



Financial Planning

Course Description

This course is part of the National Academy Foundation’s Academy of Finance. Financial Planning provides students with an overview of the job of a financial planner. Students look at financial planning in an objective way that requires them to regard all aspects of financial planning as relevant to a potential client.

Course Code: 030801

Program(s) of Study to which this course applies

- National Academy Foundation’s Academy of Finance

Course Content	Crosswalk to Common Core Academic Standards	Crosswalk to Nebraska Academic Standards	Crosswalk to Nebraska Career Readiness Standards	Crosswalk Clarification
Standard 1. Students will understand the financial planning concepts and terms.				
Benchmark 1.1 Display understanding of key terms in financial planning.	ELA.L.11–12.6 ELA.RST.11–12.4	LA.12.1.5 LA.12.3.1.a	N/A	
Benchmark 1.2 Evaluate how the finances of an individual or family can impact his/her life.	N/A	N/A	CR.5.A.4	
Benchmark 1.3 Create a concise outline describing what a financial planner does and the skills, experiences, and educational background necessary to enter the profession.	N/A	SS.12.2.6.c–d	CR.1.B.1 CR.10.A.1	
Standard 2. Students will examine the process of implementing a financial plan.				
Benchmark 2.1 Explain financial planning helps achieve financial goals and protect against common risks.	ELA.SL.11–12.4 ELA.WHST.11–12.2.b	LA.12.2.1.b LA.12.3.1.a	CR.2.B.1 CR.2.C.1	When students <i>explain</i> information or ideas, they communicate their knowledge through either speaking



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				or writing. To demonstrate full knowledge on the topic, students' written or oral presentations must include all the main ideas and relevant details on the subject (CC: ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.12.2.1.b, LA.12.3.1.a).
Benchmark 2.2 Explain the different components of a financial plan.	RST.11–12.5 ELA.SL.11–12.4 ELA.WHST.11–12.2.b	LA.12.1.6.d–e LA.12.2.1.b LA.12.3.1.a	CR.2.B.1 CR.2.C.1	When students <i>explain</i> information or ideas, they communicate their knowledge through either speaking or writing. To demonstrate full knowledge on the topic, students' written or oral presentations must include all the main ideas and relevant details on the subject (CC: ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.12.2.1.b, LA.12.3.1.a).
Benchmark 2.3 Create personal financial goals that are specific, measurable, attainable, realistic, and time-bound.	N/A	N/A	CR.11.B.2	
Benchmark 2.4 Describe the components of a balance sheet, cash flow statement, and personal budget.	RST.11–12.5 ELA.SL.11–12.4 ELA.WHST.11–12.2.b	LA.12.1.6.d–e LA.12.2.1.b LA.12.3.1.a	CR.2.B.1 CR.2.C.1	When students <i>describe</i> information or ideas, they communicate their knowledge through either speaking or writing. To demonstrate full knowledge on the topic, students' written or oral presentations must include all the main ideas and relevant details on the subject (CC: ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.12.2.1.b, LA.12.3.1.a).



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Standard 3. Students will decide when credit is a good financial strategy for a client.				
Benchmark 3.1 Identify criteria used to decide if and when borrowing money is a good financial strategy.	N/A	SS.12.2.8.d	CR.11.B.1	
Benchmark 3.2 Compare and contrast the key sources of lending.	N/A	SS.12.2.8.c	CR.5.A.1	
Benchmark 3.3 Identify the criteria lenders use when evaluating loan applications.	N/A	N/A	CR.11.B.4	
Benchmark 3.4 Display understanding of how credit cards work and how to build credit history.	N/A	SS.12.2.8.a–b	CR.1.A.4 CR.11.B.3	
Benchmark 3.5 Explain consumer rights in regard to credit cards.	ELA.SL.11–12.4 ELA.WHST.11–12.2.b	LA.12.2.1.b LA.12.3.1.a	CR.2.B.1 CR.2.C.1 CR.11.B.5	When students <i>explain</i> information or ideas, they communicate their knowledge through either speaking or writing. To demonstrate full knowledge on the topic, students’ written or oral presentations must include all the main ideas and relevant details on the subject (CC: ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.12.2.1.b, LA.12.3.1.a).
Standard 4. Students will understand the critical and pervasive role that insurance plays in mitigating financial risk.				



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Benchmark 4.1 Describe protections provided by certain types of insurance (auto, property, health, disability, and life).	ELA.SL.11–12.4 ELA.WHST.11–12.2.b	LA.12.2.1.b LA.12.3.1.a SS.12.2.9.c	CR.2.B.1 CR.2.C.1 CR.11.B.4	When students <i>describe</i> information or ideas, they communicate their knowledge through either speaking or writing. To demonstrate full knowledge on the topic, students' written or oral presentations must include all the main ideas and relevant details on the subject (CC: ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.12.2.1.b, LA.12.3.1.a).
Benchmark 4.2 Determine insurance needs based on client demographics.	RST.11-12.3	LA.12.3.2 LA.12.1.6.k SS.12.2.9.c	CR.5.A.1 CR.11.B.4	Alignment presumes that students must comprehend oral or written instructions to complete task (CC: ELA.RST.11-12.3; NE: LA.12.3.2, LA.12.1.6.k).
Benchmark 4.3 Explain why insurance rates differ depending on a range of factors.	ELA.SL.11–12.4 ELA.WHST.11–12.2.b	LA.12.2.1.b LA.12.3.1.a	CR.2.B.1 CR.2.C.1 CR.11.B.4	When students <i>explain</i> information or ideas, they communicate their knowledge through either speaking or writing. To demonstrate full knowledge on the topic, students' written or oral presentations must include all the main ideas and relevant details on the subject (CC: ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.12.2.1.b, LA.12.3.1.a).



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Benchmark 4.4 Develop knowledge-based recommendations on the importance of auto and property insurance coverage and their key components.	N/A	SS.12.2.9.c	CR.11.B.4	
Benchmark 4.5 Explain the differences and similarities between the different types of health insurance plans.	ELA.SL.11–12.4 ELA.WHST.11–12.2.b	LA.12.2.1.b LA.12.3.1.a SS.12.2.9.c	CR.2.B.1 CR.2.C.1 CR.5.A.1 CR.11.B.4	When students <i>explain</i> information or ideas, they communicate their knowledge through either speaking or writing. To demonstrate full knowledge on the topic, students' written or oral presentations must include all the main ideas and relevant details on the subject (CC: ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.12.2.1.b, LA.12.3.1.a).
Benchmark 4.6 Describe the role that life insurance plays in a financial plan.	ELA.SL.11–12.4 ELA.WHST.11–12.2.b	LA.12.2.1.b LA.12.3.1.a SS.12.2.9.c	CR.2.B.1 CR.2.C.1 CR.11.B.4	When students <i>describe</i> information or ideas, they communicate their knowledge through either speaking or writing. To demonstrate full knowledge on the topic, students' written or oral presentations must include all the main ideas and relevant details on the subject (CC: ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.12.2.1.b, LA.12.3.1.a).
Benchmark 4.7 Demonstrate the ability to match life insurance policy types to client scenarios based on specific client needs and explain the rationale.	N/A	SS.12.2.9.c	CR.1.A.4 CR.11.B.4	



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<p>Standard 5. Students will identify key characteristics of different investment types.</p>				
<p>Benchmark 5.1 Recommend investment types based on specific client needs.</p>	<p>N/A</p>	<p>SS.12.2.9.b</p>	<p>CR.11.B.1</p>	
<p>Benchmark 5.2 Explain the investment products (passbook savings, CDs, money market accounts, stocks, bonds, and mutual funds).</p>	<p>ELA.SL.11–12.4 ELA.WHST.11–12.2.b</p>	<p>LA.12.2.1.b LA.12.3.1.a SS.12.2.9.b</p>	<p>CR.2.B.1 CR.2.C.1 CR.11.B.1</p>	<p>When students <i>explain</i> information or ideas, they communicate their knowledge through either speaking or writing. To demonstrate full knowledge on the topic, students’ written or oral presentations must include all the main ideas and relevant details on the subject (CC: ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.12.2.1.b, LA.12.3.1.a).</p>
<p>Benchmark 5.3 Respond to questions about investment products posed by hypothetical clients.</p>	<p>N/A</p>	<p>SS.12.2.9.b</p>	<p>CR.2.A.3 CR.2.E.2–3 CR.11.B.1</p>	
<p>Benchmark 5.4 Describe the role that housing plays in a financial plan.</p>	<p>ELA.SL.11–12.4 ELA.WHST.11–12.2.b</p>	<p>LA.12.2.1.b LA.12.3.1.a SS.12.2.8.d</p>	<p>CR.2.B.1 CR.2.C.1</p>	<p>When students <i>describe</i> information or ideas, they communicate their knowledge through either speaking or writing. To demonstrate full knowledge on the topic, students’ written or oral presentations must include all the main ideas and relevant details on the subject (CC:</p>



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				ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.12 2.1.b, LA.12.3.1.a).
Benchmark 5.5 Compare and contrast renting and owning a home.	N/A	SS.12.2.8.d	CR.5.A.1	
Standard 6. Students will describe the key retirement planning tools and strategies.				
Benchmark 6.1 Explain why retirement planning is important and how it can impact one’s senior years.	ELA.SL.11–12.4 ELA.WHST.11–12.2.b	LA.12 2.1.b LA.12.3.1.a SS.12.2.9.a	CR.2.B.1 CR.2.C.1 CR.5.A.1 CR.11.B.1	When students <i>explain</i> information or ideas, they communicate their knowledge through either speaking or writing. To demonstrate full knowledge on the topic, students’ written or oral presentations must include all the main ideas and relevant details on the subject (CC: ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.12 2.1.b, LA.12.3.1.a).
Benchmark 6.2 Explain different types of investments (IRA’s, annuities, and other long-term investments).	ELA.RST.11–12.4 ELA.SL.11–12.4 ELA.WHST.11–12.2.b	LA.12.1.5 LA.12 2.1.b LA.12.3.1.a SS.12.2.9.b	CR.2.B.1 CR.2.C.1 CR.11.B.1	When students <i>explain</i> information or ideas, they communicate their knowledge through either speaking or writing. To demonstrate full knowledge on the topic, students’ written or oral presentations must include all the main ideas and relevant details on the subject (CC: ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.12 2.1.b, LA.12.3.1.a).



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Benchmark 6.3 Describe key concepts in estate planning, such as wills, powers of attorney, living wills, and trusts.	ELA.SL.11–12.4 ELA.WHST.11–12.2.b	LA.12 2.1.b LA.12.3.1.a	CR.2.B.1 CR.2.C.1	When students <i>describe</i> information or ideas, they communicate their knowledge through either speaking or writing. To demonstrate full knowledge on the topic, students’ written or oral presentations must include all the main ideas and relevant details on the subject (CC: ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.12 2.1.b, LA.12.3.1.a).
Benchmark 6.4 Explain the risks of not having a living will and granting power of attorney.	ELA.SL.11–12.4 ELA.WHST.11–12.2.b	LA.12 2.1.b LA.12.3.1.a	CR.2.B.1 CR.2.C.1	When students <i>explain</i> information or ideas, they communicate their knowledge through either speaking or writing. To demonstrate full knowledge on the topic, students’ written or oral presentations must include all the main ideas and relevant details on the subject (CC: ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.12 2.1.b, LA.12.3.1.a).
Benchmark 6.5 Summarize the tax advantages of trusts when bequeathing assets.	ELA.SL.11–12.4 ELA.WHST.11–12.2.b	LA.12.1.6.d LA.12 2.1.b LA.12.3.1.a SS.12.2.9.a	CR.2.B.1 CR.2.C.1	When students <i>summarize</i> information or ideas, they communicate their knowledge through speaking or writing. To demonstrate full knowledge on the topic, students’ written and oral presentations must include all main ideas and relevant details on the subject (CC: ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.1.6.d, LA.12 2.1.b, LA.12.3.1.a).



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<p>Standard 7. Students will examine contemporary issues in financial planning.</p>				
<p>Benchmark 7.1 Explain key concepts within income tax codes.</p>	<p>ELA.SL.11–12.4 ELA.WHST.11–12.2.b</p>	<p>LA.12.2.1.b LA.12.3.1.a SS.12.2.7.c</p>	<p>CR.2.B.1 CR.2.C.1</p>	<p>When students <i>explain</i> information or ideas, they communicate their knowledge through either speaking or writing. To demonstrate full knowledge on the topic, students’ written or oral presentations must include all the main ideas and relevant details on the subject (CC: ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.12.2.1.b, LA.12.3.1.a).</p>
<p>Benchmark 7.2 Describe the basic process involved in filing income tax forms.</p>	<p>ELA.SL.11–12.4 ELA.WHST.11–12.2.b</p>	<p>LA.12.2.1.b LA.12.3.1.a</p>	<p>CR.2.B.1 CR.2.C.1</p>	<p>When students <i>describe</i> information or ideas, they communicate their knowledge through either speaking or writing. To demonstrate full knowledge on the topic, students’ written or oral presentations must include all the main ideas and relevant details on the subject (CC: ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.12.2.1.b, LA.12.3.1.a).</p>
<p>Benchmark 7.3 Develop effective tax reduction strategies that meet the needs of hypothetical clients.</p>	<p>N/A</p>	<p>SS.12.2.7.c</p>	<p>CR.1.A.4 CR.11.B.6</p>	
<p>Benchmark 7.4 Summarize a code of ethics for financial planners.</p>	<p>ELA.SL.11–12.4 ELA.WHST.11–12.2.b</p>	<p>LA.12.1.6.d LA.12.2.1.b LA.12.3.1.a</p>	<p>CR.2.B.1 CR.2.C.1 CR.7.B.1-3</p>	<p>When students <i>summarize</i> information or ideas, they communicate their knowledge</p>

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				through either speaking or writing. To demonstrate full knowledge on the topic, students' written and oral presentations must include all the main ideas and relevant details on the subject (CC: ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.1.6.d, LA.12 2.1.b, LA.12.3.1.a).
Benchmark 7.5 Develop examples of how ethics plays a role in real-life financial planning situations.	N/A	N/A	CR.7.B.1-3	
Benchmark 7.6 Demonstrate the ability to make an ethical decision in a complex situation.	N/A	N/A	CR.7.B.3	
Standard 8. Students will explore career opportunities in the financial planning industry.				
Benchmark 8.1 Describe jobs in the financial planning industry and corresponding qualifications	ELA.SL.11–12.4 ELA.WHST.11–12.2.b	LA.12 2.1.b LA.12.3.1.a SS.12.2.6.c–d	CR.2.B.1 CR.2.C.1 CR.10.A.1	When students <i>describe</i> information or ideas, they communicate their knowledge through either speaking or writing. To demonstrate full knowledge on the topic, students' written or oral presentations must include all the main ideas and relevant details on the subject (CC: ELA.WHST.11–12.2.b, ELA.SL.11–12.4; NE: CR.2.B.1, CR.2.C.1, LA.12 2.1.b, LA.12.3.1.a).
Benchmark 8.2 Explain the skills, knowledge, character traits, and education necessary to access careers in the financial planning industry.	ELA.SL.11–12.4 ELA.WHST.11–12.2.b	LA.12 2.1.b LA.12.3.1.a	CR.1.B.1 CR.2.B.1 CR.2.C.1	When students <i>explain</i> information or ideas, they communicate their knowledge through either speaking



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		SS.12.2.6.c-d	CR.10.A.1	or writing. To demonstrate full knowledge on the topic, students' written or oral presentations must include all the main ideas and relevant details on the subject (CC: ELA.WHST.11-12.2.b, ELA.SL.11-12.4; NE: CR.2.B.1, CR.2.C.1, LA.12.2.1.b, LA.12.3.1.a).

Reference Standards Sources

- NAF = National Academy Foundation’s Academy of Finance (Financial Planning course)

Contributors

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Other Information

Suggestions for innovative teaching and learning strategies:	<ul style="list-style-type: none"> • Project-based learning
Related assessments:	<ul style="list-style-type: none"> • Assessments provided by the National Academy Foundation
Extended learning opportunities:	<ul style="list-style-type: none"> • FBLA and DECA • Local National Academy Foundation Advisory Board events