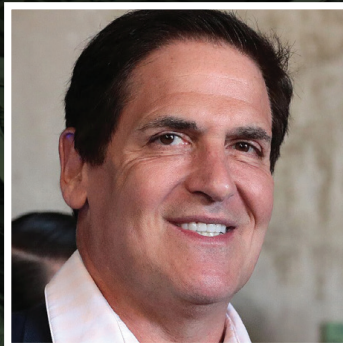


# CREATING WEALTH

## AN INTRODUCTION





# COVER PHOTOS

**Sally Lapides** - founder and owner of the Rhode Island real estate company, Residential Properties. With over 150 full-time employees, Residential Properties has offices in Providence, Barrington, Cumberland, East Greenwich, and Narragansett. Sally embraces community and loves technology. She was one of the first in her state to understand the value of a good domain name and the importance of technology expertise. *“Real Estate is generally the most valuable asset in your financial portfolio,”* Sally says.

**Oprah Winfrey** - American talk show host, television producer, actress, author, and media proprietor. She was the richest African-American of the 20th century and was once the world's only black billionaire. By 2007, she was often ranked as the most influential woman in the world. Oprah has a net worth (**wealth**) of **\$2.8 billion**

**Mark Cuban** - an American businessman, investor, film producer, and television personality. He is best known as the owner of the NBA team, the Dallas Mavericks. He is co-owner of 2929 Entertainment, and one of the main “sharks” on the ABC reality television series Shark Tank. Instead of attending high school for his senior year, he enrolled as a full-time student at the University of Pittsburgh. He transferred to Indiana University School of Business because it *“had the least expensive tuition of all the business schools on the top 10 list”*. He had various business ventures during college, including a bar, disco lessons, and a chain letter. I call Mr Cuban a ‘serial entrepreneur’. Mr Cuban has a net worth (**wealth**) of \$5.2 billion.

**Jamie Dimon** - is an American billionaire business executive and banker, who has been the chairman and chief executive officer of JPMorgan Chase bank since 2005. Dimon was included in Time magazine's 2006, 2008, 2009, and 2011 lists of the world's 100 most influential people. The business magazine Forbes estimated his net worth (**wealth**) at **\$1.6 billion** as of June 2023

**Jay-Z** - Shawn Corey Carter (born December 4, 1969), known professionally as Jay-Z, is an American rapper, record producer, and entrepreneur. Raised in New York City, Jay-Z began his musical career in the late 1980s; he co-founded the record label Roc-A-Fella Records in 1995. Jay-Z became the first hip-hop billionaire in 2019. In 1999, he founded Rocawear, a clothing retailer. In 2003, he founded 40/40 Club, a luxury bar chain. Both businesses grew to multi-million-dollar corporations, permitting him to launch Roc Nation in 2008. In 2015, he acquired the tech company Aspiro and led Tidal, the company's media streaming service. In 2020, he launched Monogram, which sells a line of cannabis products. As of 2023, he is the wealthiest musical artist in the world with a net worth (**wealth**) of **\$2.5 billion**.

**Warren Buffet** - born August 30, 1930, Warren Buffet is an American wealthy businessman, investor, and philanthropist. He is currently the chairman and CEO of the holding company, ***Berkshire Hathaway***. A holding company is a type of company that offer financial expertise to customers. A holding company owns interests (stocks, equities) in other companies, which are called subsidiaries. Buffet developed an interest in business and investing as a boy. Buffet's investments include The **Coca-Cola** Company, **GEICO** insurance, **Apple**, **Diary Queen**, and many more successful companies. His annual salary is VERY LOW compared to other corporate leaders; his 2006 annual salary was only \$100,000. In 2008, Buffett became the richest person in the world with his wealth estimated to be worth (**wealth**) **\$62 billion**

**Ana Botin** - Ana is a Spanish banker who has served as the executive chairman of Santander Group since 2014. In 2017, 2019, and 2020, Forbes ranked her the 8th most powerful woman in the world. Botín was born in 1960 in Santander, Spain. She is the daughter of Spanish banker Emilio Botín, who was the executive chairman of Spain's Grupo Santander, an international financial services company. She received her high school education at St Mary's School, Ascot. She studied economics at Bryn Mawr College in Pennsylvania. Ms Botin has a net worth (**wealth**) of **\$800 million**.

**Anthony Wilds** - a senior at the MET High School in Providence, Rhode Island. Anthony is an entrepreneur and serves on the MET's Entrepreneurship Board among many other things he does.

# ABOUT THIS TEXT

**Wealth** and **financial security**. Two different concepts. For most of us, both terms mean having enough money to provide an acceptable quality of life for yourself and loved ones. **Financial Security provides** an ability to buy nutritious foods for a healthy lifestyle, a home providing more than the basic accommodations of heat, clean water, electricity, a roof that doesn't leak, and access to the Internet, a computer, mobile phone, possibly a few flowers or vegetables in a garden, all in a safe neighborhood with good schools and clean streets. **Wealth provides** a more affluent lifestyle, - a better home and possibly a second home, nicer car, expensive vacations, the fastest Internet access, fancy clothes, the **best** schools in the safest neighborhoods. And, if you're very wealthy, your own plane. As importantly, any modicum of wealth and financial security creates HOPE to preserve and possibly grow it .

THERE IS NO GUARANTEE one's wealth and financial security will last indefinitely. Just ask many once wealthy, financially secure people who lost their financial security and / or wealth after the stock market crash of **1929** or the financial crisis of **2008**.

In today's **highly competitive, dynamic** (ever changing), **technology centric, global** economy, there are fundamental life skills and financial knowledge necessary to not only **achieve** but also **maintain** wealth / financial security. **Life Skills AND financial knowledge - two complementary concepts** for your *lifetime success and financial security*.

3

This class focuses on introducing and developing the **financial knowledge** and **complementary life skills** fundamental to **financial security** and potential **wealth**. *Specific life skills help people make the most of their financial knowledge to create opportunities for financial security and potential wealth.* The class will focus on:

1. **financial literacy** - income, cash flow, balanced budgets, balancing a check book, borrowing and debt, credit ratings, savings, measured risk, insurance, and more, all to ensure you have enough money to cover 'needs' and some 'wants' while saving for the future, so you're prepared for unexpected expenses and can enjoy a comfortable life.
2. **wealth** - investments - entrepreneurship, real estate, commodities, stocks, dividends, bonds, crypto, leverage, risk management, debt management, interest, etc all to ensure you have access to money or valuable assets, like properties or stocks, that are worth lots of money and can provide financial stability and opportunities for a VERY comfortable life.
3. **life skills** - personal brand, networking, time management, story telling, creative thinking, adaptability, collaboration, pushing out of one's comfort zone, curiosity, growth mindset, and more facilitate *financial stability* and the acquisition of *wealth*.

This will be a demanding class requiring **grit**, a commitment to **work hard**, fulfill **expectations**, push **out of your comfort zone to ask questions** and **meet and greet new, different, successful, influential people** who can **help you achieve the financial security and possibly wealth you aspire to**. I look forward to working with those of you who choose to accept these expectations. Our mission is to enable you to be **financially secure** and, for some who aspire to it, **wealth**.

## GLOSSARY OF KEY TERMS:

### PERSPECTIVE INTERPRETATION

4

*“This text is not fact, rather the view of one author; consequently, it should not be automatically accepted as ‘truth.’ Two time Pulitzer Prize winning historian and author, Barbara Tuchman, stated ‘there is no such thing as a neutral or purely objective historian.... without an opinion, a historian would simply be a ticking clock....’ Your mission should be to determine the ‘truth.’ Your challenge will be to explain why anyone should believe you.”*

### CREDIBILITY BELIEVABILITY

*“It’s not a given, we acquiesce too quickly. Be respectfully skeptical. Do your homework; check the record and the resume. Ask the question – ‘should I trust this person as a credible source for the truth?’ Make it a prerequisite before embracing the claims of anyone who professes to have the ‘answers.’”*

## CLASS PLAN - Part 1

### 1. Introductions

#### a. teacher - **Stephen Cronin**

1. **General Manager:** Inland Cable Television Communications. 1980 - 1999
2. **President:** Mercury Print & Mail – marketing strategy and services company. 1999 – 2013
3. **Business Development / Sales** - TWOBOLT - marketing strategy and services. 2014 - 2016
4. **Account Representative/Business Development:** Signature Printing. 2016 to present.
5. **Creator** of the game '*Hegemony: A Game of Conquest & Diplomacy*'
6. **Founder and Volunteer Teacher** of "*Hope Life Skills*". Since 2003, a credited high school program designed to prepare High School students in Providence, RI for lifetime success. [www.hopelifeskills.com](http://www.hopelifeskills.com)



Stephen Cronin - for information about this class OR to contact Mr Cronin about your interest in attending his class, contact him at [stevecronin1949@gmail.com](mailto:stevecronin1949@gmail.com)

#### b. **Class Mission Statement** -

1. **MAXIMIZING** the **INHERENT TALENT** each student has to develop and master specific **COMPETENCIES** that create AND exploit opportunities for student lifetime personal '*success*'. **Student '*success*' includes:**
  - Confidence / self esteem
  - Financial Security / wealth
  - Influence - developed by *Personal Brand, Networks, Critical Thinking, Time Management, Storytelling, Futuristic Thinking, Growth Mindset, etc*

#### c. **HOW** (we accomplish the mission) –

1. Anticipating the **FUTURE**
2. Relevant stories from **TODAY** – Meeting and conversing with people who have achieved '*success*' and who continue to compete for '*success*' in a challenging, dynamic, technology driven, global economy who visit our class AND during field trips
3. Relevant stories from the **PAST** - people and events from history
4. **HARD WORK** by teacher and students

#### c. **Student Introductions**

1. **Student Name and anything else student wishes to share**
2. **Student Mission statement**
3. **Student "LI"**
  - **LI (letter of intent)** is an agreement between the student and the teacher that, when signed, indicates the student has agreed to specific expectations in order to participate in this class. Those commitments are:
    - **Respect** - show respect to all guests to class, people met during special events, the teacher, and fellow students.
    - **Show up to each class.** If there are conflicts which prevent a student from attending class, student agrees to inform the TEACHER in a text or email before the class.

- **Complete each assignment.** If there are issues which prevent a student from completing an assignment, student agrees to inform TEACHER in a text or email before the assignment due date of their inability to complete the assignment 'on time' and then specify the date when the assignment will be completed and turned in to the teacher.
- Students have **one week** from the day of issuance of this document to drop the class OR sign the document and hand in to the teacher.

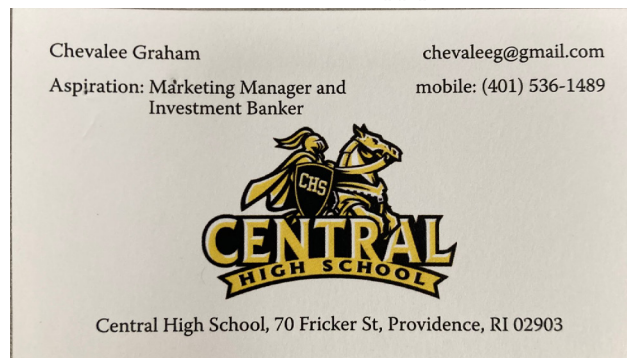
2. **ACTIVITY - Pre – Class Survey** (distributed and completed in class)

3. **ASSIGNMENT -**

- Read "*The Teacher Manifesto*" distributed in class OR found on page 22, "*Eavesdrop*" book, posted on the class web site - [www.hopeliveskills.com](http://www.hopeliveskills.com).
- Share your reactions to this essay ANONYMOUSLY on the Mentimeter app posted in our class.

4. **BUSINESS CARD** inventory / creation –

- **Purpose** of the business card
- Student Business **Card info** to include:
  - **Student name**
  - **Email address** (make sure the address is a professional looking address. AVOID an email address like [evans-partyanimal@gmail.com](mailto:evans-partyanimal@gmail.com) because of the negative perception an email address can create of a person's brand.
  - **Mobile phone #** - (if you so choose)
  - **Career aspiration** – '*Undecided*' is an appropriate answer if you don't know the type of job/ career you're presently interested in
  - **Inspirational saying** - optional; a quote that inspires you or makes you think. When a person meets you and you exchange business cards, this saying can help get a conversation started between you and the person you are meeting for the first time.
  - **Due date** for sending BUSINESS CARD info ELECTRONICALLY to teacher EMAIL – [www.stevcronin1949@gmail.com](mailto:www.stevcronin1949@gmail.com) - SEND ASAP!!!



5. **GALLUP STRENGTH ASSESSMENT** – IN CLASS: This assessment / survey is a SCIENTIFIC SURVEY which identifies the innate strengths of each person. The assessment, administered by *Leadership Rhode Island*, is used by companies all over the United States in order to place their staff in positions of responsibilities which take advantage of their STRENGTHS.

6. **POWER POINT - Personal Branding AND Networking**

- INTRODUCING the concepts of **BRANDING** and **NETWORKING** and their impact on **LIFETIME, PERSONAL 'SUCCESS' (I.E. financial security, wealth potential)**.
- ASSIGNMENT - PERSONAL BRAND AND NETWORK **INVENTORY** - distributed in class with a due date of the next class.



7. **CLASS GUEST(S) SELECTION PROCESS** - STUDENTS are asked to identify CAREERS THEY'RE CURIOUS ABOUT AND WOULD LIKE this teacher to **invite** someone with these careers / jobs **to class** for student conversations.

8. **CLASS PREPARATION** and **PROTOCOL** FOR GUEST APPEARANCE :

Teacher presents the class protocols students will follow for guest visits:

- **research** guest accomplishments prior the guest appearance (Google, LinkedIn, etc;)
- students establish their own profile on **LINKEDIN**, a business professional, social media site.

9. **ACTIVITY - ROLE PLAY** - a student volunteer will practice with the teacher the class protocol for **HOSTING** and **GREETING** the class guest.

10. **GUEST APPEARANCE –**

- Date
- Host (student)
- Name of the guest - class and **HOST** preparation for this event
- **GOALS** for this event - solicit student goal(s)

11. **ACTIVITY - THE FUTURE**

- Read **'THE FUTURE'** TEXTBOOK. See [www.hopelifeskills.com](http://www.hopelifeskills.com) for a digital presentation of 'The Future' book. A classroom conversation will be held about your 'takeaways' (questions, suggestions, challenges, etc) from your reading. Students will be asked to post their questions and answers **ANONYMOUSLY** using our **MENTIMETER APP** during the class discussion.
- Prepare **ONE QUESTION** to post on the **MENTIMETER** app in our class about anything you read in the **FUTURE** text.
- Please identify 2 **PRIMARY skills AND attitudes you believe you will need** to become the successful person you aspire to be within the next 20 years.
- Please identify 2 **PRIMARY skills and attitudes you believe YOU HAVE NOW.**
- Identify ONE **CONCERN** you have about the **FUTURE** which could jeopardize your hopes for '**success**' - e.g. -**FUTURE** financial security, wealth, personal fulfillment.
- Identify ONE **OPPORTUNITY** you believe you could create to ensure **YOUR FUTURE** financial security, wealth, or lifestyle success.
- Identify **ONE PERSON** who, more than anyone else, could **POSITIVELY** affect the financial security, wealth, of financial success you hope to achieve in your **FUTURE** life.



Providence, Rhode Island Mayor Brett Smiley and Marta Aparicio, United States Diplomat serving in the United States Embassy in Guatemala City, Guatemala and Hope High School graduate (2010) speak to our class about their definition of 'success'.



Central High School sophomore, Henry Pardo was the **HOST** for this class introducing former United States Congressman David Cicilline and Marta Aparicio, United States Diplomat to Guatemala to the Social Studies 2.0 class/Life Skills class.



**Sophia** is a social humanoid robot developed by the Hong Kong-based company Hanson Robotics. Sophia was activated on February 14, 2016, and made its first public appearance in mid-March 2016 at South by Southwest (SXSW) in Austin, Texas, United States. Sophia is marketed as a "social robot" that can mimic social behavior and induce feelings of love in humans.

- Please **describe the LIFESTYLE** you GENUINELY hope you will be living within the next 20 years, i.e.
  - identify **your job** providing you the cash flow which provides your financial security, wealth, financial success you will possess.
  - whether you will be **working for someone** else **OR** owning and running **your own company** (if you are entrepreneurial, please describe your company);
  - where you will live (**state and country**);
  - will you **rent OR own** a home
  - either **own an automobile OR** use some **other** form of transportation; if you own an automobile, describe the auto you will drive;
  - identify what **part of your life** will be the **most satisfying** or fulfilling.
- Please explain **how** a person's **financial status**, i.e. the money they earn, the wealth they accumulate, **affects their LIFESTYLE**
- **YES OR NO** – will the PRIMARY skills and attitudes you previously identified enable you to achieve the lifestyle you have described?
- **IF YES**, what is the MOST IMPORTANT PRIMARY SKILL AND THE MOST IMPORTANT ATTITUDE you will possess to achieve the success (i.e. financial security / wealth) you hope to have?
- **IF NO**, YOU DON'T BELIEVE YOU WILL BE ABLE TO ACHIEVE THE LIFESTYLE YOU HOPE FOR in the next 20 years, please **identify the REASON(s)** WHY YOU THINK YOU WILL NOT ACHIEVE THE SUCCESS YOU HOPE TO HAVE.\_



the back of Sophia's head showing the 'internals' of what makes this humanoid 'do what it does' In October 2017, **Sophia was granted Saudi Arabian citizenship**, becoming the first robot to receive legal personhood in any country.



**Sophia being interviewed by the press** at a 2017 Artificial Intelligence conference



**NBC Today Show** interviewing Sophia

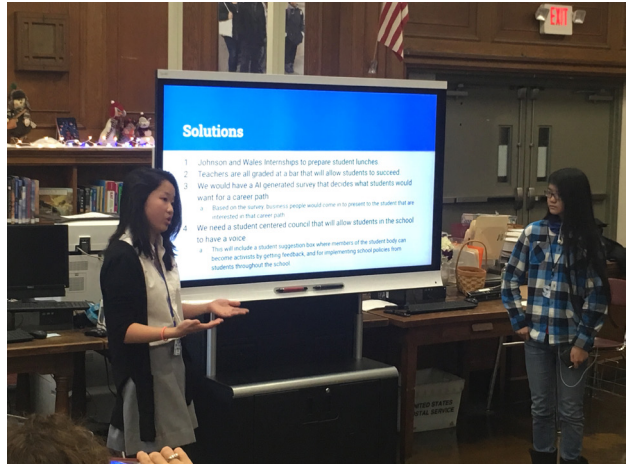
Use your camera phone or QR code app to watch the interview

- **Reflection; Analysis; Projection; 'Futuring':**
  - Please reflect on your future. Then, **write an essay** describing what you will be doing 5 years from today. Your essay should be **well written with good grammar and capitalization and NO SPELLING ERRORS**. Please explain, in this well written essay, the following:
    - **what you hope you will be doing in 5 years.**
      - **If it's a job**, describe the job and what part of the country or world the job is located. Please explain why this company hired you; what value did you convince the company you will bring to their company?



# Images from the ANNUAL Social Studies 2.0 - A Life Skills Class

## *FUTURE FORUM*



- *If it's college*, what part of the country the college is located and what you will be studying. Please explain why this college accepted you and what value you will add to this college community. Also indicate any extracurricular activities you will be involved in and explain the internship you have completed or planning to start.
- explain the **steps you plan to take** to make this vision of your future possible.
  - *For example*, explain your networking strategy (the type of people you plan to meet to add to your network and why you believe this person or type of people will be beneficial for making your 5 year plan a reality).
  - What steps will you take to make sure these people will want to be in your network?
  - what activities will you be doing outside of your comfort zone that will benefit your future success
  - if this vision is a future job, what training will you receive that will make you a credible candidate for this job?
- describe any **challenging decisions** you will need to make to ensure the fulfillment of your 5 year plan
- describe how **your personal brand must be perceived in 5 years in order for you to become the successful person you aspire to be.**
- beyond this specific vision of a job or education, what, if anything, will you hope to do to **help less fortunate people** in 5 years.

10

**Be realistic in your 5 YEAR VISION.** Aspirations for the future must be accompanied by **realistic plans** which **INCLUDE hard work, persistent networking, a strong brand, getting out of your comfort zone, good values like honesty and kindness as well as perseverance through failure** which all people encounter in their journey through life. Without an action plan, our aspirations are nothing but fantasy which ultimately creates frustration and despair.

12. **FINANCIAL LITERACY:** Financial literacy is 'the knowledge to make informed, effective decisions about managing money'. Financial literacy, **combined with CRITICAL LIFE SKILLS**, ensure the financial well being of countries, states, cities, towns and the families and individuals who reside there. Financial Literacy requires a lifelong commitment to stay abreast of changes in a global economy and evolving financial principles to optimize financial success. The basic fundamentals of financial literacy include:

- **Budgeting:**
  - Creating and managing a balanced budget to manage income and expenses like rent, groceries, savings, entertainment, etc.
  - Monitoring and adjusting your budget to manage changes in income, financial goals, etc.
- **Saving:**
  - Setting financial goals and managing income, savings, and investments to fulfill them.
  - Understanding the power of compound interest and saving for retirement.
- **Investing:**
  - Learning about different investment options: stocks, bonds, real estate, crypto, commodities, etc. and the risk, return, and the value of each.





A class trip to Fidelity Investments in Smithfield, Rhode Island to speak about fundamentals of money management and building wealth

♦ **Debt:**

- ♦ The value / benefits, responsibilities, risks of borrowing money / debt (e.g., credit cards, checking accounts, loans, etc) and interest rates associated with each.
- ♦ Developing strategies to avoid unnecessary / excessive debt.
- ♦ Maintaining a good credit score by managing debt responsibly.

♦ **Financial Goals:**

- ♦ Setting short-term and long-term financial goals (e.g., buying a home, paying for education, retirement)
- ♦ Monitoring and measuring goal success; ROI (return on investment)

♦ **Taxes:**

- ♦ **What** is a 'tax'; why countries, states, cities, and towns 'tax' and '**who**' / '**what**' is taxed
- ♦ Different types of taxes: personal income, sales, capital gains, property, gasoline, etc
- ♦ How to LEGALLY MINIMIZE tax liabilities

♦ **Insurance:**

- ♦ Reasons for insurance
- ♦ Different types and costs of insurance: health, auto, life, home) and the types of coverage available.

♦ **Consumer Awareness:**

- ♦ Steps to take to avoid scams and fraudulent schemes



### 13. **ASSIGNMENT** -

- Read the “**EMPIRES**” text book
- Using MENTIMETER APP share student ANONYMOUS reactions / questions from the partisan “**EMPIRES**” text.
- Complete the STUDENT SURVEY on page 11 and 12 in the “EMPIRES” text and turn in to the teacher. Discussion to follow.
- Student BALANCED BUDGET
  - Each student will create and present a balanced budget

### 14. **GUEST APPEARANCE** –

- Date
- Host (student)
- Name of the guest - class preparation for this event
- GOALS for this event - solicit student goal(s);

### 15. **STORYTELLING** –

- definition of **STORYTELLING**
- the **RELATIONSHIP between BRANDS, NETWORKS and STORYTELLING** and their ***im-***  
***pact*** on **WEALTH / FINANCIAL SECURITY / SUCCESS**.
- how a person’s **BRAND helps CREATE and EXPLOIT a person’s NETWORK** of successful, influential people /which **lead to job, internship opportunities**, AND mentoring for LIFETIME SUCCESS.
- **ASSIGNMENT** - all students PLEASE **READ** pages 233 to page 245 in the textbook entitled “A LEADERSHIP PERSPECTIVE: THE ELECTION OF 1789” available on our class web site - ***www.hopeliveskills.com***.
- **ACTIVITY** (for the next class) - teacher will prepare class by introducing the concept of **COLLABORATION**. **THEN**, 3 STUDENTS IN THIS CLASS are chosen TO COLLABORATE TO DO THE FOLLOWING:
  - 1 STUDENT in the group will **tell the story of Nathanael Boone** to the class who presumably know little about this man. Please include in the BOONE story the following:
    - ***your perception*** of the **DANIEL BOONE BRAND** \_\_
    - include **dates** and **geographic locations** relevant to Daniel Boone’s life
    - include the names of ***people and events*** that ***shaped Boone’s*** personality, jobs, decisions, and attitudes about life
    - identify **BOONE’s successes and failures**.

- Please include in your BOONE story the **CAUSES** for the **animosity** between the **American Indian tribes** of the area of America where BOONE lived (Shawnee, Cherokee, Catawba, Miami, Creek, Mingo, etc) in the American western frontier of the 18th century (1700s) **AND** the white **settlers in the colonial territories** of North Carolina, Virginia, etc moving into the longstanding Indian tribal homelands west of the Appalachian mountains.
- **ANOTHER STUDENT**, a different student from the student who told the previous Boone story, will identify RELEVANT **lessons from Daniel Boone's life** which COULD **HELP EACH STUDENT** achieve the success they aspire to. This student will identify RELEVANT lessons from Daniel Boone's life which COULD HELP EACH STUDENT achieve the success they aspire to. This student should address - WHY did Daniel Boone, who became, according to early Boone biographer John Filson, a "*prototype for an American national hero*", have low self-esteem and not feel successful, so much so, he left the United States territory in frustration in 1799 to find a new home and life for his family outside of the United States. PLEASE LIST IN ORDER OF IMPORTANCE **what Daniel Boone COULD HAVE DONE** to maximize the career **opportunities** created by his PERSONAL BRAND to feel he was a successful person.
- **FOR THE REST OF THE STUDENTS IN THIS CLASS** – after listening to the presentations of the collaboration group of students, each student will be expected to do the following:
  1. **ask questions** to the Collaboration group about their presentation; please remember, questions are more important than answers.
    - For example, "*WHAT DATA did the collaboration students examine / analyze which led them to identify what they considered the cause for the animosity between the Indian nations and the white settlers during Boone's life in the territory west of the Appalachian mountains of Kentucky, Ohio, etc*"
    - For another question - "*what recommendations would you, the collaboration group, have suggested to DANIEL BOONE that would have helped him exploit his international hero status to achieve the success to make him feel better about himself and remain living and working with the borders of the United States during his life?*"
  2. **Students** outside the collaboration group in the class will **answer the following questions in a classroom conversation** -
    - if you could ask Daniel Boone **2 questions**, what would they be?
      - 1st question - \_\_\_\_\_
      - 2nd question - \_\_\_\_\_
    - What **century** was Daniel Boone born in? \_\_\_\_\_
    - Please describe **ONE LIFE LESSON you learned** from Daniel Boone's story that will help you become the successful person you aspire to be.

#### 16. **GUEST APPEARANCE** –

- Date

- Host (student)
- Name of the guest - class preparation for this event
- GOALS for this event - solicit student goal(s);

#### 17. **POWER POINT - MISTAKES**

- **GROWTH MINDSET vs FIXED MINDSET.** ‘*Why*’ developing a proper attitude towards ‘mistakes and failure is important for life time success.
- **QUESTIONS** ABOUT what students viewed on the PowerPoint

#### 18. **GUEST APPEARANCE / FIELD TRIP**

#### 19. **POWER POINT - TIME MANAGEMENT**

- RELATIONSHIP BETWEEN TIME MANAGEMENT and WEALTH / FINANCIAL SECURITY
- **ACTIVITY** - TIME USAGE SURVEY - documenting priorities
  - **WEEKLY TIME USAGE INVENTORY** - documenting where and how we spent our personal time last week on an EXCEL spreadsheet.
  - **STUDENTS SHARE THE EVALUATIONS OF THEIR TIME USAGE** ON MENTI-METER APP and HOW THEIR TIME USAGE AFFECTS THEIR ASPIRATIONS FOR SUCCESS, FINANCIAL SECURITY AND POTENTIAL WEALTH.

#### 20. **LEADERSHIP** - “*The most important presence in any community is arguably its LEADERSHIP.*”

- **ACTIVITY: ENTREPRENEURIAL** leadership. **IMAGINE** - you are the owner of a small landscaping company cutting grass and some basic landscaping activities like taking care of leaves in the Fall and preparing a lawn and flower gardens in the Spring. You have 2 employees who work for your company. You’ve made capital investments in lawn mowers and blowers. Because you are conscientious and committed to serving your customers well AND keeping your employees working and on the payroll, you have redundancy with your equipment, i.e. back up with multiple lawn mowers and blowers in case one gets broken and doesn’t work. Your major capital investment is in a used dump truck for carrying cut grass to the recycling center, transporting your staff from job to job, and possibly for snow plowing in the winter months when you’re not cutting grass but still be able to make money by plowing your landscaping customer driveways. In summary, each month, you have the following **costs:**
  - **EMPLOYEES PAY:** 2 people at a rate of \$12 per hour for 40 hrs EACH WEEK PLUS your pay as owner and president
  - **BANK LOAN:** your truck / equipment loans \$900 EACH MONTH





- **EQUIPMENT MAINTENANCE** - truck, lawn mower, blowers (gas, oil, etc)
  - \$325 a week for gasoline
  - \$400 quarterly oil change on the truck, rotate tires, etc
- **INSURANCE**
  - \$225 per MONTH for your truck
  - \$190 per MONTH personal injury for your employees
  - \$105 per MONTH liability insurance to protect you if someone sues you
- **TAXES** per quarter (every 3 months); a specific % of your total sales goes to the government
- **IDENTIFY 1 SKILL from the list below** you believe IS **most important** for YOU have in order to be the successful leader of your company:
  1. **MULTILINGUAL** (speaks more than one language)
  2. **COLLABORATIVE** (ability to bring people together to share ideas)
  3. **CREATIVITY** (coming up with new ideas)
  4. **TURF GRASS SCIENCE** (understanding organic grass, tree, and flower care)
  5. **FINANCIAL** (understand money & finances, i.e. cash flow, managing expenses/costs and revenue to ensure PROFITABILITY; capital return on investments; balanced budget; managing sales revenue, debt/ costs and liabilities).
  6. **TIME MANAGEMENT** (uses time and resources to focus on priorities, i.e. the most important things to get done first before moving on to secondary and tertiary objectives)
  7. **ADAPTABILITY** (a good manager of change that takes place within the company as well as the changes in the marketplace where you compete with other companies to be prosperous and successful.)



16

8. **TECHNOLOGY** (understand basic COMPUTER SKILLS: billing software; social media for promoting your brand; web site maintenance)
9. **ORGANIZATIONAL** (hire smart people with specific, exceptional skills that relate to their responsibilities in the company; good ideas for efficiency, no wasted time nor wasted resources; redundant programs in place for back up)
10. **CRITICAL THINKING** - (ability to collect and use FACTUAL information to improve the company ability; to identify 'bias' and self-serving 'partisan' data, i.e. 'the truth' vs 'rumor' and 'opinion'; and trustworthy sources of accurate information; ability to manage short term responsibilities with long term goals.)
11. **COMMUNICATION** (ability to SUCCESSFULLY listen and speak effectively so customers are pleased with your work and you meet their expectations; SUCCESSFULLY speak and listen to your staff so they understand the role each person plays in the company's success; being able to listen and observe changes in the marketplace that affect your company )

**WHAT IS THE ONE SKILL you consider most important** to have for the successful leadership of your landscaping company.

- 
- ♦ **FINALLY** - from this list below of EXPECTATIONS, **WHICH IS THE ONE EXPECTATION you consider MOST IMPORTANT** for the success of your landscaping company:

1. **TAKE CARE OF CUSTOMERS** (make sure every employee understands customers are always pleased with the quality of the landscaping like how the lawn looks after being cut, how the gardens are edged and cleared of weeds, etc always responding quickly and courteously to answer the customer questions)
2. **ENSURE ALL EMPLOYEES ARE HAPPY WORKING AT THE COMPANY** (good wages, great health care benefits, pleasing, safe work environments, fun place to work)
3. **ENSURE PROFITABILITY of the COMPANY** - making sure the money you charge and collect from your customers IS MORE THAN amount of money you spend on the expenses for your company (i.e. insurance, taxes, equipment maintenance, paying employees and yourself, etc)
4. **MAINTAIN EQUIPMENT**- make sure your lawn mowers, leaf and grass blowers, etc - are ALWAYS able to complete the job because your equipment is working;
5. **MARKETING /Advertising** the brand of your company to add new customers so you are able to bill more customers

- **YOUR MOST IMPORTANT EXPECTATION** \_\_\_\_\_
- PLEASE EXPLAIN **WHY** THIS IS YOUR MOST IMPORTANT EXPECTATION OF YOUR COMPANY. Please expression you reason in complete sentence with perfect spelling, good grammar and punctuation and no run on sentences. Thank you. \_\_\_\_\_

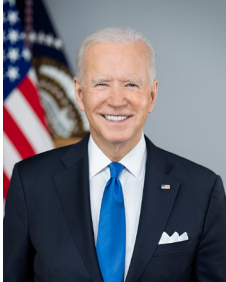
END OF PART 1.

## PART 2

1. **CRITICAL THINKING** - establishing a system for making good decisions to ensure your lifetime success.
  - what is “**the truth**”? Establishing a logical, well founded definition for ‘**the truth**’
  - when someone claims to be telling you the ‘**THE TRUTH**’, is what they say **ALWAYS TRUE?** **yes** or **no**
  - WHAT IS YOUR DEFINITION of ‘**fact**’? \_\_\_\_\_
  - Is there a difference BETWEEN ‘**TRUTH**’ AND ‘**FACT**’ **yes** or **no**
    - **if yes**, please explain the difference \_\_\_\_\_
  - **HOW** do YOU know something is **FACT**? \_\_\_\_\_



- BELOW ARE EXAMPLES OF SOURCES MANY PEOPLE TODAY GO TO FOR INFORMATION THEY PRESUME IS **FACTUAL**. (*But, are these sources shown below ALWAYS disseminating FACTS?* What do you think - **yes** OR **no**)



18



Orson Wells (center) speaking with reporters after his **October 31, 1938** radio broadcast **describing a violent attack** taking place on that day **on New Jersey and New York City** by **Martian invaders**. *Upon hearing this news on their radios, thousands of New Yorkers and New Jerseyites panicked and began to flee the area or find places to hide.*

- *What is your **CONSISTENTLY reliable** source (s) for **FACT(s)**?*  
\_\_\_\_\_
- Please identify each of the following statements as either **FACT** or **OPINION**.
  1. There are more players in Major League Baseball in America from the Dominican Republic than any other country in the world. \_\_\_\_\_
  2. The countries of India and China have populations over 1 billion people. \_\_\_\_\_

3. The population of the United States is large. \_\_\_\_\_
  4. The population of the United States in 2023 is 339,996,563 \_\_\_\_\_
  5. In 1869, United States President Ulysses Grant initiated a plan to have the Dominican Republic, then called Santo Domingo, become part of the United States of America. \_\_\_\_\_
  6. President Joseph Biden is doing a good job as President of the United States. \_\_\_\_\_
  7. In 2023, CNBC, the business cable network, collected and analyzed **data** from all 50 states on things each state does to help all businesses in their state be **successful, i.e. profitable**. CNBC data analysis determined **the best state to run a business in the United States is North Carolina**. **Rhode Island** was ranked 45 or **5th from the bottom** (worst). \_\_\_\_\_
  8. The United States is not doing enough to stop global warming. \_\_\_\_\_
- PLEASE READ pages 2 through 27 in our text book entitled "**THE TRUTH**" - A BOOK ABOUT CRITICAL THINKING posted on our web site - [www.hopeliveskills.com](http://www.hopeliveskills.com) .
  - After finishing your reading, **please identify 2** statements made by people in **positions of authority** AND / OR **influence** that were later **proven misleading or untrue / false**.
    1. \_\_\_\_\_
    2. \_\_\_\_\_

19



**TikTok** is a short-form video hosting service owned by ByteDance, a Chinese internet technology company. TikTok offices are located in both Singapore and Los Angeles, California and incorporated in the Cayman Islands. Cloudflare ranked TikTok the most popular website of 2021, **surpassing Google**. TikTok hosts user-submitted videos, which can range in duration from 3 seconds to 10 minutes. Please answer the following questions about TikTok.

- After viewing a sampling of videos on TikTok, please identify ONE VIDEO THAT IS CLEARLY A FACT. \_\_\_\_\_
- After viewing a sampling of videos on TikTok, please identify ONE OTHER VIDEO THAT IS CLEARLY PARTISAN, BIAS or simply UNTRUE. \_\_\_\_\_

FINALLY, **please explain how misleading INFORMATION AND /OR DECISIONS** from people in positions of authority and influence can **diminish / jeopardize the WEALTH and / or FINANCIAL SECURITY of individuals, families, or cities and countries**. Please provide an example, if possible, to support your explanation. **PLEASE MAKE SURE YOUR STATEMENT IS WELL WRITTEN WITH PERFECT SPELLING, GOOD GRAMMAR AND PUNCTUATION, AND NO RUN ON SENTENCES**. Thank you. \_\_\_\_\_

*“If you want to be **financially free**,  
you **need to change**  
and  
let go of whatever has held you back in the past.”*

— Robert Kiyosaki.