

Real-Life Budget II

The **BIG** Idea

- How can creating a budget help me manage my money? What kind of lifestyle can I afford with additional post-secondary education?

AGENDA

Approx. 45 minutes

- I. Warm-up: Movin' on Up (5 minutes)
- II. Create a New Budget (20 minutes)
- III. What Are the Chances? (15 minutes)
- IV. Wrap-up (5 minutes)

MATERIALS

PORTFOLIO PAGES:

- Portfolio pages 31-33, Grade 9 (7-12) Skills Checklist (Money Matters skills only)

STUDENT HANDBOOK PAGES:

- Student Handbook page 106, Monthly Budget Worksheet 2
- Student Handbook page 107, Expenses Worksheet 2
- Student Handbook page 105, Percentage Calculator (optional)

FACILITATOR PAGES:

- Facilitator Resource 1, Monthly Salary Cards (your state only, different from last week)
- Facilitator Resource 2, You Choose: Housing (one per student, your state only, from last week)
- Facilitator Resource 3, You Choose: Transportation, Leisure Items (one per student, from last week)
- Facilitator Resource 4, Chance Cards

- Calculators (one per student)

OBJECTIVES

During this lesson, the student(s) will:

- Determine expenses, including those based on choices for housing, transportation, and leisure items.
- Develop, analyze, and revise a budget based on actual incomes and expenses.
- Modify their budgets to handle unexpected expenses and income.

OVERVIEW

In this lesson, students will build on the previous lesson in which they learned how to make and maintain a budget in the real world. They will be given an actual monthly salary for a career that could be attained with a degree from two-year college, four-year college, or graduate school. They'll determine their net incomes, as well as expenses based on choices they make about housing, transportation, and leisure items. Then they'll create a budget to see if their income covers their expenses, and revise their budgets as necessary. Finally, they'll be given "chance" cards — unexpected expenses and income — and modify their budgets.

PREPARATION

- List the **BIG IDEA** and the day's activities on the board.
- Write the day's vocabulary words and definitions on the board.
- Make transparencies of the following pages:
 - **Student Handbook page 106, Monthly Budget Worksheet 2**
 - **Student Handbook page 107, Expenses Worksheet 2**
- Print out **Facilitator Resource 1, Monthly Salary Cards** for your state and cut out the individual cards. Students may choose a card that requires a two-year, four-year, or grad school education; sorting cards will be easiest if each education level is printed on a different color paper.

Note: Facilitator Resource 1 provides career descriptions and salaries based on information from www.cfwv.com and the United State Department of Labor. You may wish to consider reviewing and updating this information.

- Have on hand packets containing housing, transportation, and leisure items, one per student, created last week.
- Print out **Facilitator Resource 4, Chance Cards** and cut out the individual cards. Print enough copies so that there's one card per student. (Note this will require 2 or 3 copies of this page.)

BACKGROUND INFORMATION

Most students have some experience with income, whether it's an after-school job or an allowance, as well as spending, such as buying music or clothes. But as they begin to think about life after high school, it's important that they learn how incomes and expenses compare. They should begin to recognize some of the expenses they'll face on their own, as well as how far a monthly salary can go to cover these expenses. By using sample monthly salaries and living expenses, students will begin to appreciate the challenge of making an income cover their expenses. They'll also begin to understand how budgets can help them plan and set realistic goals.

By comparing this week's budget with the one created based on a career requiring only a high school degree, students should be able to see the financial benefits of a post-secondary education.

VOCABULARY

Budget: a plan that helps people track spending so they can get the things they need and want without running out of money

Deductions: money taken out of your income for taxes

Expense: what you spend money on

Gross income: the money you earn *before* taxes are taken out

Income: the money you have coming in

Net income: your "take home" pay or paycheck amount; the money you earn *after* taxes are taken out

IMPLEMENTATION OPTIONS

If students finish before the end of the class period, have them create a new budget based on the median-level salary on their card.

If time permits, have students trade Chance Cards, and see how the same circumstance affects people with different budgets and incomes.

If your students find the Housing Costs, Transportation Costs, Leisure Time, and Grocery calculations challenging, you can skip clothing, entertainment, and other expenses or suggest a reasonable amount for each.

Part III may be adapted for lower-level learners by having them brainstorm a list of unexpected expenses, then work through one or more Chance Cards together.

Students can also learn more about the careers featured in this lesson by exploring CFWV.com website at www.cfwv.com. The salary cards in both Real-Life Budgeting lessons were adapted from information from CFWV.com.

See previous lesson, **Real-Life Budgeting I**, for tips on assisting your students with calculations.

ACTIVITY STEPS

I. WARM-UP: Movin' On Up (5 minutes)

1. **SAY SOMETHING LIKE:** Welcome back to life after high school! In the last lesson, you started thinking about what it takes to make money – and pay those bills – in the real world. You may have found that it's not always easy to make your **income**, the money you made at your job, cover your **expenses**, the things you spent money on.
2. As an adult, what do you do if you want something that exceeds your income, like your own house – or a bigger house? What are some ways you could adjust your budget to pay for it? [Students may talk about saving money, or spending less on other expenses. Ask them to think of different ways they can increase their income, such as getting a second job, promotion, or a better job.] How would someone find a better job? (*Go back to school and get a higher degree; get more training.*)
3. **SAY SOMETHING LIKE:** I'm happy to report that you've all gone on to get some training after high school. It's up to you how many more years you've spent in school – two, four, or even more. First, decide whether you want to go to a two-year college, four-year college, or even go on to graduate school. [NOTE: If necessary, tell your students what graduate school is.] Then I'll hand you a card for a job you could get based on that degree. Who would like to get a degree from a two-year college? [Have students pick a two-year degree card from a hat.] Who chooses a four-year college? [Have students randomly select a four-year degree card.] And who is willing to spend even more years – and money – in school to receive a graduate degree? [Have students randomly select a graduate school card.]
4. **SAY SOMETHING LIKE:** Every card includes the name of a career, a description of the job, and a monthly salary. For now, use the entry-level salary – this is an estimate of what you'd make right out of school. If your card only lists the median salary, use that instead of the entry-salary. Remember, you may not earn the median level salary right away! Take a minute to read about your new job.
5. **SAY SOMETHING LIKE:** You'll probably find that the monthly salary on your card is more than what you made in the last lesson, based on jobs you get right out of high school. This probably isn't surprising. After all, you worked hard in school – and may have spent a lot of money on tuition — to earn your degree. Most importantly, you

received education and training to help prepare you for more challenging jobs.

6. **SAY SOMETHING LIKE:** As you did in the last lesson, you're going to create a **budget**, or a plan for spending money, based on your new job. First, you'll figure out your **income** – the money coming in. Then you'll determine your **expenses** – the things you spend your money on. Remember, the challenge is to make sure your income can cover your expenses. And you might just want to put a little aside in savings – because in this lesson, like in real life, you never know when you might get hit with something unexpected!

II. Create a New Budget (20 minutes)

1. [Project a transparency of **Student Handbook page 106, Monthly Budget Worksheet 2**, for the class to see. Instruct students to turn to this page in their handbook.]
2. **SAY SOMETHING LIKE:** Now it's time to create a budget based on your new job – and find out how far that salary will go! First, figure out just how big your paycheck will be. Remember, the entry-level salary on your card is your **gross income** – or the money you earn before taxes are taken out. You're going to estimate that about 30% will be deducted, or taken out, for taxes. [Remind students how to calculate their deductions, by multiplying your gross income by 30% or 0.3. Let them use their calculators to figure out their deductions.]
3. **SAY SOMETHING LIKE:** So how much is your **net income** – or the money in your paycheck? [Remind students how to subtract their deductions from the gross income to determine the net income.]

[Have students turn to their packet of housing, transportation, and leisure item choices.]

SAY SOMETHING LIKE: Now that your income is higher, do you think you'll be able to afford all the great things you wanted last week? Let's find out. Like last time, you get to choose one option for housing, one for transportation, and three "leisure items."

A couple of reminders:

- You once again have the option of living at home with your family or sharing your space with roommates and dividing the rent between you.
- Payments for big leisure items have again been divided up so you can pay over a period of months or years. (Remember that in real life, it's very expensive to do this because of the interest credit card companies charge. In fact, you end up paying several times the cost of your original purchase when you buy this way.)

- [If students ask why someone would rent when it's just as cheap to own, explain that buying your own home usually requires a big payment before you move in – often 10% of the purchase price or more.]
5. [Project a transparency of **Student Handbook page 107, Expenses Worksheet 2**, and refer students to this page in their handbooks.]
 6. [Have students fill in their housing, transportation, and leisure item choices in their worksheet. Remind them how to calculate related items, such as household bills and vehicle maintenance.]
 7. [Next, have students determine their “Other Costs.” Remind students that they must add at least \$250 for groceries, with an extra \$5 for fast-food meals and \$20 for meals at nicer restaurants. They must also include something for Clothing, Entertainment, and Other Expenses. You could have students work in pairs to complete the rest of their worksheet.]
 8. [Have students use their calculators to determine their Total Monthly Expenses.]

SAY SOMETHING LIKE: Now for the moment of truth — does your new income cover these expenses? Turn back to your Monthly Budget Worksheet and add your Total Monthly Expenses.

[Project a transparency of **Student Handbook page 106, Monthly Budget Worksheet 2**, for the class to see, and refer students to this page in their handbooks.]

9. [Have students subtract their monthly expenses from their net monthly incomes to determine their preliminary monthly balance. If they have a *positive* monthly balance, they have money left to save or spend. If they have a *negative* balance, then their income doesn't cover their expenses. Have them go back and make different choices for their housing, transportation, leisure items, or other expenses. They should do this until their monthly expenses are the same or less than their monthly incomes.]
10. **SAY SOMETHING LIKE:** How did you do? How did you adjust your budget to cover your expenses? How much money did you have left over? Why is it important to have savings each month?

III. What are the Chances? (15 minutes)

1. **SAY SOMETHING LIKE:** Have you ever had a big expense one month that you hadn't prepared for? What are some examples of unexpected expenses you might encounter as an adult that are not included in your monthly expense sheet? What if you were invited to join friends at the beach? Or you had to pay hospital bills?

Have you ever received some extra money you weren't expecting? What did you do with it?

2. **SAY SOMETHING LIKE:** Now it's time to see how the unexpected can alter your budget. Each one of you will get a "Chance Card," which includes an unexpected expense or income. [Have students choose cards from a hat.]

[Project a transparency of **Student Handbook page 106, Monthly Budget Worksheet 2**, and refer students to this page in their handbooks.]

3. **SAY SOMETHING LIKE:** If you have extra income, add it to your monthly budget and determine your *final* monthly balance. If you have a new expense, subtract it. If your final balance is negative, you'll need to go back and adjust your budget. Note that in real life, you can't return your car or house just because something unexpected comes up. That's why it's wise to set aside money each month – so you're prepared for emergencies (like car repairs) or opportunities (like a chance to go on a weekend trip).
4. **SAY SOMETHING LIKE:** If your chance card had extra income, what did you do with the money? Did you spend it or save it? If your chance card had an extra expense, could you cover the cost? What if you didn't have the savings, or couldn't cut down your expenses, to cover unexpected expenses such as these? (*You might have to put the expense on a credit card. These can have high interest rates, which can end up costing you more money in the end.*)

IV. WRAP-UP (5 minutes)

1. **SAY SOMETHING LIKE:** Did your monthly salary go as far as you thought it would in the beginning of the lesson? How did this activity change the way you think about income, expenses, and savings?
2. What are some ways that your budget in your early 20s might change as you get older? How could your income change? (*You might get a promotion, change careers, or get a second income.*) How could your expenses change? (*You might buy a house, pay*

for appliances and other items you might not have to pay for in a rental. You might have children, who increase expenses for housing, food, clothing – as well as education and college. You may have to pay for medical bills if you or a family member becomes seriously ill.) [Talk about how many families have two incomes. Sometimes this is necessary to cover expenses.]

3. [Conclude the lesson by talking about the importance of creating budgets, even if you don't always stay within your budget. Prompt discussion with some or all of the following questions:
- Why is a budget so important?
 - What are some dangers of not having a budget?
 - How can priorities and values help you create a budget?
 - Why does it help to set goals before creating a budget?]

SKILLS CHECKLIST

Direct students' attention to **Portfolio pages 31-33, Grade 9 (7-12) Skills Checklist**.

Have students complete the skills checklist questions for Money Matters skills.

Money Matters

I can...

Describe the expenses to consider when making a budget.	<input type="checkbox"/> not at all	<input type="checkbox"/> somewhat	<input type="checkbox"/> very well
Figure out housing and transportation choices appropriate for a specific income.	<input type="checkbox"/> not at all	<input type="checkbox"/> somewhat	<input type="checkbox"/> very well

Monthly Salary Cards

<p style="text-align: center;">Social Service Technician (Human Service Worker)</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Assists Social Workers and Caseworkers to organize and implement programs that aid families and individuals to prevent or resolve problems related to basic needs, substance abuse, and human relationships. Assists families and individuals in obtaining social and community services.</p> <p style="text-align: right;">Monthly salary (Median): \$2412</p> <p style="text-align: right;">NY</p>	<p style="text-align: center;">Administrative Assistant/ Executive Secretary</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Assists executives by coordinating and directing basic office services, such as assigning staff, keeping records, and budgeting. Opens, sorts and distributes incoming correspondence, including faxes and e-mail. Reads and analyzes incoming memos and alerts the boss to issues that need attention.</p> <p style="text-align: right;">Monthly salary (entry level): \$2640</p> <p style="text-align: right;">Monthly salary (median level): \$3300</p> <p style="text-align: right;">NY</p>
<p style="text-align: center;">Aircraft Mechanic</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Inspects, tests, repairs, maintains, and services aircraft. Repairs electronic systems such as computerized controls. Tests engine and system operations, and listens to engine sounds to detect and diagnose malfunctions. Examines and inspects aircraft components for cracks, breaks, or leaks.</p> <p style="text-align: right;">Monthly salary (entry level): \$3675</p> <p style="text-align: right;">Monthly salary (median level): \$4325</p> <p style="text-align: right;">NY</p>	<p style="text-align: center;">Building Inspector</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Building inspectors inspect the general safety and structural quality of buildings. They ensure that all the wiring, plumbing and sanitation is up to code. They make sure all sprinklers, fire alarms, smoke detectors and other fire alert devices are working properly. They also make sure there are fire doors and exits.</p> <p style="text-align: right;">Monthly salary (entry level): \$3060</p> <p style="text-align: right;">Monthly salary (median level): \$3860</p> <p style="text-align: right;">NY</p>
<p style="text-align: center;">Carpenter</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Builds, installs, erects, repairs structures or fixtures made of wood, plywood, and wallboard. Uses carpenter's hand tools and power tools. Studies blueprints and building plans to determine the materials needed and the dimensions of a structure to be built. Estimates the amount and kind of lumber or other materials required, and selects and orders materials.</p> <p style="text-align: right;">Monthly salary (entry level): \$2455</p> <p style="text-align: right;">Monthly salary (median level): \$3310</p> <p style="text-align: right;">NY</p>	<p style="text-align: center;">Chef</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Directs and participates in the preparation, seasoning, and cooking of soups, meats, fish, vegetables, salads, desserts, or other foods. May plan and price menu items, order supplies, and keep records and accounts. Supervises and coordinates the activities of cooks and kitchen workers engaged in food preparation.</p> <p style="text-align: right;">Monthly salary (entry level): \$2415</p> <p style="text-align: right;">Monthly salary (median level): \$3295</p> <p style="text-align: right;">NY</p>

<p style="text-align: center;">Court Clerk</p> <p>2-year College Degree or Tech Training</p> <p>Performs clerical duties in a court of law. Secures, processes, and records information for the court. Confers with court officials and litigants regarding court proceedings. Prepares the docket or calendar of cases to be called. Examines and reviews legal documents submitted to the court to make sure they follow to law and court procedures.</p> <p style="text-align: right;">Monthly salary (entry level): \$2420 Monthly salary (median level): \$3275 NY</p>	<p style="text-align: center;">Dental Assistant</p> <p>2-year College Degree or Tech Training</p> <p>Assists dentists by performing support duties for the treatment of patients during dental procedures. Duties range from aiding and educating patients to preparing and sterilizing dental instruments and performing administrative work.</p> <p style="text-align: right;">Monthly salary (entry level): \$2070 Monthly salary (median level): \$2465 NY</p>
<p style="text-align: center;">Electrician</p> <p>2-year College Degree or Tech Training</p> <p>Installs, maintains, and repairs electrical wiring, equipment, and fixtures. Possesses electrician's license or identification card and follows local electrical codes to meet government regulations.</p> <p style="text-align: right;">Monthly salary (entry level): \$3265 Monthly salary (median level): \$4280 NY</p>	<p style="text-align: center;">Graphic Designer</p> <p>2-year College Degree or Tech Training</p> <p>Designs art and copy layouts for use on packages and in magazines, newspapers, and television. Creates graphics for television and computer-generated media. Uses computer software to design new images or to modify existing ones.</p> <p style="text-align: right;">Monthly salary (entry level): \$2785 Monthly salary (median level): \$3910 NY</p>
<p style="text-align: center;">Hotel/Motel Manager</p> <p>2-year College Degree or Tech Training</p> <p>Plans, directs, and coordinates activities of an establishment or department that provides lodging and other accommodations. Answers questions about hotel policies and services, and resolves occupants' complaints. Inspects guest rooms, public areas, and grounds for cleanliness and appearance.</p> <p style="text-align: right;">Monthly salary (entry level): \$3215 Monthly salary (median level): \$4280 NY</p>	<p style="text-align: center;">Massage Therapist</p> <p>2-year College Degree or Tech Training</p> <p>Uses massage to improve clients' health or well-being. Assesses clients' soft tissue condition, joint quality and function, muscle strength and range of motion. Confers with clients about their medical histories and any problems with stress or pain in order to determine whether massage would be helpful.</p> <p style="text-align: right;">Monthly salary (entry level): \$1940 Monthly salary (median level): \$4010 NY</p>

<p style="text-align: center;">Licensed Practical Nurse</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Cares for ill, injured, and handicapped persons in private homes, hospitals, clinics, and similar health care facilities. Charts and reports changes in patients' conditions, such as adverse reactions to medication or treatment, and takes any necessary action.</p> <p style="text-align: right;">Monthly salary (entry level): \$3975</p> <p style="text-align: right;">Monthly salary (median level): \$4930</p> <p style="text-align: right;">NY</p>	<p style="text-align: center;">Dispensing Optician</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Prepares, inspects, fits, and adjusts lenses and frames for clients according to written optical prescriptions or specifications. May dispense eyeglasses and/or contact lenses. Prepares instructions for an optical laboratory for grinding lenses and making eyeglasses. Recommends specific lenses, lens coatings and frames to suit client needs.</p> <p style="text-align: right;">Monthly salary (entry level): \$2635</p> <p style="text-align: right;">Monthly salary (median level): \$3385</p> <p style="text-align: right;">NY</p>
<p style="text-align: center;">Preschool Teacher</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Instructs children (normally up to 5 years of age) in a preschool, day care, or other child development center. Conducts activities designed to develop social, physical, and intellectual skills needed for primary school. Confers with parents to explain preschool programs and to discuss a child's progress.</p> <p style="text-align: right;">Monthly salary (entry level): \$1415</p> <p style="text-align: right;">Monthly salary (median level): \$1775</p> <p style="text-align: right;">NY</p>	<p style="text-align: center;">Real Estate Sales Agent</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Rents, buys, and sells property to clients. Studies property listings, interviews prospective clients, accompanies clients to property sites, discusses conditions of sale, and draws up real estate contracts.</p> <p style="text-align: right;">Monthly salary (entry level): \$3170</p> <p style="text-align: right;">Monthly salary (median level): \$4910</p> <p style="text-align: right;">NY</p>
<p style="text-align: center;">Non-Technical Sales Representative</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Sells goods or services for wholesalers or manufacturers to businesses or groups of individuals. Gets orders from established clients or secures new customers. Work requires a substantial knowledge of items sold.</p> <p style="text-align: right;">Monthly salary (entry level): \$2975</p> <p style="text-align: right;">Monthly salary (median level): \$4260</p> <p style="text-align: right;">NY</p>	<p style="text-align: center;">Website Designer</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Focuses on the overall design and appearance of the website. This requires a solid foundation in graphic design. May also focus on the development and programming side. This means writing the actual code to make the site function properly.</p> <p style="text-align: right;">Monthly salary (entry level): \$4135</p> <p style="text-align: right;">Monthly salary (median level): \$5465</p> <p style="text-align: right;">NY</p>

Welder/Cutter

2-year College Degree or Tech Training

Uses hand welding equipment to weld together or repair metal components and parts. Uses flame-cutting or laser equipment to cut and trim metal objects to specified dimensions, according to layouts, work orders, or blueprints.

Monthly salary (entry level): \$2115

Monthly salary (median level): \$2670

NY

<p style="text-align: center;">Social Service Technician (Human Service Worker)</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Assists Social Workers and Caseworkers to organize and implement programs that aid families and individuals to prevent or resolve problems related to basic needs, substance abuse, and human relationships. Assists families and individuals in obtaining social and community services.</p> <p style="text-align: right;">Monthly salary (Median): \$2233 PA</p>	<p style="text-align: center;">Administrative Assistant/ Executive Secretary</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Assists executives by coordinating and directing basic office services, such as assigning staff, keeping records, and budgeting. Opens, sorts and distributes incoming correspondence, including faxes and e-mail. Reads and analyzes incoming memos and alerts the boss to issues that need attention.</p> <p style="text-align: right;">Monthly salary (entry level): \$2215 Monthly salary (median level): \$2740 PA</p>
<p style="text-align: center;">Aircraft Mechanic</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Inspects, tests, repairs, maintains, and services aircraft. Repairs electronic systems such as computerized controls. Tests engine and system operations, and listens to engine sounds to detect and diagnose malfunctions. Examines and inspects aircraft components for cracks, breaks, or leaks.</p> <p style="text-align: right;">Monthly salary (entry level): \$3020 Monthly salary (median level): \$3970 PA</p>	<p style="text-align: center;">Building Inspector</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Building inspectors inspect the general safety and structural quality of buildings. They ensure that all the wiring, plumbing and sanitation is up to code. They make sure all sprinklers, fire alarms, smoke detectors and other fire alert devices are working properly. They also make sure there are fire doors and exits.</p> <p style="text-align: right;">Monthly salary (entry level): \$2750 Monthly salary (median level): \$3385 PA</p>
<p style="text-align: center;">Carpenter</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Builds, installs, erects, repairs structures or fixtures made of wood, plywood, and wallboard. Uses carpenter's hand tools and power tools. Studies blueprints and building plans to determine the materials needed and the dimensions of a structure to be built. Estimates the amount and kind of lumber or other materials required, and selects and orders materials.</p> <p style="text-align: right;">Monthly salary (entry level): \$2110 Monthly salary (median level): \$2725 PA</p>	<p style="text-align: center;">Chef</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Directs and participates in the preparation, seasoning, and cooking of soups, meats, fish, vegetables, salads, desserts, or other foods. May plan and price menu items, order supplies, and keep records and accounts. Supervises and coordinates the activities of cooks and kitchen workers engaged in food preparation.</p> <p style="text-align: right;">Monthly salary (entry level): \$1990 Monthly salary (median level): \$2630 PA</p>

<p style="text-align: center;">Court Clerk</p> <p>2-year College Degree or Tech Training</p> <p>Performs clerical duties in a court of law. Secures, processes, and records information for the court. Confers with court officials and litigants regarding court proceedings. Prepares the docket or calendar of cases to be called. Examines and reviews legal documents submitted to the court to make sure they follow to law and court procedures.</p> <p style="text-align: right;">Monthly salary (entry level): \$1640 Monthly salary (median level): \$2355 PA</p>	<p style="text-align: center;">Dental Assistant</p> <p>2-year College Degree or Tech Training</p> <p>Assists dentists by performing support duties for the treatment of patients during dental procedures. Duties range from aiding and educating patients to preparing and sterilizing dental instruments and performing administrative work.</p> <p style="text-align: right;">Monthly salary (entry level): \$1735 Monthly salary (median level): \$2110 PA</p>
<p style="text-align: center;">Electrician</p> <p>2-year College Degree or Tech Training</p> <p>Installs, maintains, and repairs electrical wiring, equipment, and fixtures. Possesses electrician's license or identification card and follows local electrical codes to meet government regulations.</p> <p style="text-align: right;">Monthly salary (entry level): \$2780 Monthly salary (median level): \$3665 PA</p>	<p style="text-align: center;">Graphic Designer</p> <p>2-year College Degree or Tech Training</p> <p>Designs art and copy layouts for use on packages and in magazines, newspapers, and television. Creates graphics for television and computer-generated media. Uses computer software to design new images or to modify existing ones.</p> <p style="text-align: right;">Monthly salary (entry level): \$2300 Monthly salary (median level): \$2910 PA</p>
<p style="text-align: center;">Hotel/Motel Manager</p> <p>2-year College Degree or Tech Training</p> <p>Plans, directs, and coordinates activities of an establishment or department that provides lodging and other accommodations. Answers questions about hotel policies and services, and resolves occupants' complaints. Inspects guest rooms, public areas, and grounds for cleanliness and appearance.</p> <p style="text-align: right;">Monthly salary (entry level): \$2520 Monthly salary (median level): \$3370 PA</p>	<p style="text-align: center;">Massage Therapist</p> <p>2-year College Degree or Tech Training</p> <p>Uses massage to improve clients' health or well-being. Assesses clients' soft tissue condition, joint quality and function, muscle strength and range of motion. Confers with clients about their medical histories and any problems with stress or pain in order to determine whether massage would be helpful.</p> <p style="text-align: right;">Monthly salary (entry level): \$1110 Monthly salary (median level): \$2000 PA</p>

<p style="text-align: center;">Licensed Practical Nurse</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Cares for ill, injured, and handicapped persons in private homes, hospitals, clinics, and similar health care facilities. Charts and reports changes in patients' conditions, such as adverse reactions to medication or treatment, and takes any necessary action.</p> <p style="text-align: right;">Monthly salary (entry level): \$3585 Monthly salary (median level): \$4290</p> <p style="text-align: right;">PA</p>	<p style="text-align: center;">Dispensing Optician</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Prepares, inspects, fits, and adjusts lenses and frames for clients according to written optical prescriptions or specifications. May dispense eyeglasses and/or contact lenses. Prepares instructions for an optical laboratory for grinding lenses and making eyeglasses. Recommends specific lenses, lens coatings and frames to suit client needs.</p> <p style="text-align: right;">Monthly salary (entry level): \$1535 Monthly salary (median level): \$2030</p> <p style="text-align: right;">PA</p>
<p style="text-align: center;">Preschool Teacher</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Instructs children (normally up to 5 years of age) in a preschool, day care, or other child development center. Conducts activities designed to develop social, physical, and intellectual skills needed for primary school. Confers with parents to explain preschool programs and to discuss a child's progress.</p> <p style="text-align: right;">Monthly salary (entry level): \$1140 Monthly salary (median level): \$1370</p> <p style="text-align: right;">PA</p>	<p style="text-align: center;">Real Estate Sales Agent</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Rents, buys, and sells property to clients. Studies property listings, interviews prospective clients, accompanies clients to property sites, discusses conditions of sale, and draws up real estate contracts.</p> <p style="text-align: right;">Monthly salary (entry level): \$3500 Monthly salary (median level): \$4880</p> <p style="text-align: right;">PA</p>
<p style="text-align: center;">Non-Technical Sales Representative</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Sells goods or services for wholesalers or manufacturers to businesses or groups of individuals. Gets orders from established clients or secures new customers. Work requires a substantial knowledge of items sold.</p> <p style="text-align: right;">Monthly salary (entry level): \$2690 Monthly salary (median level): \$3670</p> <p style="text-align: right;">PA</p>	<p style="text-align: center;">Website Designer</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Focuses on the overall design and appearance of the website. This requires a solid foundation in graphic design. May also focus on the development and programming side. This means writing the actual code to make the site function properly.</p> <p style="text-align: right;">Monthly salary (entry level): \$3675 Monthly salary (median level): \$4905</p> <p style="text-align: right;">PA</p>

Welder/Cutter

2-year College Degree or Tech Training

Uses hand welding equipment to weld together or repair metal components and parts. Uses flame-cutting or laser equipment to cut and trim metal objects to specified dimensions, according to layouts, work orders, or blueprints.

Monthly salary (entry level): \$2185

Monthly salary (median level): \$2685

PA

<p style="text-align: center;">Social Service Technician (Human Service Worker)</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Assists Social Workers and Caseworkers to organize and implement programs that aid families and individuals to prevent or resolve problems related to basic needs, substance abuse, and human relationships. Assists families and individuals in obtaining social and community services.</p> <p style="text-align: right;">Monthly salary (Median): \$1505 WV</p>	<p style="text-align: center;">Administrative Assistant/ Executive Secretary</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Assists executives by coordinating and directing basic office services, such as assigning staff, keeping records, and budgeting. Opens, sorts and distributes incoming correspondence, including faxes and e-mail. Reads and analyzes incoming memos and alerts the boss to issues that need attention.</p> <p style="text-align: right;">Monthly salary (entry level): \$1980 Monthly salary (median level): \$2470 WV</p>
<p style="text-align: center;">Aircraft Mechanic</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Inspects, tests, repairs, maintains, and services aircraft. Repairs electronic systems such as computerized controls. Tests engine and system operations, and listens to engine sounds to detect and diagnose malfunctions. Examines and inspects aircraft components for cracks, breaks, or leaks.</p> <p style="text-align: right;">Monthly salary (entry level): \$2935 Monthly salary (median level): \$3440 WV</p>	<p style="text-align: center;">Building Inspector</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Building inspectors inspect the general safety and structural quality of buildings. They ensure that all the wiring, plumbing and sanitation is up to code. They make sure all sprinklers, fire alarms, smoke detectors and other fire alert devices are working properly. They also make sure there are fire doors and exits.</p> <p style="text-align: right;">Monthly salary (entry level): \$2200 Monthly salary (median level): \$2680 WV</p>
<p style="text-align: center;">Carpenter</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Builds, installs, erects, repairs structures or fixtures made of wood, plywood, and wallboard. Uses carpenter's hand tools and power tools. Studies blueprints and building plans to determine the materials needed and the dimensions of a structure to be built. Estimates the amount and kind of lumber or other materials required, and selects and orders materials.</p> <p style="text-align: right;">Monthly salary (entry level): \$1785 Monthly salary (median level): \$2220 WV</p>	<p style="text-align: center;">Chef</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Directs and participates in the preparation, seasoning, and cooking of soups, meats, fish, vegetables, salads, desserts, or other foods. May plan and price menu items, order supplies, and keep records and accounts. Supervises and coordinates the activities of cooks and kitchen workers engaged in food preparation.</p> <p style="text-align: right;">Monthly salary (entry level): \$1160 Monthly salary (median level): \$1690 WV</p>

<p style="text-align: center;">Court Clerk</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Performs clerical duties in a court of law. Secures, processes, and records information for the court. Confers with court officials and litigants regarding court proceedings. Prepares the docket or calendar of cases to be called. Examines and reviews legal documents submitted to the court to make sure they follow to law and court procedures.</p> <p style="text-align: right;">Monthly salary (entry level): \$1530 Monthly salary (median level): \$1835 WV</p>	<p style="text-align: center;">Dental Assistant</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Assists dentists by performing support duties for the treatment of patients during dental procedures. Duties range from aiding and educating patients to preparing and sterilizing dental instruments and performing administrative work.</p> <p style="text-align: right;">Monthly salary (entry level): \$1625 Monthly salary (median level): \$1810 WV</p>
<p style="text-align: center;">Electrician</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Installs, maintains, and repairs electrical wiring, equipment, and fixtures. Possesses electrician's license or identification card and follows local electrical codes to meet government regulations.</p> <p style="text-align: right;">Monthly salary (entry level): \$2470 Monthly salary (median level): \$3260 WV</p>	<p style="text-align: center;">Graphic Designer</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Designs art and copy layouts for use on packages and in magazines, newspapers, and television. Creates graphics for television and computer-generated media. Uses computer software to design new images or to modify existing ones.</p> <p style="text-align: right;">Monthly salary (entry level): \$1800 Monthly salary (median level): \$2360 WV</p>
<p style="text-align: center;">Hotel/Motel Manager</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Plans, directs, and coordinates activities of an establishment or department that provides lodging and other accommodations. Answers questions about hotel policies and services, and resolves occupants' complaints. Inspects guest rooms, public areas, and grounds for cleanliness and appearance.</p> <p style="text-align: right;">Monthly salary (entry level): \$2390 Monthly salary (median level): \$2735 WV</p>	<p style="text-align: center;">Massage Therapist</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Uses massage to improve clients' health or well-being. Assesses clients' soft tissue condition, joint quality and function, muscle strength and range of motion. Confers with clients about their medical histories and any problems with stress or pain in order to determine whether massage would be helpful.</p> <p style="text-align: right;">Monthly salary (entry level): \$1550 Monthly salary (median level): \$1975 WV</p>

<p style="text-align: center;">Licensed Practical Nurse</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Cares for ill, injured, and handicapped persons in private homes, hospitals, clinics, and similar health care facilities. Charts and reports changes in patients' conditions, such as adverse reactions to medication or treatment, and takes any necessary action.</p> <p style="text-align: right;">Monthly salary (entry level): \$3150 Monthly salary (median level): \$3645</p> <p style="text-align: right;">WV</p>	<p style="text-align: center;">Dispensing Optician</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Prepares, inspects, fits, and adjusts lenses and frames for clients according to written optical prescriptions or specifications. May dispense eyeglasses and/or contact lenses. Prepares instructions for an optical laboratory for grinding lenses and making eyeglasses. Recommends specific lenses, lens coatings and frames to suit client needs.</p> <p style="text-align: right;">Monthly salary (entry level): \$1410 Monthly salary (median level): \$1840</p> <p style="text-align: right;">WV</p>
<p style="text-align: center;">Preschool Teacher</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Instructs children (normally up to 5 years of age) in a preschool, day care, or other child development center. Conducts activities designed to develop social, physical, and intellectual skills needed for primary school. Confers with parents to explain preschool programs and to discuss a child's progress.</p> <p style="text-align: right;">Monthly salary (entry level): \$1050 Monthly salary (median level): \$1180</p> <p style="text-align: right;">WV</p>	<p style="text-align: center;">Real Estate Sales Agent</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Rents, buys, and sells property to clients. Studies property listings, interviews prospective clients, accompanies clients to property sites, discusses conditions of sale, and draws up real estate contracts.</p> <p style="text-align: right;">Monthly salary (entry level): \$4020 Monthly salary (median level): \$5890</p> <p style="text-align: right;">WV</p>
<p style="text-align: center;">Non-Technical Sales Representative</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Sells goods or services for wholesalers or manufacturers to businesses or groups of individuals. Gets orders from established clients or secures new customers. Work requires a substantial knowledge of items sold.</p> <p style="text-align: right;">Monthly salary (entry level): \$2065 Monthly salary (median level): \$2885</p> <p style="text-align: right;">WV</p>	<p style="text-align: center;">Website Designer</p> <p style="text-align: center;">2-year College Degree or Tech Training</p> <p>Focuses on the overall design and appearance of the website. This requires a solid foundation in graphic design. May also focus on the development and programming side. This means writing the actual code to make the site function properly.</p> <p style="text-align: right;">Monthly salary (entry level): \$3015 Monthly salary (median level): \$3835</p> <p style="text-align: right;">WV</p>

Welder/Cutter

2-year College Degree or Tech Training

Uses hand welding equipment to weld together or repair metal components and parts. Uses flame-cutting or laser equipment to cut and trim metal objects to specified dimensions, according to layouts, work orders, or blueprints.

Monthly salary (entry level): \$1865

Monthly salary (median level): \$2305

WV

<p style="text-align: center;">Human Resources Manager 4-year College Degree</p> <p>Manages, plans, directs, and coordinates human resource activities of an organization. Administers pay and benefits programs. Makes sure personnel are matched to the appropriate position. Informs employees about work policies, benefits and opportunities for promotion.</p> <p style="text-align: right;">Monthly salary (median level): \$8839 NY</p>	<p style="text-align: center;">Recreation Worker 4-year College Degree</p> <p>Conducts recreation activities with groups in recreational facility or in public, private, or volunteer agency. Organizes activities such as arts and crafts, sports, games, music, social recreation, and hobbies, taking into account the needs and interests of individual members.</p> <p style="text-align: right;">Monthly salary (median level): \$2074 NY</p>
<p style="text-align: center;">Accountant 4-year College Degree</p> <p>Analyzes financial information and prepares reports describing assets, liabilities, profit and loss, or other financial activities within an organization. Prepares and examines accounting records and financial statements. Computes taxes owed and prepares tax returns according to regulations.</p> <p style="text-align: right;">Monthly salary (entry level): \$3880 Monthly salary (median level):\$4920 NY</p>	<p style="text-align: center;">Chemical Engineer 4-year College Degree</p> <p>Designs chemical plant equipment and devises processes for manufacturing chemicals and chemical products. Uses chemistry, physics, and engineering. Uses computers to record and analyze data. May use computer-aided design systems to produce and analyze designs.</p> <p style="text-align: right;">Monthly salary (entry level): \$5160 Monthly salary (median level):\$6370 NY</p>
<p style="text-align: center;">Computer Programmer 4-year College Degree</p> <p>Develops and writes computer programs to store, locate, and retrieve information by converting raw data into coded computer language. Consults with management, engineering, and technical staff to clarify program intent, identify problems, and suggest changes.</p> <p style="text-align: right;">Monthly salary (entry level): \$4135 Monthly salary (median level):\$5465 NY</p>	<p style="text-align: center;">Interpreter/Translator 4-year College Degree</p> <p>Translates and interprets written or spoken communications from one language to another or from spoken to manual (sign) language used by the hearing-impaired. Reads written material such as legal documents, scientific works, and news reports, and rewrites the material into a specified language.</p> <p style="text-align: right;">Monthly salary (entry level): \$2390 Monthly salary (median level):\$3170 NY</p>

<p style="text-align: center;">Investment Banker 4-year College Degree</p> <p>Work in investment banks, corporations, brokerages or small investment banking firms. Counsels clients on financial issues such as arranging capital, managing assets, trading securities and issuing stock.</p> <p style="text-align: right;">Monthly salary (entry level): \$8085 Monthly salary (median level):\$11,660 NY</p>	<p style="text-align: center;">Landscape Architect 4-year College Degree</p> <p>Plans and designs landscaping (trees and plants) to create useful and attractive spaces. Often uses computer-aided design (CAD) systems to help in preparing designs. For large scale site planning, may use a computer mapping system.</p> <p style="text-align: right;">Monthly salary (entry level): \$3645 Monthly salary (median level):\$4515 NY</p>
<p style="text-align: center;">Marine Biologist 4-year College Degree</p> <p>Researches aquatic life. They investigate salinity, temperature, acidity, light, oxygen content and other physical conditions of water to determine their relationship to aquatic life -- even plankton, worms, clams, mussels and snails.</p> <p style="text-align: right;">Monthly salary (entry level): \$3585 Monthly salary (median level): \$4310 NY</p>	<p style="text-align: center;">Social Worker 4-year College Degree</p> <p>Assesses, counsels, and aids individuals and families with problems relating to finances, employment, food, clothing, child care, housing, or other human needs and conditions. Counsels individuals and family members regarding public resources, financial assistance, vocational training, child care, and medical care.</p> <p style="text-align: right;">Monthly salary (entry level): \$2920 Monthly salary (median level): \$3880 NY</p>
<p style="text-align: center;">Middle School Teacher 4-year College Degree</p> <p>Teaches students in public or private schools in one or more subjects at the middle, intermediate or junior high level. Instructs through lectures, discussions and demonstrations in one or more subjects such as English, mathematics or social studies.</p> <p style="text-align: right;">Monthly salary (entry level): \$3625 Monthly salary (median level):\$3790 NY</p>	<p style="text-align: center;">Newscaster 4-year College Degree</p> <p>Analyzes, prepares, and reports on news items for radio or television broadcasts. Gathers information and develops perspectives about news subjects through research, interviews and observations. Presents news stories and introduces in-depth videotaped segments.</p> <p style="text-align: right;">Monthly salary (entry level): \$2530 Monthly salary (median level): \$3675 NY</p>

<p style="text-align: center;">Human Resources Manager 4-year College Degree</p> <p>Manages, plans, directs, and coordinates human resource activities of an organization. Administers pay and benefits programs. Makes sure personnel are matched to the appropriate position. Informs employees about work policies, benefits and opportunities for promotion.</p> <p style="text-align: right;">Monthly salary (median level): \$8165 PA</p>	<p style="text-align: center;">Recreation Worker 4-year College Degree</p> <p>Conducts recreation activities with groups in recreational facility or in public, private, or volunteer agency. Organizes activities such as arts and crafts, sports, games, music, social recreation, and hobbies, taking into account the needs and interests of individual members.</p> <p style="text-align: right;">Monthly salary (median level): \$2041 PA</p>
<p style="text-align: center;">Accountant 4-year College Degree</p> <p>Analyzes financial information and prepares reports describing assets, liabilities, profit and loss, or other financial activities within an organization. Prepares and examines accounting records and financial statements. Computes taxes owed and prepares tax returns according to regulations.</p> <p style="text-align: right;">Monthly salary (entry level): \$3115 Monthly salary (median level):\$3980 PA</p>	<p style="text-align: center;">Chemical Engineer 4-year College Degree</p> <p>Designs chemical plant equipment and devises processes for manufacturing chemicals and chemical products. Uses chemistry, physics, and engineering. Uses computers to record and analyze data. May use computer-aided design systems to produce and analyze designs.</p> <p style="text-align: right;">Monthly salary (entry level): \$4965 Monthly salary (median level):\$5910 PA</p>
<p style="text-align: center;">Computer Programmer 4-year College Degree</p> <p>Develops and writes computer programs to store, locate, and retrieve information by converting raw data into coded computer language. Consults with management, engineering, and technical staff to clarify program intent, identify problems, and suggest changes.</p> <p style="text-align: right;">Monthly salary (entry level): \$3675 Monthly salary (median level):\$4905 PA</p>	<p style="text-align: center;">Interpreter/Translator 4-year College Degree</p> <p>Translates and interprets written or spoken communications from one language to another or from spoken to manual (sign) language used by the hearing-impaired. Reads written material such as legal documents, scientific works, and news reports, and rewrites the material into a specified language.</p> <p style="text-align: right;">Monthly salary (entry level): \$1915 Monthly salary (median level):\$2400 PA</p>

<p style="text-align: center;">Investment Banker 4-year College Degree</p> <p>Work in investment banks, corporations, brokerages or small investment banking firms. Counsels clients on financial issues such as arranging capital, managing assets, trading securities and issuing stock.</p> <p style="text-align: right;">Monthly salary (entry level): \$3310 Monthly salary (median level):\$5420 PA</p>	<p style="text-align: center;">Landscape Architect 4-year College Degree</p> <p>Plans and designs landscaping (trees and plants) to create useful and attractive spaces. Often uses computer-aided design (CAD) systems to help in preparing designs. For large scale site planning, may use a computer mapping system.</p> <p style="text-align: right;">Monthly salary (entry level): \$3030 Monthly salary (median level):\$4070 PA</p>
<p style="text-align: center;">Marine Biologist 4-year College Degree</p> <p>Researches aquatic life. They investigate salinity, temperature, acidity, light, oxygen content and other physical conditions of water to determine their relationship to aquatic life -- even plankton, worms, clams, mussels and snails.</p> <p style="text-align: right;">Monthly salary (entry level): \$3470 Monthly salary (median level): \$4275 PA</p>	<p style="text-align: center;">Social Worker 4-year College Degree</p> <p>Assesses, counsels, and aids individuals and families with problems relating to finances, employment, food, clothing, child care, housing, or other human needs and conditions. Counsels individuals and family members regarding public resources, financial assistance, vocational training, child care, and medical care.</p> <p style="text-align: right;">Monthly salary (entry level): \$2485 Monthly salary (median level): \$3265 PA</p>
<p style="text-align: center;">Middle School Teacher 4-year College Degree</p> <p>Teaches students in public or private schools in one or more subjects at the middle, intermediate or junior high level. Instructs through lectures, discussions and demonstrations in one or more subjects such as English, mathematics or social studies.</p> <p style="text-align: right;">Monthly salary (entry level): \$3125 Monthly salary (median level):\$4100 PA</p>	<p style="text-align: center;">Newscaster 4-year College Degree</p> <p>Analyzes, prepares, and reports on news items for radio or television broadcasts. Gathers information and develops perspectives about news subjects through research, interviews and observations. Presents news stories and introduces in-depth videotaped segments.</p> <p style="text-align: right;">Monthly salary (entry level): \$1770 Monthly salary (median level): \$2445 PA</p>

<p style="text-align: center;">Human Resources Manager 4-year College Degree</p> <p>Manages, plans, directs, and coordinates human resource activities of an organization. Administers pay and benefits programs. Makes sure personnel are matched to the appropriate position. Informs employees about work policies, benefits and opportunities for promotion.</p> <p style="text-align: right;">Monthly salary (median level): \$5750 WV</p>	<p style="text-align: center;">Recreation Worker 4-year College Degree</p> <p>Conducts recreation activities with groups in recreational facility or in public, private, or volunteer agency. Organizes activities such as arts and crafts, sports, games, music, social recreation, and hobbies, taking into account the needs and interests of individual members.</p> <p style="text-align: right;">Monthly salary (median level): \$1876 WV</p>
<p style="text-align: center;">Accountant 4-year College Degree</p> <p>Analyzes financial information and prepares reports describing assets, liabilities, profit and loss, or other financial activities within an organization. Prepares and examines accounting records and financial statements. Computes taxes owed and prepares tax returns according to regulations.</p> <p style="text-align: right;">Monthly salary (entry level): \$2610 Monthly salary (median level):\$3275 WV</p>	<p style="text-align: center;">Chemical Engineer 4-year College Degree</p> <p>Designs chemical plant equipment and devises processes for manufacturing chemicals and chemical products. Uses chemistry, physics, and engineering. Uses computers to record and analyze data. May use computer-aided design systems to produce and analyze designs.</p> <p style="text-align: right;">Monthly salary (entry level): \$5230 Monthly salary (median level):\$6410 WV</p>
<p style="text-align: center;">Computer Programmer 4-year College Degree</p> <p>Develops and writes computer programs to store, locate, and retrieve information by converting raw data into coded computer language. Consults with management, engineering, and technical staff to clarify program intent, identify problems, and suggest changes.</p> <p style="text-align: right;">Monthly salary (entry level): \$3015 Monthly salary (median level):\$3835 WV</p>	<p style="text-align: center;">Interpreter/Translator 4-year College Degree</p> <p>Translates and interprets written or spoken communications from one language to another or from spoken to manual (sign) language used by the hearing-impaired. Reads written material such as legal documents, scientific works, and news reports, and rewrites the material into a specified language.</p> <p style="text-align: right;">Monthly salary (entry level): \$1610 Monthly salary (median level):\$1790 WV</p>

<p style="text-align: center;">Investment Banker 4-year College Degree</p> <p>Work in investment banks, corporations, brokerages or small investment banking firms. Counsels clients on financial issues such as arranging capital, managing assets, trading securities and issuing stock.</p> <p style="text-align: right;">Monthly salary (entry level): \$2145 Monthly salary (median level):\$2670 WV</p>	<p style="text-align: center;">Landscape Architect 4-year College Degree</p> <p>Plans and designs landscaping (trees and plants) to create useful and attractive spaces. Often uses computer-aided design (CAD) systems to help in preparing designs. For large scale site planning, may use a computer mapping system.</p> <p style="text-align: right;">Monthly salary (entry level): \$2230 Monthly salary (median level):\$3980 WV</p>
<p style="text-align: center;">Marine Biologist 4-year College Degree</p> <p>Researches aquatic life. They investigate salinity, temperature, acidity, light, oxygen content and other physical conditions of water to determine their relationship to aquatic life -- even plankton, worms, clams, mussels and snails.</p> <p style="text-align: right;">Monthly salary (entry level): \$2965 Monthly salary (median level): \$3655 WV</p>	<p style="text-align: center;">Social Worker 4-year College Degree</p> <p>Assesses, counsels, and aids individuals and families with problems relating to finances, employment, food, clothing, child care, housing, or other human needs and conditions. Counsels individuals and family members regarding public resources, financial assistance, vocational training, child care, and medical care.</p> <p style="text-align: right;">Monthly salary (entry level): \$2070 Monthly salary (median level): \$2435 WV</p>
<p style="text-align: center;">Middle School Teacher 4-year College Degree</p> <p>Teaches students in public or private schools in one or more subjects at the middle, intermediate or junior high level. Instructs through lectures, discussions and demonstrations in one or more subjects such as English, mathematics or social studies.</p> <p style="text-align: right;">Monthly salary (entry level): \$2950 Monthly salary (median level):\$3370 WV</p>	<p style="text-align: center;">Newscaster 4-year College Degree</p> <p>Analyzes, prepares, and reports on news items for radio or television broadcasts. Gathers information and develops perspectives about news subjects through research, interviews and observations. Presents news stories and introduces in-depth videotaped segments.</p> <p style="text-align: right;">Monthly salary (entry level): \$1380 Monthly salary (median level): \$1720 WV</p>

<p style="text-align: center;">Advertising Manager Graduate degree</p> <p>Plans and directs advertising policies and programs to create or promote interest in a product or service. Directs activities of workers engaged in developing and producing advertisements. Monitors and analyzes sales promotion results to determine cost effectiveness of promotion campaigns.</p> <p style="text-align: right;">Monthly salary (entry level): \$5785 Monthly salary (median level):\$8605 NY</p>	<p style="text-align: center;">Anesthesiologist Graduate degree</p> <p>Administers anesthetics during surgery or other medical procedures. Examines patients, obtains medical history and uses diagnostic tests to determine the risk of bad reactions to anesthesia during medical procedures.</p> <p style="text-align: right;">Monthly salary (entry level): \$12,165 Monthly salary (median level):\$15,000 NY</p>
<p style="text-align: center;">Architect Graduate degree</p> <p>Plans and designs buildings for residential, commercial, and industrial property owners. Often uses computer-aided design and drafting (CADD) systems. Consults with clients to determine the functional and spatial requirements of structures. Represents clients in obtaining bids and awarding construction contracts.</p> <p style="text-align: right;">Monthly salary (entry level): \$3925 Monthly salary (median level):\$5200 NY</p>	<p style="text-align: center;">Lawyer Graduate degree</p> <p>Conducts criminal and civil lawsuits, prepares legal documents, advises clients on legal rights, and practices other phases of law. May represent clients in court or before administrative agencies of government. May specialize in a single area of law, such as constitutional law, corporate law, or criminal law.</p> <p style="text-align: right;">Monthly salary (entry level): \$6210 Monthly salary (median level):\$8340 NY</p>
<p style="text-align: center;">Family/General Practitioner Graduate degree</p> <p>Diagnoses illnesses, and prescribes and administers treatment for people suffering from injury or disease. Prescribes or administers treatment, therapy, medication, vaccination, and other medical care to treat and prevent illness, disease, and injury.</p> <p style="text-align: right;">Monthly salary (entry level): \$8565 Monthly salary (median level):\$11,260 NY</p>	<p style="text-align: center;">Geoscientist Graduate degree</p> <p>Studies the composition, structure, and history of the earth's crust. Examines rocks, minerals, and fossil remains to identify and determine the sequence of processes affecting the development of the earth. Applies knowledge of chemistry, physics, biology, and mathematics to explain these phenomena. Uses computers to record and analyze data.</p> <p style="text-align: right;">Monthly salary (entry level): \$3435 Monthly salary (median level):\$4419 NY</p>

<p style="text-align: center;">Judge/Magistrate Graduate degree</p> <p>Arbitrates, advises, and administers justice in a court of law. Sentences defendants in criminal cases according to statutes of State or Federal government. May determine liability of defendant in civil cases.</p> <p style="text-align: right;">Monthly salary (entry level): \$7780 Monthly salary (median level):\$10,075 NY</p>	<p style="text-align: center;">Meteorologist Graduate degree</p> <p>Investigates and interprets meteorological data to prepare weather reports and forecasts. Uses information from surface and air stations, weather balloons, weather satellites, weather radar, Doppler radar, and remote sensors and observers in many parts of the world. Uses computer models of the world's atmosphere to make long-term, short-term, and local-area forecasts.</p> <p style="text-align: right;">Monthly salary (entry level): \$3215 Monthly salary (median level):\$5140 NY</p>
<p style="text-align: center;">Principal Graduate degree</p> <p>Plans, develops, and administers programs to provide educational opportunities for students. Monitors programs for effectiveness and compliance with federal, state, and local regulations.</p> <p style="text-align: right;">Monthly salary (entry level): \$6415 Monthly salary (median level):\$7545 NY</p>	<p style="text-align: center;">School Counselor Graduate degree</p> <p>Counsels individuals, and provides educational or vocational guidance and assessment services. May operate career information centers and career education programs. Reviews transcripts to make sure that students meet graduation or college entrance requirements.</p> <p style="text-align: right;">Monthly salary (entry level): \$3225 Monthly salary (median level):\$4250 NY</p>
<p style="text-align: center;">Veterinarian Graduate degree</p> <p>Examines, diagnoses, and treats medical problems in animals. May work with pets and/or livestock, or with laboratory animals used for research. Advises animal owners regarding feeding, grooming, breeding, and general care to promote animal health.</p> <p style="text-align: right;">Monthly salary (entry level): \$4635 Monthly salary (median level):\$6415 NY</p>	

<p style="text-align: center;">Advertising Manager Graduate degree</p> <p>Plans and directs advertising policies and programs to create or promote interest in a product or service. Directs activities of workers engaged in developing and producing advertisements. Monitors and analyzes sales promotion results to determine cost effectiveness of promotion campaigns.</p> <p style="text-align: right;">Monthly salary (entry level): \$3240 Monthly salary (median level):\$4745 PA</p>	<p style="text-align: center;">Anesthesiologist Graduate degree</p> <p>Administers anesthetics during surgery or other medical procedures. Examines patients, obtains medical history and uses diagnostic tests to determine the risk of bad reactions to anesthesia during medical procedures.</p> <p style="text-align: right;">Monthly salary (entry level): \$10,050 Monthly salary (median level):\$12,170 PA</p>
<p style="text-align: center;">Architect Graduate degree</p> <p>Plans and designs buildings for residential, commercial, and industrial property owners. Often uses computer-aided design and drafting (CADD) systems. Consults with clients to determine the functional and spatial requirements of structures. Represents clients in obtaining bids and awarding construction contracts.</p> <p style="text-align: right;">Monthly salary (entry level): \$3995 Monthly salary (median level):\$4965 PA</p>	<p style="text-align: center;">Lawyer Graduate degree</p> <p>Conducts criminal and civil lawsuits, prepares legal documents, advises clients on legal rights, and practices other phases of law. May represent clients in court or before administrative agencies of government. May specialize in a single area of law, such as constitutional law, corporate law, or criminal law.</p> <p style="text-align: right;">Monthly salary (entry level): \$4740 Monthly salary (median level):\$7480 PA</p>
<p style="text-align: center;">Family/General Practitioner Graduate degree</p> <p>Diagnoses illnesses, and prescribes and administers treatment for people suffering from injury or disease. Prescribes or administers treatment, therapy, medication, vaccination, and other medical care to treat and prevent illness, disease, and injury.</p> <p style="text-align: right;">Monthly salary (entry level): \$7765 Monthly salary (median level):\$10,885 PA</p>	<p style="text-align: center;">Geoscientist Graduate degree</p> <p>Studies the composition, structure, and history of the earth's crust. Examines rocks, minerals, and fossil remains to identify and determine the sequence of processes affecting the development of the earth. Applies knowledge of chemistry, physics, biology, and mathematics to explain these phenomena. Uses computers to record and analyze data.</p> <p style="text-align: right;">Monthly salary (entry level): \$3600 Monthly salary (median level):\$4735 PA</p>

<p style="text-align: center;">Judge/Magistrate Graduate degree</p> <p>Arbitrates, advises, and administers justice in a court of law. Sentences defendants in criminal cases according to statutes of State or Federal government. May determine liability of defendant in civil cases.</p> <p style="text-align: right;">Monthly salary (entry level): \$4065 PA</p>	<p style="text-align: center;">Meteorologist Graduate degree</p> <p>Investigates and interprets meteorological data to prepare weather reports and forecasts. Uses information from surface and air stations, weather balloons, weather satellites, weather radar, Doppler radar, and remote sensors and observers in many parts of the world. Uses computer models of the world's atmosphere to make long-term, short-term, and local-area forecasts.</p> <p style="text-align: right;">Monthly salary (entry level): \$3300 Monthly salary (median level):\$5708 PA</p>
<p style="text-align: center;">Principal Graduate degree</p> <p>Plans, develops, and administers programs to provide educational opportunities for students. Monitors programs for effectiveness and compliance with federal, state, and local regulations.</p> <p style="text-align: right;">Monthly salary (entry level): \$5585 Monthly salary (median level):\$6710 PA</p>	<p style="text-align: center;">School Counselor Graduate degree</p> <p>Counsels individuals, and provides educational or vocational guidance and assessment services. May operate career information centers and career education programs. Reviews transcripts to make sure that students meet graduation or college entrance requirements.</p> <p style="text-align: right;">Monthly salary (entry level): \$2485 Monthly salary (median level):\$3445 PA</p>
<p style="text-align: center;">Veterinarian Graduate degree</p> <p>Examines, diagnoses, and treats medical problems in animals. May work with pets and/or livestock, or with laboratory animals used for research. Advises animal owners regarding feeding, grooming, breeding, and general care to promote animal health.</p> <p style="text-align: right;">Monthly salary (entry level): \$4670 Monthly salary (median level):\$6120 PA</p>	

<p style="text-align: center;">Advertising Manager Graduate degree</p> <p>Plans and directs advertising policies and programs to create or promote interest in a product or service. Directs activities of workers engaged in developing and producing advertisements. Monitors and analyzes sales promotion results to determine cost effectiveness of promotion campaigns.</p> <p style="text-align: right;">Monthly salary (entry level): \$2935 Monthly salary (median level):\$5165 WV</p>	<p style="text-align: center;">Anesthesiologist Graduate degree</p> <p>Administers anesthetics during surgery or other medical procedures. Examines patients, obtains medical history and uses diagnostic tests to determine the risk of bad reactions to anesthesia during medical procedures.</p> <p style="text-align: right;">Monthly salary (entry level): \$12,120 Monthly salary (median level):\$13,380 WV</p>
<p style="text-align: center;">Architect Graduate degree</p> <p>Plans and designs buildings for residential, commercial, and industrial property owners. Often uses computer-aided design and drafting (CADD) systems. Consults with clients to determine the functional and spatial requirements of structures. Represents clients in obtaining bids and awarding construction contracts.</p> <p style="text-align: right;">Monthly salary (entry level): \$3075 Monthly salary (median level):\$4520 WV</p>	<p style="text-align: center;">Lawyer Graduate degree</p> <p>Conducts criminal and civil lawsuits, prepares legal documents, advises clients on legal rights, and practices other phases of law. May represent clients in court or before administrative agencies of government. May specialize in a single area of law, such as constitutional law, corporate law, or criminal law.</p> <p style="text-align: right;">Monthly salary (entry level): \$4305 Monthly salary (median level):\$5560 WV</p>
<p style="text-align: center;">Family/General Practitioner Graduate degree</p> <p>Diagnoses illnesses, and prescribes and administers treatment for people suffering from injury or disease. Prescribes or administers treatment, therapy, medication, vaccination, and other medical care to treat and prevent illness, disease, and injury.</p> <p style="text-align: right;">Monthly salary (entry level): \$10,405 Monthly salary (median level):\$12,170 WV</p>	<p style="text-align: center;">Geoscientist Graduate degree</p> <p>Studies the composition, structure, and history of the earth's crust. Examines rocks, minerals, and fossil remains to identify and determine the sequence of processes affecting the development of the earth. Applies knowledge of chemistry, physics, biology, and mathematics to explain these phenomena. Uses computers to record and analyze data.</p> <p style="text-align: right;">Monthly salary (entry level): \$2995 Monthly salary (median level):\$3730 WV</p>

<p style="text-align: center;">Judge/Magistrate Graduate degree</p> <p>Arbitrates, advises, and administers justice in a court of law. Sentences defendants in criminal cases according to statutes of State or Federal government. May determine liability of defendant in civil cases.</p> <p style="text-align: right;">Monthly salary (entry level): \$3205 Monthly salary (median level):\$3700 WV</p>	<p style="text-align: center;">Meteorologist Graduate degree</p> <p>Investigates and interprets meteorological data to prepare weather reports and forecasts. Uses information from surface and air stations, weather balloons, weather satellites, weather radar, Doppler radar, and remote sensors and observers in many parts of the world. Uses computer models of the world's atmosphere to make long-term, short-term, and local-area forecasts.</p> <p style="text-align: right;">Monthly salary (entry level): \$n/a Monthly salary (median level):\$n/a WV</p>
<p style="text-align: center;">Principal Graduate degree</p> <p>Plans, develops, and administers programs to provide educational opportunities for students. Monitors programs for effectiveness and compliance with federal, state, and local regulations.</p> <p style="text-align: right;">Monthly salary (entry level): \$4120 Monthly salary (median level):\$4725 WV</p>	<p style="text-align: center;">School Counselor Graduate degree</p> <p>Counsels individuals, and provides educational or vocational guidance and assessment services. May operate career information centers and career education programs. Reviews transcripts to make sure that students meet graduation or college entrance requirements.</p> <p style="text-align: right;">Monthly salary (entry level): \$2485 Monthly salary (median level):\$3190 WV</p>
<p style="text-align: center;">Veterinarian Graduate degree</p> <p>Examines, diagnoses, and treats medical problems in animals. May work with pets and/or livestock, or with laboratory animals used for research. Advises animal owners regarding feeding, grooming, breeding, and general care to promote animal health.</p> <p style="text-align: right;">Monthly salary (entry level): \$4360 Monthly salary (median level):\$5385 WV</p>	

Chance Cards

<p>Ouch! You chip a tooth! You have health coverage, but no dental insurance.</p> <p>Subtract \$150</p>	<p>Happy holidays! You receive an end-of-year bonus at work for all your hard work.</p> <p>Add \$1,000</p>
<p>Did your paycheck just shrink? Your boss is no longer paying for health insurance — now it's coming out of your paycheck each month.</p> <p>Subtract \$150 (individual)</p>	<p>Bummer! Your car breaks down on the way to work. You have to pay for towing and a new transmission.</p> <p>Subtract \$800</p>
<p>Happy birthday to me! Grandma slipped a little something into this year's card.</p> <p>Add \$25</p>	<p>Remember college? Well, they remember you! Time to start paying those college loans each month.</p> <p>Subtract \$150</p>
<p>Anyone up for a swim? A sudden freeze bursts a pipe — and water fills your house. This plumbing emergency isn't cheap!</p> <p>Subtract \$250</p>	<p>Are those funny colors on my computer normal? Your hard drive is fried —time for a new computer.</p> <p>Subtract \$1,000</p>
<p>People aren't the only ones who need doctors. You have to take your sweet pooch to the vet.</p> <p>Subtract \$175</p>	<p>A little extra time, a little extra cash! You take on some part-time weekend work.</p> <p>Add \$400</p>
<p>Money from the government? Turns out you get a tax refund this year!</p> <p>Add \$600</p>	<p>Attention, holiday shoppers! All those presents for friends and family are starting to add up.</p> <p>Subtract \$200</p>

Monthly Budget Worksheet 2

Career _____ **Education Level** _____

Use this worksheet to subtract taxes and expenses from your gross monthly income.

Monthly Income	
A) Gross Monthly Income	\$ _____
B) Deductions (30% of A) (Multiply A by .3)	\$ _____
C) Net Monthly Income ($A - B = C$)	\$ _____
G) Total Monthly Expenses (from Expenses Worksheet on page __)	\$ _____
H) Preliminary Monthly Balance ($C - G = H$)	\$ _____
I) Chance	\$ _____
K) Final Monthly Balance ($H + / - \text{Chance} = K$)	\$ _____

Expenses Worksheet 2

Use this worksheet to add up your expenses for one month.

Expenses: Details	Subtotal
D) Housing Costs Monthly rent or mortgage \$ _____ Household bills + \$ _____ (30% of rent or mortgage) (Multiply rent/mortgage by .3)	\$ _____
E) Transportation Costs Monthly payment or \$ _____ other transportation costs Vehicle maintenance + \$ _____ (30% of monthly payment) (Multiply car payment by .3)	\$ _____
F) Other Costs Leisure Item: _____ \$ _____ Leisure Item: _____ \$ _____ Leisure Item: _____ \$ _____ Groceries (at least \$250) \$ _____ Clothing \$ _____ Entertainment \$ _____ Other Expenses \$ _____	\$ _____
G) Total Monthly Expenses (D + E + F)	\$ _____