for the class time and support
- Thank you very much for your great cooperation! If you enjoyed it, you could ask your teacher to invite us again soon



Tips for the end of the lesson

- Discuss with the teacher if they or their colleagues are interested in teaching more sessions
- Actively ask the teacher for their comments or suggestions for improvement

Notes

Training 4: Saving & Investment/Advanced

1. Brief Information

Duration min. 1 school hour (45 minutes)

Advanced

Unit theme	Interest and compound interest
Contents	<ul style="list-style-type: none">• Calculate interest and compound interest• Functioning and significance of interest and compound interest• Forms of credit and interest
Target group	<ul style="list-style-type: none">• 7. to 9th grade (depending on type of school and level of knowledge)
Working documents	<ul style="list-style-type: none">• Allianz Finance Workout Facilitation Guide and Animated PDF Presentation• Worksheets for students: Who gets how much interest? How much interest do you have to pay? Feedback sheet for students• Return envelope and feedback sheet for the teacher to evaluate the teaching unit



Training 4: Saving & Investment/Advanced

2. Presentation overview

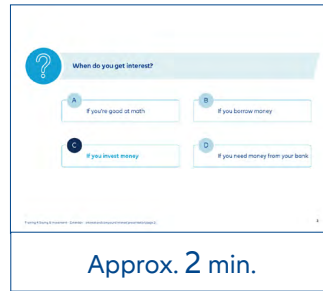


Simple and compound interest

Approx. 2 min.

- Welcome
- Activate prior knowledge

01



When do you get interest?

A If you're good at math

B If you borrow money

C If you invest money

D If you need money from your bank

Approx. 2 min.

- Awaken interest for the theme
- Learning when to interest

02

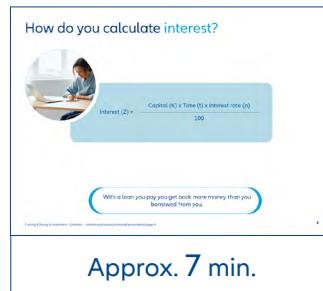


How banks and savings banks make money

Approx. 4 min.

- Understanding how the Business model from banks and savings banks

03



How do you calculate interest?

Interest (Z) = Capital (K) x Time (t) x interest rate (i)

With a loan you pay your bank more money than you borrowed from you.

Approx. 7 min.

- Comprehend how calculate interest
- A formula as a tool for Interest calculation get to know

04



What is compound interest?

When you use saving money on your bank account, you have two choices:

01 You withdraw the interest from your account every year

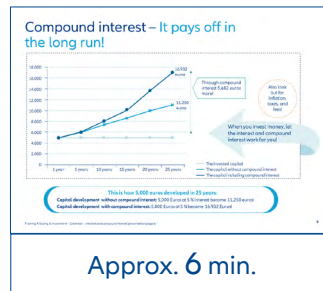
02 You leave the interest in the account. Interest is then paid on the interest again in the following year. So there is interest on the interest - compound interest!

Compound interest: "Interest earned on undistributed interest credited."

Approx. 2 min.

- Functionality from compound interest understand

05



Compound interest - It pays off in the long run!

When you invest money, let the interest and compound interest work for you!

Approx. 6 min.

- Meaning of Recognize compound

06



When do you pay interest?

A If you open an account

B If you exchange your money to other currencies

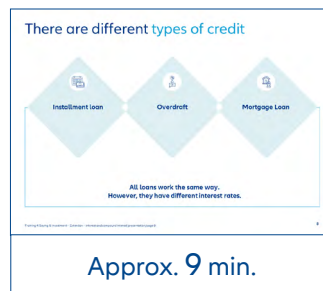
C If you take out a loan

D If you withdraw money

Approx. 5 min.

- Learning when to pay interest

07



There are different types of credit

Installment loan, Overdraft, Mortgage Loan

All loans work the same way. However, they have different interest rates.

Approx. 9 min.

- Get to know different types of credit

08

Training 4: Saving & Investment/Advanced

2. Presentation overview

What cost is the cost of a 1,000 euro loan =C?

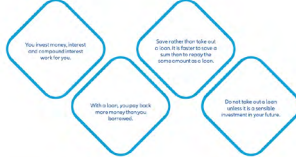


Approx. 5 min.

- Using a practical example Savings and Prefinance compare and weighing up against each other

09

Finance Pro Tips




Approx. 2 min.

- Summary and securing results

10

Thank you for your attention!



Approx. 1 min.

- Wrap-up

11

Training 4: Saving & Investment/Advanced

3. Overview worksheets

How much interest can you receive?

Worksheet 1



Interest when you invest money:

Amount of money invested x term (year) x interest rate: 100 = interest

Example: 100 Euro x 1 year x 2 %: 100 = 2 Euro interest

And now it's your turn:

How much interest income will Anja and Sven receive at the end of the first year?

Sample task:

Anja invested the 500 euros she earned from her summer job at her bank. She receives 3% interest per year.

Interest income at the end of the first year:

Group A

Sven opened a savings account and deposited 100 euros. He receives 1.5% interest per year.

Interest income at the end of the first year:

Group B

Anja's grandparents deposited 350 euros in her savings account for her birthday. She receives 1.5% interest per year.

Interest income at the end of the first year:

Group C

Sven receives a total of 200 euros as a gift for Christmas. He deposits this money in a current account. He receives 1% interest per year.

Interest income at the end of the first year:

Training 4: Saving & Investment/Advanced

3. Overview worksheets

How much interest do you have to pay?

Worksheet 2



Interest when you borrow money:

Amount borrowed x term (year) x interest rate: 100 = interest

Example: 100 Euro x 1 year x 2 %: 100 = 2 Euro interest

Group A

You take out an instalment loan of 1,000 euros.

The term is 1 year. The interest rate is 6%.

Group B

You fully utilize an overdraft facility of 1,000 euros for an entire year.

The term is 1 year. The interest rate is 14%.

Group C

You take out a mortgage loan in the amount of 60,000 euros.

The term is 8 years. The interest rate is 2.5%.

Training 4: Saving & Investment/Advanced

Time for this section	Cumulative time
2 min.	2 min.

4. Moderation guide Advanced

Slide 1: Welcome



Objective

- Welcome
- Activate prior knowledge

Interview guide

- The mediator welcomes the students and introduces himself/herself (see instructions in the Allianz Finance Workout Guide, Training 4: Saving & Investment, Base)

The mediator leads into the topic:

- Today we want to look at interest rates. A current and exciting topic: I'm sure you've heard about the extremely low interest rates
- The mediator points out the terms interest and compound interest on the slide
- Who knows these two terms? Have you ever met them?
- Now give the students room to speak

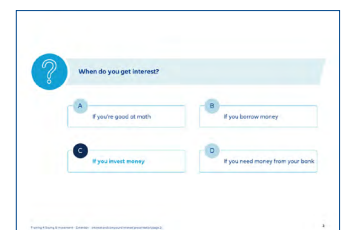


Note to mediator: The teaching unit "Saving" shows different forms of saving and explains the trade-off between return, risk and liquidity. The goal is for students to learn to prioritize according to their personal interests and needs that will help them achieve their savings goals.

In all areas, the unit is limited to explaining basic principles and modes of operation. Since the aim is to impart basic economic education, no specific information is provided on individual product categories, Products or services. If questions arise from teachers or students about specific products, please refer them to independent information sources such as the Federal Ministry of Justice and Consumer Protection, Klicksafe.de or information from Stiftung Warentest.

Transition to slide 2

- To get you started, I've prepared a little quiz for you

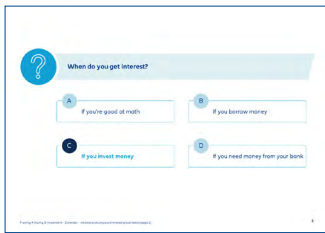


Notes

Training 4: Saving & Investment/Advanced

Time for this section	Cumulative time
2 min.	4 min.

Slide 2: When do you get interest?



Destination

- Arouse interest in the topic
- Learning when to get interest

Interview guide

Step 1:

- The mediator pops up the question and the four answer choices
- Who would like to read the question and answers for all of us?
- What do you think? What is the right solution?
- Students make guesses and state the correct solution

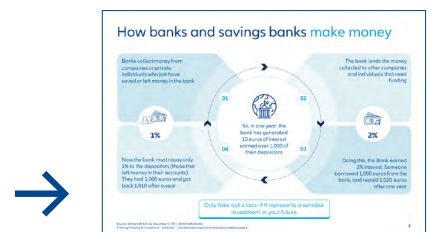
Step 2:

- The solution is displayed in color
- So you get interest when you invest money
- Where can I invest money, for example?
- Students make assumptions. If necessary, give impetus to banks and savings banks



Transition to slide 3

- Why does the bank pay you interest and what does it do with the money you deposit with it?

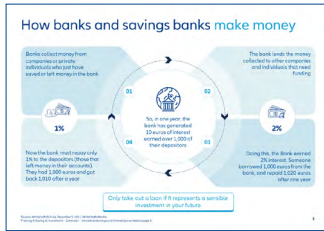


Notes

Training 4: Saving & Investment/Advanced

Time for this section	Cumulative time
4 min.	8 min.

Slide 3: How banks and savings banks make money



Destination

- Understand how the business model of banks and savings banks works

Interview guide

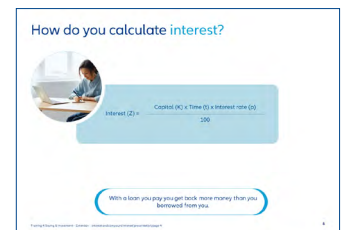
- Give students room to guess here as well
- The mediator explains the basic business model of banks and savings banks (bank as an intermediary between those who want to invest money and those who want to borrow money)
- The mediator has the texts read aloud on the slide and explains if necessary
- At this point, the mediator once again addresses the current low-interest situation
- The mediator flashes the Allianz Finance Workout tip "Only take out a loan if it represents a sensible investment in your future." and explains it
- Students take the Allianz Finance Workout tip in writing in their notebook



(Source: WirtschaftsSchule, December 5, 2011, WirtschaftsWoche)

Transition to slide 4/worksheet 1

- So interest works for you or for your money. We will now take a closer look at how they are calculated exactly

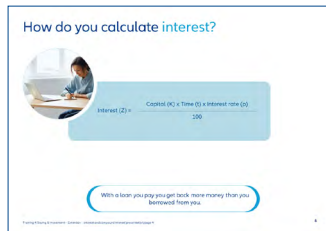


Notes

Training 4: Saving & Investment/Advanced

Time for this section	Cumulative time
7 min.	15 min.

Slide 4/Worksheet 1: How do you calculate interest?



Destination

- Understanding how interest is calculated
- Know a formula as a tool for calculating interest

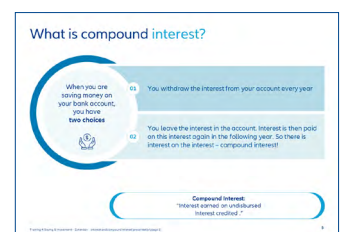
Interview guide

- This formula helps us
 - The mediator explains the formula
 - The mediator asks the students to take Worksheet 1
- Let's try it together first
 - The sample task is now calculated together
- I have prepared three tricky cases – but you can certainly solve them
- Now the mediator divides the class into three groups (A, B and C). The students work on different tasks depending on the group. You can use a pocket calculator if necessary. Please discuss this with the teacher before the lesson
 - Now the students calculate their task, each for himself
 - Here we go. On your worksheet, please underline the amount of money, then the term and finally the interest rate. This will help you keep track of everything
- After five minutes, please briefly compare your result with that of the person sitting next to you
 - Students present their findings in plenary. If necessary, one of the examples is worked through together on the blackboard
 - Solutions: Example task 15 Euro; Group A 1,50 Euro; Group B 5,25 Euro; Group C 2 Euro
 - The mediator flashes the Allianz Finance Workout tip: "With a loan, you pay back more money than you borrowed." and explains it
 - Students take the Allianz Finance Workout tip in writing in their notebook



Transition to slide 5

- Thanks to interest, your money multiplies

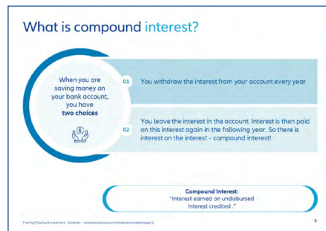


Notes

Training 4: Saving & Investment/Advanced

Time for this section	Cumulative time
2 min.	17 min.

Slide 5: What is compound interest?



Destination

- Understanding how compound interest works

Interview guide

- There is a colleague of the interest: the compound interest
- Interest and compound interest – confusing? Not really, right?
- Does anyone have any idea what compound interest is?
 - Students make assumptions
 - The mediator now explains the principle of compound interest
- The principle of compound interest works like this: If you have invested money in a savings account, the bank will pay you interest on it. It usually does so at the end of a year



Step 1:

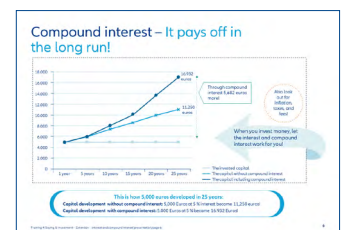
- Either you can cash out the accrued interest ...

Step 2:

- ... or you leave it in the savings account. If you decide on the second case, this has the advantage that the interest from the first year is also compounded in the second year
- Put more simply: So there is interest on the interest – that is compound interest
 - Give students room to ask questions at this point

Transition to slide 6/part 1

- So compound interest is a great thing – if only interest rates weren't so low!

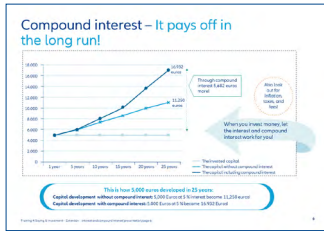


Notes

Training 4: Saving & Investment/Advanced

Time for this section	Cumulative time
3 min.	20 min.

Slide 6/Part 1: Interest interests



Destination

- Recognize the importance of compound interest

Interview guide

- What makes compound interest so attractive?
- Students make assumptions

Let's look at the effect and benefit of compound interest with an example. Step 1:

- The mediator displays the pink graph
- The line represents your invested money. 5.000 euros. The bank will pay you 5% interest on this amount

Step 2:

- The mediator displays the blue graph
- What happened to your money?
- Students recognize that the amount has grown due to interest
- Now, at the end of the year, you decide to keep your money in the bank and not have the interest paid out.

What happens then?

- Students explain that the bank pays interest again on the interest due
- That's right, the bank is now paying you compound interest. What do you think is the amount you will now receive after 25 years?

Students make assumptions.

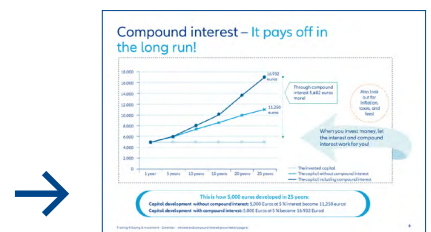
Step 3:

- The mediator now displays the green graph and illustrates the effect of compound interest on the invested amount
- Students take the Allianz Finance Workout tip in writing in their notebook



Transition to slide 6/part 2

- So, if you invest your money (capital) for a longer period of time and do not have the interest paid out regularly, you get interest and compound interest

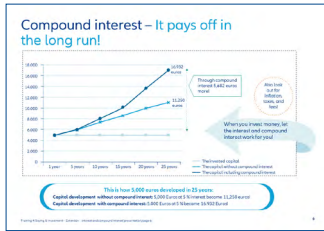


Notes

Training 4: Saving & Investment/Advanced

Time for this section	Cumulative time
3 min.	23 min.

Slide 6/Part 2: Interest interests



Destination

- Recognize the importance of compound interest

Interview guide

- Are you familiar with the term yield? This is the profit after costs that invested capital brings
- In our compound interest example, it is easy to overlook the fact that it is always just a profit before costs! So you always have to consider costs, taxes and inflation
- The mediator explains that the mere indication of the interest rate therefore by no means reflects the real increase in value
- Who can describe in their own words what inflation means?
- Students make assumptions

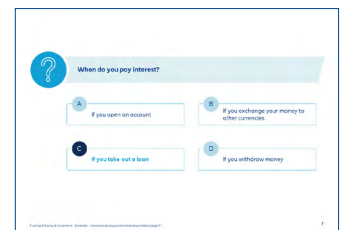


mediator summarizes:

- Money is always the equivalent of something else, e.g., EUR 1.00 for a scoop of ice cream. Ten years ago, you only had to spend 50 cents for a scoop of ice cream; today, for the same scoop of ice cream, you have to spend twice that: So the money is worth less than before. When prices (or the price level) for products or services rise steadily over a longer period of time, this is known as inflation
- And what does that have to do with compound interest?
- Students make assumptions
- The mediator points out that a long period of time is required for the growth due to compound interest. During such a long period, the value of money may decline, which significantly reduces the real growth
- The mediator flashes the Allianz Finance Workout tip: "When you invest money, interest and compound interest work for you." and explains it

Transition to slide 7

- We have now learned when we get interest and compound interest from the bank. But sometimes you have to pay interest

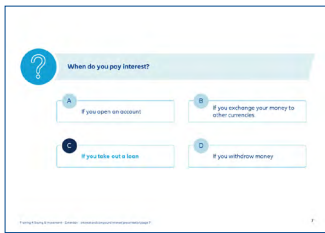


Notes

Training 4: Saving & Investment/Advanced

Time for this section	Cumulative time
5 min.	28 min.

Slide 7: When do you pay interest?



Destination

- Learning when to pay interest

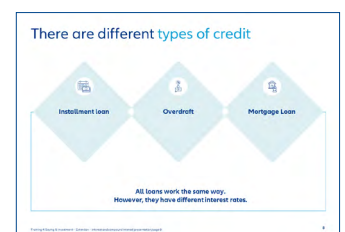
Interview guide

- Here, too, I would like to start with a little quiz
- The mediator pops up the question and the four answer choices
- Who knows the solution?
- The solution is displayed in color
- You have to pay interest when you borrow money from the bank
- There is another well-known expression for borrowing money from the bank. Do you know him?
- mediator names borrow, if students do not name the term
- Why do some people actually borrow money? What reasons can there be for this?
- Students list possible reasons. The mediator provides an impetus towards the distinction between incurring debt for consumption purposes and debt as an investment in the future
- Some people take out loans because they want to buy things they don't have money for. So they are incurring debt that they should be avoiding. But there are also situations in which a loan is not bad, but a sensible investment! When can a loan make sense?
- The mediator discusses with the students situations in which a loan can be helpful: e.g. buying a condominium or building a house; buying a car if public transport is not available for the way to the training place/to work



Transition to slide 8/part 1

- Not all credit is created equal. There are several types

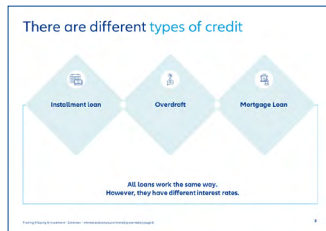


Notes

Training 4: Saving & Investment/Advanced

Time for this section	Cumulative time
4 min.	32 min.

Slide 8/Part 1: There are different types of credit



Destination

- Get to know different types of credit

Interview guide

- What types of loans do you know?
- Students express their guesses
- When you overdraw your checking account, you are spending money that is not yours. You borrow money from the bank and then automatically pay interest. This is the overdraft facility
- I think you also know the installment loan. Who can explain when you are talking about an installment loan?
- The mediator explains the difference between the overdraft and the installment credit and mentions that minors are not allowed to enter into a contract of this type without the consent of their legal guardians
- Have you heard of a mortgage loan ?
- Students express their guesses. The mediator explains what a mortgage loan is used for.
- The different types of loans all work the same way in principle, but the interest rates differ quite significantly. (Give example interest rates!)
- The following situation: You are in training and need to get your driver's license. Otherwise, you will not be able to get to the workplace from your place of residence. But you lack money in the short term to be able to pay for the driver's license. You borrow 1,000 euros from the bank



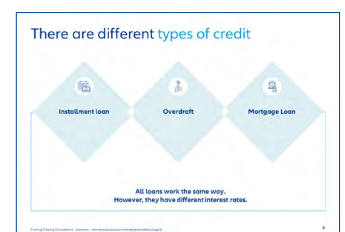
You have the choice: Overdraft facility or installment loan? Note to mediator:

- An effective interest rate is often used. The APR is the total annual charge to be expressed as a percentage. The calculation of the annual percentage rate of charge is based on Section 6 of the German Price Indication Ordinance (PAngV). It is a calculated figure and is intended to enable the comparability of different loans

Source: http://www.vis.bayern.de/finanzen_versicherungen/finanzierung/verbraucherdarlehen.htm

Slide 8/Part 2/Worksheet 2

- Let's now take a look at how the different interest rates play out

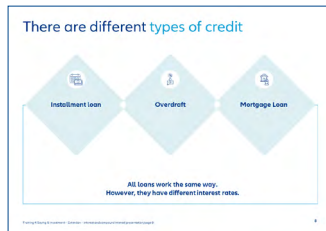


Notes

Training 4: Saving & Investment/Advanced

Time for this section	Cumulative time
5 min.	37 min.

Slide 8/Part 2/Worksheet 2: There are different types of credit



Destination

- Get to know different types of credit

Interview guide

- The mediator divides the class into three groups and asks the students to take Worksheet 2
- Each group takes out a loan or mortgage. Group A must pay 6%, Group B 14% and Group C 2.5%. What is the amount of interest you will have to pay after one year?
- Now calculate together with your bench neighbor. I am curious to see what result you come to
- Students present their findings in plenary. The mediator then summarizes:
- It makes a big difference at what interest rate you borrow money
- In the end, you will always have to pay back more than the 1,000 euros you borrowed
- In the case of an installment loan, there are additional costs for processing besides the interest Solutions:



Group A 60 Euro, Group B 140 Euro, Group C 1.500 Euro. Note to mediator:

- When calculating the installment loan, we did not use annuity calculation as well as additional costs to be calculated are indicated, as this does not correspond to the level of knowledge of the lower secondary school

Transition to slide 9

- When you need money, there are two ways: save the money or borrow money ...

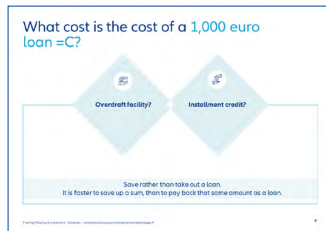


Notes

Training 4: Saving & Investment/Advanced

Time for this section	Cumulative time
5 min.	42 min.

Slide 9: What does EUR 1,000 cost?



Destination

- Using a practical example, compare and contrast saving and prefinancing

Interview guide

- Let's say you need 1,000 euros for your driver's license
- One group wants to save the amount, the other group wants to take out a loan
- Let's play through this now and then compare the results. To do this, we divide the class in half. The left half decides on the following:



Step 1:

- You save the 1,000 euros and put 50 euros into the checking account every month



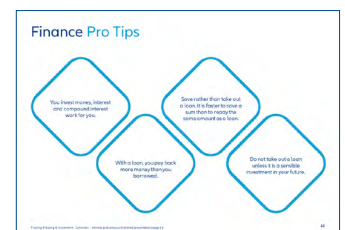
Step 2:

- The right half decides to borrow the money. You borrow the 1,000 euros from the bank, the interest rate is 10%
- The mediator now explains the work assignments and writes them clearly visible on the board:
- How long will it take the left half to collect the 1,000 euros?
- How long will it take the right half to pay back the loan if it pays back 50 euros every month? Also remember, you will have to pay 10% interest on the loan
- The students calculate their result and present it in plenary. mediator summarizes:
- It is faster to save up a sum than to pay off the same amount
- The mediator flashes the Allianz Finance Workout tip: "Save rather than borrow. It is quicker to save up a sum than to repay the same as a loan." and explains this
- Students take the Allianz Finance Workout tip in writing in their notebook



Transition to slide 10

- And now the most important things again at a glance

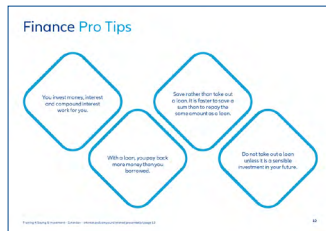


Notes

Training 4: Saving & Investment/Advanced

Time for this section	Cumulative time
2 min.	44 min.

Slide 10: Allianz Workout Tips



Destination

- Summary and securing of results

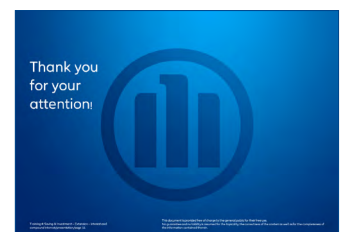
Interview guide

- Who wants to read the first Allianz Finance Workout tip out loud for all of us?
- One student reads and then passes to the next volunteer
- The mediator provides guidance on further lessons on:
 - Introduction
 - Consumption
 - Budgeting
 - Savings and Investment
 - Risk protection and insurance literacy
 - Sustainability
 - Digitalization



Transition to slide 11

- Then he says goodbye to the class
- That's it for today

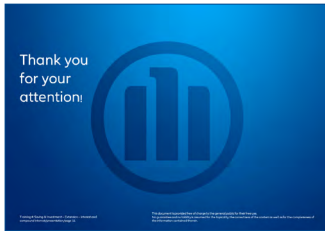


Notes

Training 4: Saving & Investment/Advanced

Time for this section	Cumulative time
1 min.	45 min.

Slide 11: Wrap-up



Destination

- Wrap-up

Interview guide

- I hope you had as much fun today as I did
- I thank your teacher for the class time and support
- Thank you very much for your great cooperation! If you enjoyed it, you can ask your teacher to invite us again soon



Tips for the end of the lesson

- Discuss with the teacher if they or their colleagues are interested in teaching more sessions
- Actively ask the teacher for their comments or suggestions for improvement

Notes

Part V: Resources for Finance Proes, Teachers and Students

Finance Proes and teachers

<http://www.bmas.de/DE/Themen/Rente/Zusaetzliche-Altersvorsorge/inhalt.html>

http://www.focus.de/finanzen/banken/vermoegenswirksame-leistungen-wie-sie-das-extra-money-from-the-boss-right-benefit_id_4643917.html

http://www.jugend-und-finanzen.de/juf.nsf/index.xsp?docId=6796EDAF4203186DC1257F110_0452E5B

<https://www.test.de/topic/share/>

<http://www.schuldnerhilfe.de/inforeihe-und-projekte/>

<http://www.verbraucherzentrale-bremen.de/bausparvertraege-faq>

<http://www.wigy.de/>

<http://www.zeit.de/2010/28/Aktien-fuer-Kinder>

<http://www.zinsen-berechnen.de>

Pupils

<http://www.checked4you.de/>

<http://www.hanisauland.de/lexikon/f/finanzkrise1/bankenkrise.html#finanzkrise1>

http://www.jugend-und-finanzen.de/juf.nsf/index.xsp?docId=6796EDAF4203186DC1257F110_0452E5B

<http://www.schuldnerhilfe.de/inforeihe-und-projekte/>

<http://www.wasistwas.de/archiv-wissenschaft-details/sparschwein-oder-bankkonto.html>

<http://www.zeit.de/2010/28/Aktien-fuer-Kinder>

<http://www.zinsen-berechnen.de>





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