

Lloyds Bank Resources

Session crib sheet

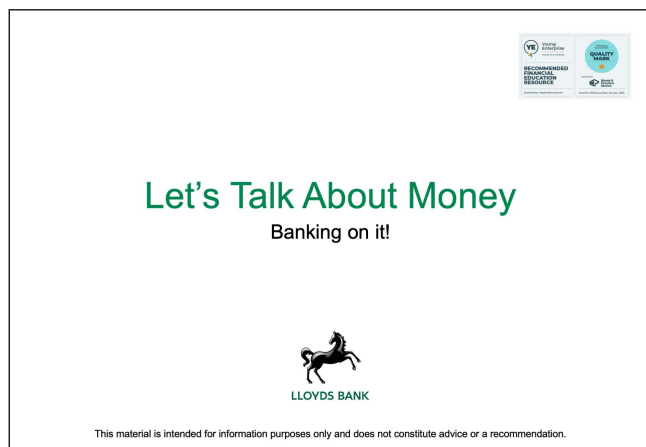
Banking on it!

Age 9-11



At the start

You will need **PPT SLIDE 1**



Banking on it!

Show this slide whilst you get the group settled and in place.

Introduction


 **5 MINUTES**

You will need **PPT SLIDE 2**

Introduction

During this session, we will be talking about:

- The difference between goods and services.
- What it means to be a critical consumer.
- Banking and the digital world of money.



Who, where, why?

Introduce yourself

- Explain who you are and why you're here.
- You will spend the session working with them.

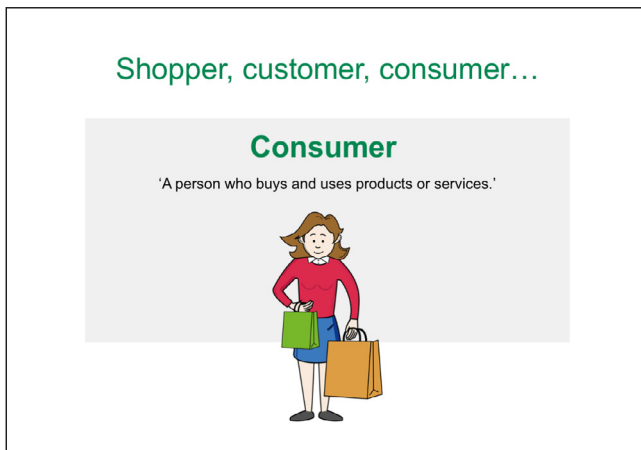
Explain that today they will be learning about:

- Goods and services.
- Making choices.
- Banks and banking services.

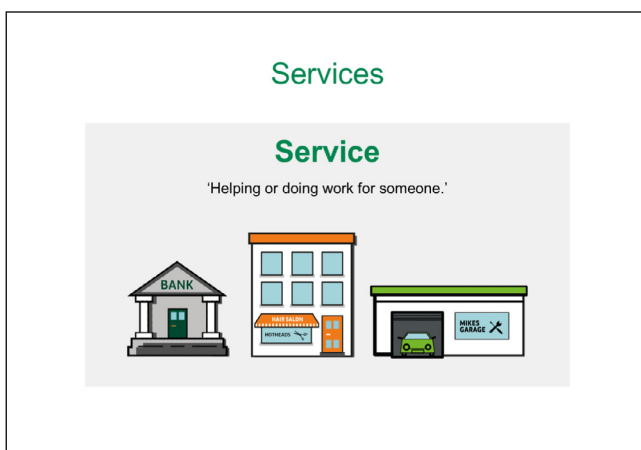
Starter Activity

 **10 MINUTES**

You will need **PPT SLIDES 3 and 4**



PPT SLIDE 3: Shopper, customer, consumer...



PPT SLIDE 4: Services

To start:

Use the slide to explain the word 'consumer'. Explain that we don't just buy 'stuff' (goods), we buy and use services as well.

? Ask if they understand what we mean by 'service'. Explain that a 'service' is the actions of helping or doing work for someone. A service could be paid for or free.

? Can they think of some services which we use or buy?

Possible answer: Hairdresser, restaurant, cinema, car repairs, taxi, banking, broadband, telephone, insurance, vets, health care, cleaning.

Share your own idea of services that you use/have used. E.g. hairdresser or broadband service.

? Do we have a choice about the services we use?

Some children may answer yes.
Others may be uncertain of the answer.

? How do we choose services?

Possible answer: price, availability, other people's views etc.

Share an example of how you've chosen a service to use. E.g. a taxi service based on a recommendation, reliability or price.

? What other things might influence our choices?

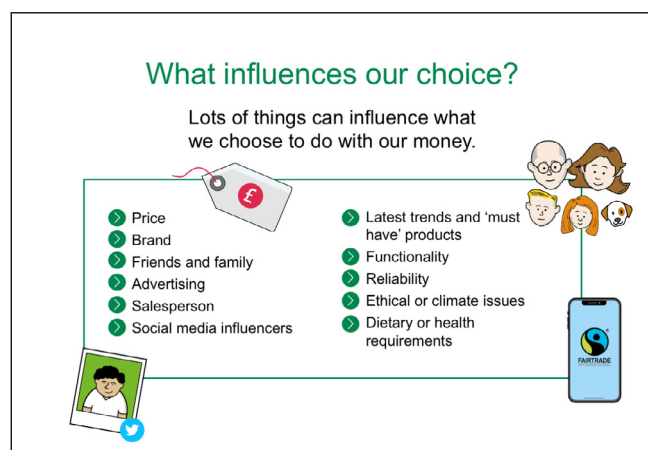
Possible answer: adverts, friends, special prices, functionality (what it does or doesn't do), etc.

Continued 

Starter Activity

 **10 MINUTES**

You will need **PPT SLIDE 5**



PPT SLIDE 5: What influences our choice?

Use slide 5 and their ideas to reflect on the list you have created:

We may be influenced by our own personal needs such as diet, or health. We may want to make our choices based on issues such as fair trade or the environment.

Check that they understand what it means to be a consumer e.g. someone who buys and uses goods and services.

When we make choices about goods and services, we are influenced by all sorts of things. We need to be aware, so that we can question what it is that we really need and want.

When we think carefully about why and how we are spending our money, we are being 'critical consumers'. Being critical will help us manage our money better.

You will need **PPT SLIDE 6**



PPT SLIDE 6: Bank Service

You will need:

- Bank services information sheet.
- Plain paper.

The children will think about what they want from a bank.

Use slide 6. Start by asking the children.

? What do they know about banks?

Possible answers: a place to keep our money, a place to save money or borrow money.

? What services do banks offer to their customers?

Possible answers: debit/credit cards, savings accounts, loans, advice, cash withdrawals, online banking, mobile banking, pay by phone.

Share your own experience of a bank or savings account. Talk about some services it offers you. E.g. mobile banking, a debit card, an app to pay using your phone, downloadable statements, etc.

? Can they think of other services that they would want from a bank?

Prompt the children to think about less obvious services, such as budgeting tools.

Continued 


Main Activity

 **30+ MINUTES**

You will need **PPT SLIDE 7 and 8**

Design a bank account

You are going to design your own bank account.



- 1 Give your bank a name and create a logo.
- 2 Select 4 services your bank account is going to offer. Use the ideas you've shared as a class and the information sheet to decide.
- 3 Create at least one new extra of your own. It could be anything you want e.g. a discount card to use at certain shops or free music on your phone. Your extra service can be fun, silly or sensible!
- 4 Create a promotion slogan to tell customers why your bank is the best there is!

PPT SLIDE 7: Design a bank account

Use slide 7 and explain to the children that they are going to 'design their own bank account'.

Ask some children to share their ideas with the group.

? Which services did they select?

? Describe their own service idea

Alternative ways of delivering the activity:

- 1) Ask the children to explain why they chose these services to offer in their bank. Which do you think is the most important?
- 2) Ask the children to select just two services and then design one of their own.

It doesn't just have to be a bank!

Banks are just one way of managing our money.
There are other alternatives to banks:

Credit Unions:

- let people in a shared local community save and borrow money with each other
- offer a range of savings accounts, current accounts and loans to their members
- are owned by their members and not-for profit.

Friendly Societies:

- are based in a very local area
- allow members to save and borrow money
- offer a range of products including savings accounts and insurance.

Building Societies:

- owned by their members
- offer a range of savings accounts, current accounts and loans
- are sometimes bigger national organisations.



PPT SLIDE 8: It doesn't just have to be a bank!

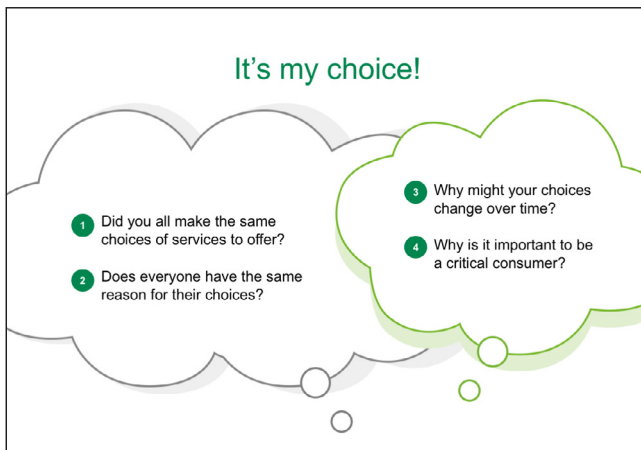
Use slide 8 to explain that banks are just one way of managing our money. There are other alternatives to banks e.g. Credit Unions; Friendly Societies and Building Societies.

Making choices will depend on individual needs and situations. That's why we must 'shop around', ask questions and find out what's on offer. That way, we can make the best choice for ourselves. Remember, that our needs or circumstances can change so we may need to make different choices over time.

What have we learnt today?

**15 MINUTES**

You will need **PPT SLIDE 9**



PPT SLIDE 9: It's my choice!

Ask the children to think about what they have learnt today. Use the following questions to reflect on key points:

? Did you all make the same choices of services to offer?

- We may not make the same decisions as others.
- Our decisions should be made on our own needs and situations.

? Does everyone have the same reason for their choices?

Different things can influence our choices, e.g:

- Adverts and bargain offers.
- Persuasive advertising.
- Friends and family.

? Why might your choices change over time?

- Our needs and circumstances change over time.
- What suits us now may not be relevant in years to come.
- We should revisit decisions we have made about money regularly to ensure we are managing our money to the best of our ability.

? Why is it important to be a critical consumer?

- Our decisions need to be right for us.
- There are lots of different goods and services to choose from.
- Wrong decisions can be costly.
- We need to find out the options and assess them against what we need.

Their comments and questions will inform yours and the teacher's or host organiser's assessment comments.

What have we learnt today?



15 MINUTES

You will need **PPT SLIDE 10**



PPT SLIDE 10: A big thank you!

Thank the children for their time and for joining in with the session so well.

If you will be working with them again soon, you can tell them what you'll be doing next time.

You could suggest that they might like to talk to their parents or caregivers about what they've learnt today.