

# HOTLINE

## TEACHING TACTICS

# Practical money management pays off

When one Peachtree Ridge High School FBLA member turned to her and said, “teaching is so hard,” this FBLA adviser just smiled. Sarah Heath is the Peachtree Ridge High School and FBLA Region 9 FBLA adviser in Georgia.



Heath’s students taught financial literacy basics to a local second grade class with a curriculum they wrote themselves as part of their own learning.

Before the students began to teach topics such as the “Importance of Saving” or “Money Math,” they first had to learn it thoroughly themselves. For this, Heath put together lesson plans from the free Practical Money Skills curriculum ([www.practicalmoneyskills.com](http://www.practicalmoneyskills.com)) and resources from the National Endowment for Financial Education ([www.nefe.org](http://www.nefe.org)).

The high school students then built their own financial literacy lesson plan for the second graders based on state and county standards. The high school students used their own money to purchase piggy banks that they gave to each second grader to use in the lesson and then take home. The students used the piggy banks to set up learning games like “Simon Says” and an allowance game



to help with coin identification, counting, and math. They also stressed the importance of saving and the opportunity cost of purchasing decisions. They wrapped up their lesson with a skit aimed at modeling good and bad savings behaviors.

“My students learned so much by teaching the second graders,” Heath said. “They were able to put what we were talking about into action.”

## Virginia adviser receives Outstanding Leadership Award

Judith P. Sams, Program Specialist for Business and Information Technology, Virginia Department of Education, received the 2006 Southern Business



Education Association (SBEA) Outstanding Leadership Award at the annual convention on Oct. 20 in Atlanta, Georgia.

“As an enthusiastic leader and teacher, this talented and remarkable individual is ensuring that the future of business education is a vital part of school life in our country,” said Janice Harder, chair of the SBEA Leadership Awards Administrative Committee.

Sams taught business courses for over 32 years, developed the business curriculum

at Fuqua School in Farmville, Virginia, and started an FBLA chapter that became a consistent state and nationally recognized Gold Seal chapter.

“Judy not only has been an outstanding teacher in the classroom, but also served as a teacher and mentor to many new and experienced teachers in the field of business,” said Anne Rowe, FBLA-PBL board of directors member and Virginia Department of Education Program Specialist, Business and Information Technology. “Through her outstanding service to professional associations and the Virginia Department of Education, she has provided the teacher methodology training to teachers annually at our summer professional development conferences for many years. Judy’s transition from the classroom to the Virginia Department of Education allows her to

continue mentoring teachers. We at the Department of Education are very pleased and privileged to have Judy on staff.”

Sams has been recognized as the VBEA and SBEA Outstanding Business Teacher of the Year and the Virginia Association for Career and Technical Education Outstanding Educator of the Year. After serving as a member of the FBLA Foundation Board of Directors for six years and as a local, regional, and state FBLA adviser for over 30 years, she has been selected as Virginia’s Outstanding Adviser of the Year for the last two years and is a recent inductee into the Adviser Hall of Fame at the FBLA-PBL National Center in Reston, Virginia. In 2006, she was recognized as the regional and state Citizenship Teacher of the Year by the Veterans of Foreign Wars.

# Celebrate!

## FBLA-PBL Week—Feb. 11-17

FBLA-PBL sets aside the second week of February each year as National FBLA-PBL Week. Chapters are encouraged to use this time to publicize their activities and successes, boost their membership, and gear up for their spring activities. In addition, FBLA-PBL recognizes the Wednesday of this week as Adviser Appreciation Day. Members are encouraged to use this day to pay special tribute to the dedicated individuals who make the association possible on the local level.

Many chapters plan special activities for each day of the week. These include everything from Professional Attire Day to FBLA-PBL T-shirt Day to Faculty Appreciation Day and Career Awareness Day. As FBLA-PBL Week coincides each year with National Career and Technical

Education Month, this is an excellent time to inform the public about the purpose of school-to-work activities and programs. The momentum of a national event provides the perfect occasion to spotlight the value of membership and career, technical, and business education.

Starting at your next chapter meeting, plan how you can celebrate FBLA-PBL Week. Many chapters have a different event each day of the school week.

### In-school promotion

Make sure FBLA-PBL Week appears on the school calendar, e-mail update list, or marquee boards. Put up posters or banners around the school the Friday before FBLA-PBL Week announcing the weeklong celebration.

### Plan your media

Have a media plan in place as soon as possible—the earlier the better! Call your local media and seek out your media contact. Send a press release about FBLA-PBL Week to the local newspapers, radio stations, and television stations, including the local community access cable station.

### In the community

Attend a local Chamber of Commerce, Rotary, or other community business meeting to talk about FBLA-PBL Week and how they can get involved as sponsors, speakers, or sign up as Professional Division members. Share the FBLA-PBL mission and goals.

## EntrepreneurshipWeek USA creates spirit with new activities

From Feb. 24 to March 3, 2007, entrepreneurs, educators, community leaders, and young people across the United States will celebrate the power of entrepreneurship and ignite the nation's consciousness about the importance of being entrepreneurial.

FBLA-PBL partner, EntrepreneurshipWeek USA, offers a tremendous opportunity to engage and encourage the next generation of entrepreneurs. Each chapter is encouraged to work with local entrepreneurs to promote entrepreneurship during this week. Here are a few of the planned FBLA-PBL activities:

- Members can shadow local entrepreneurs/business leaders. Chapter members also can go on a business tour.
- Host an entrepreneurship breakfast or luncheon by inviting local entrepreneurs and business leaders to speak to chapter members.
- Create an entrepreneurship panel by inviting several local businesspersons to attend a meeting and discuss their careers and how to become an entrepreneur. Be sure to include time for questions and answers.
- Work with elementary and middle school students on a special project to promote entrepreneurship in their school and community.

You can get creative and develop a unique project to help celebrate EntrepreneurshipWeek USA. Also, your chapter can:

- Gain recognition on the national Web site and *Tomorrow's Business Leader* by sending an article and photos from your activity to [communications@fbla.org](mailto:communications@fbla.org).
- Create additional media opportunities for your chapter and EntrepreneurshipWeek USA in your local community.
- Involve your Professional Division members in your activity. You can also give a Professional Division membership to your local entrepreneurs/business leaders assisting with your project.

EntrepreneurshipWeek USA will recognize entrepreneurs, those promoting entrepreneurship, and those teaching entrepreneurship. Above all, it will celebrate the creativity, imagination, and innovation of entrepreneurship in all its forms—including business start-ups, social entrepreneurship, and enterprising employees within existing organizations.

EntrepreneurshipWeek USA is targeting students and young adults, as they are our next generation of leading entrepreneurs. But, entrepreneurship is not just for the young or those currently in an education setting. Chapters can coordinate activities that help spread the word about the power of entrepreneurship to many audiences. For more ideas and activities visit [www.entrepreneurshipweekusa.com](http://www.entrepreneurshipweekusa.com).

What's your **BIG** idea?  
**take it on!**



EntrepreneurshipWeek **USA** .com  
**Feb. 24-March 3, 2007**