

# Learn.Do.Earn.

Student Credentialing System

## Scope and Sequence

This is an overview of the LearnDoEarn classroom presentations (available for online access, by CD and DVD, or printable formats), which provide students with the information they need to make the best academic, behavioral, and career decisions in middle and high school. Motivate your students to learn and do more in just a few periods a year.

Make the LearnDoEarn ‘intermittent curriculum’ part of the academic backbone of your school, use it in place of downtime activities like word searches, puzzles or movies, or have your counselors use it in their interactions with students.

Simply review the scope and sequence of each of the five LearnDoEarn programs. Use the last column in the chart to record which teacher will deliver the module and the target date of lesson. Then make sure you have downloaded the curriculum from the Faculty Room (you will need a free password to access those materials) or have purchased the disks. With that you’ll be ready to go! And don’t forget to download or purchase the classroom posters to continue the buzz about making every student more employable.

LearnDoEarn Overview	General Goal	See Page	Recommended Grade/ Delivery System
World Class Students	Build the academic momentum necessary for college and work by taking the research-based set of rigorous courses that best prepares students for the future.	2 - 7	Math, Science. English, World Language class Grades 6 - 11
School Counts	Promote professional-level work ethic.	8 - 10	Career education, Independent study Grades 8 - 11
Work the Money	Encourage real financial literacy.	11 - 12	Economics, Health, Career Education Grades 10 - 12
The Math Challenge	Benchmark mathematics performance.	S&S Coming Soon!	Math class, Independent study Grades 8 - 12
The Technology Challenge	Increase computer proficiency.	S&S Coming Soon!	Computer or Business class Grades 8 - 12

## World Class Students

## *Build academic momentum*

Please note that the grade levels are only recommendations. Nothing in any of the modules defines the grade level to the students, and we recognize that different students may be ready for different messages at different times. Further, students in high school might need to start by reviewing all the LearnDoEarn classroom lessons they might not have seen, so a delivery plan customized to the school and the student, is best.

Presentation Title	Number	Suggested Grade	Core Ideas for Students	Responsibility for Delivery/ Target Date(s)
Get Down To Business	6A	6,7,8	<p>Most of you will enter the business world when you grow up. Business is a very competitive world and employers will only hire individuals who are prepared for available jobs.</p> <p>The only way to prepare for the competitive world of business is to get a good education that goes beyond high school.</p> <p>Now is the time to prepare for the rest of your life by focusing on your academic work.</p>	<p>Assigned teacher and target date for lesson.</p> <p>NOTE: Module contains integrated Language Arts and Math assignment.</p>
Only YOU Are the Boss of You	6B	6,7,8	<p>Many people seem to be smart but many times it is hard work rather than more intelligence.</p> <p>Working hard in challenging courses trains your brain and makes you smarter.</p> <p>Like the rest of you, your brain grows and matures and something you don't understand today may be easy tomorrow.</p> <p>Challenging courses build the mind like exercise builds the body.</p> <p>People fail all the time – learning from failure is the true road to success.</p> <p>When you succeed at something difficult, you can take pride in your work.</p> <p>Only YOU can decide that you will be a good student and work as hard as you can.</p>	<p>Assigned teacher and target date for lesson.</p> <p>NOTE: Module contains integrated Language Arts and Math assignment.</p>

## World Class Students

## *Build academic momentum*

Please note that the grade levels are only recommendations. Nothing in any of the modules defines the grade level to the students, and we recognize that different students may be ready for different messages at different times. Further, students in high school might need to start by reviewing all the LearnDoEam classroom lessons they might not have seen, so a delivery plan customized to the school and the student, is best.

Presentation Title	Number	Suggested Grade	Core Ideas for Students	Responsibility for Delivery
Be GREAT by Eight	7A	6,7	<p>Life is competitive; only the fittest survive.</p> <p>The world of business is equally as competitive.</p> <p>The people who survive are those who are best educated.</p> <p>Most of the burden for your learning is your responsibility.</p> <p>People with more education can earn more and buy more.</p> <p>The long road to a successful life starts in middle school, building academic foundations with rigorous course work, doing homework, and getting good grades.</p>	<p>Assigned teacher and target date for lesson.</p> <p>NOTE: Module contains assignment suitable for Math classes.</p>
Transitions and Transcripts	7B	7,8	<p>Unlike your parents, you will not have the same job for a lifetime.</p> <p>You will have to prepare today to face tomorrow's challenges.</p> <p>Technology is forcing people to think and act differently than they did in the past.</p> <p>Most of the jobs that will be available to you will require a college degree.</p> <p>The only way to prepare for an uncertain future is to get the best education possible.</p> <p>Tough academic courses build your mind like exercise builds your body.</p> <p>It's a lot less about how smart you are and a lot more about how hard you work.</p> <p>Research shows that difficult courses change the mind and make it better able to think.</p> <p>In your middle school will be creating a transcript that will follow you through high school and college and will determine what courses you can take and what kind of life you will have.</p>	<p>Assigned teacher and target date for lesson.</p> <p>NOTE: Module contains assignment suitable for Language Arts classes.</p>

## World Class Students

## *Build academic momentum*

Please note that the grade levels are only recommendations. Nothing in any of the modules defines the grade level to the students, and we recognize that different students may be ready for different messages at different times. Further, students in high school might need to start by reviewing all the LearnDoEarn classroom lessons they might not have seen, so a delivery plan customized to the school and the student, is best.

Presentation Title	Number	Suggested Grade	Core Ideas for Students	Responsibility for Delivery
Choose the Right Course *	8A **	7,8,9	<p>You are our future workforce, and we need you to be prepared for the big changes ahead.</p> <p>The best way to get ready for the future is to complete the set of courses research shows is key to building the academic momentum you will need for success whether you go to college or work.</p> <p>While not all jobs require a college education, most will require high school preparation that is equivalent to college prep.</p> <p>Being prepared for tomorrow means choosing the right courses today.</p> <p>These courses will increase your college admissions tests scores and will help you earn more in the workplace even if you don't go to college.</p>	<p>Assigned teacher and target date for lesson.</p> <p>NOTE: Module contains assignment suitable for Math classes.</p>
The Tassel Is Worth the Hassle	8B	7,8,9	<p>More education means more money and decreases the chance of being unemployed.</p> <p>Millions of jobs will be available for people who are prepared with the knowledge and skills employers will need.</p> <p>You will need more education, knowledge and skills than your parents did.</p> <p>You may be planning to go to college, but a lot of students don't complete college and earn a degree because they are not prepared well enough because they have not taken courses that were challenging enough.</p> <p>Good grades in easy courses are not enough – good grades in hard courses will prepare you for life.</p> <p>You can work hard now while your education is free or you can pay more for the education you will need because you will be taking remedial courses in college.</p>	<p>Assigned teacher and target date for lesson.</p> <p>NOTE: Module contains assignment suitable for Language Arts classes.</p>

\* If you can use only one presentation, classroom presentation 8A is the most critical.

\*\* If your students have the ability to elect courses in grade eight or early high school, this presentation is best delivered prior to course election.

## World Class Students

## *Build academic momentum*

Please note that the grade levels are only recommendations. Nothing in any of the modules defines the grade level to the students, and we recognize that different students may be ready for different messages at different times. Further, students in high school might need to start by reviewing all the LearnDoEam classroom lessons they might not have seen, so a delivery plan customized to the school and the student, is best.

Presentation Title	Number	Suggested Grade	Core Ideas for Students	Responsibility for Delivery
No Time To Waste	9A	9,10,11	<p>The average American high school education costs \$40,000 – about \$10,000 per year and much more in some places.</p> <p>School is not free, but is paid for by taxpayers, including members of your family.</p> <p>This support is a once-in-a-lifetime opportunity for an education.</p> <p>Many countries do not offer their children this kind of opportunity.</p> <p>Make the most of this opportunity using your time to take challenging courses and working hard.</p> <p>Don't take study halls. Don't be absent or late.</p> <p>Maximize your time in school by reading 10 – 25 books every year related to your studies.</p> <p>Do homework because it pays – adults who did homework in school make more in the workplace.</p> <p>Practice the professional-level work ethic you will need in your career.</p> <p>Take the courses that research proves effective.</p> <p>These courses have been proven to be so effective that some states have made them mandatory.</p>	<p>Assigned teacher and target date for lesson.</p> <p>NOTE: Module contains assignment suitable for Language Arts classes.</p>
You Can't Afford NOT to Get an Education	9B	9,10,11	<p>The more money you make, the more you will have to spend on the things you want.</p> <p>Low-level educational attainment means low-level jobs and low-level pay.</p> <p>Minimum wage jobs will not provide you with a comfortable life.</p> <p>To make the money you will want, you need to get more than a high school education.</p> <p>There are many ways to pay for college so make sure you get the academic foundations you need for any future that presents itself.</p> <p>County college is an affordable way to continue your education.</p> <p>Even if you go to work right after high school, many employers pay for college courses that you can take at night while you're earning money during the day.</p>	<p>Assigned teacher and target date for lesson.</p> <p>NOTE: Module contains assignment suitable for Math classes.</p>

## World Class Students

## *Build academic momentum*

Please note that the grade levels are only recommendations. Nothing in any of the modules defines the grade level to the students, and we recognize that different students may be ready for different messages at different times. Further, students in high school might need to start by reviewing all the LearnDoEarn classroom lessons they might not have seen, so a delivery plan customized to the school and the student, is best.

Presentation Title	Number	Suggested Grade	Core Ideas for Students	Responsibility for Delivery
U Know U Can! So Go 4 IT!	10A	9,10,11	<p>Use your high school years to create a foundation of knowledge that will provide you with the largest number of options after graduation. If you don't push yourself now, you will probably need remediation in college; students who take even one remedial course are six times less likely to earn a degree.</p> <p>Students who get only C's and D's have only a 50 – 50 chance of earning even one college credit.</p> <p>The recommended set of courses is what most colleges demand. Colleges post graduation rates of only 50% at the six-year mark. While many colleges do not demand years of high school lab sciences, there are many high-paying jobs that don't require a college degree available for young adults who know high-school level science.</p> <p>Students who take easy classes fail twice as often as students who take hard classes.</p>	<p>Assigned teacher and target date for lesson. NOTE: Module contains assignment suitable for Math classes.</p>
Meet/Beat/Be the Competition	10B	10,11	<p>The world is changing so rapidly that people entering the workplace today will need to know much more than their parents.</p> <p>Business is a competitive world in which time is money and everyone is expected to contribute to the success of the organization.</p> <p>The competitive nature of business means managers are always trying to cut costs and one way of cutting costs is to use technology instead of people so low-paying jobs are disappearing.</p> <p>Technology is also allowing companies to hire people from other countries.</p> <p>Companies can now hire these people and the jobs and salaries that might have been yours are going overseas.</p> <p>Middle and high school provides you with the academic foundation you need to prepare you for tomorrow's high-pay job.</p> <p>Children in other countries are spending twice as much time on their schoolwork than children in America..</p> <p>No one owes you a job; you will have to beat the competition.</p>	<p>Assigned teacher and target date for lesson. NOTE: Module contains assignment suitable for Language Arts classes.</p>

## World Class Students

## *Build academic momentum*

Please note that the grade levels are only recommendations. Nothing in any of the modules defines the grade level to the students, and we recognize that different students may be ready for different messages at different times. Further, students in high school might need to start by reviewing all the LearnDoEarn classroom lessons they might not have seen, so a delivery plan customized to the school and the student, is best.

Presentation Title	Number	Suggested Grade	Core Ideas for Students	Responsibility for Delivery
To Market, To Market	11A	10,11	<p>You should make sure that the career you choose is something you love to do because people spend a lot of time at work. Experts say that being happy in a career is worth a \$10,000 less. But 70 – 80% of jobs that will be out there have not even been invented yet.</p> <p>And what you might want to do might not be something that someone will pay you to do, so develop a career strategy before you choose your college or your major.</p> <p>To develop a career strategy, you have to look beyond yourself to the forces that are shaping society and economics.</p> <p>Even in high school, you can make strategic decisions that make you more marketable when you get to the workplace.</p>	<p>Assigned teacher and target date for lesson. NOTE: Module contains assignment suitable for Math classes.</p>
Real World University	11B	10,11	<p>With only a high school diploma, you won't make enough money to live the kind of life you might want.</p> <p>Whether you go to a university, county college, technical school or into the Armed Forces, you need to complete demanding high school courses.</p> <p>Demanding courses will give you the academic momentum to get through training you can get in the Army or in corporate-based training and in most cases, you can make as much as a student with a college degree.</p> <p>For example, in as little as 6 years, you can own/operate a fast food franchise and make as much as \$250,000 per year.</p> <p>You will also need rigorous courses if you want to establish your own business.</p> <p>For example, with a high school diploma and a cosmetology license, you can go from being a hairdresser to owning your own salon and having people work for you rather than the other way around if you have completed the math, science, language and social studies courses offered by your high school.</p>	<p>Assigned teacher and target date for lesson. NOTE: Module contains assignment suitable for Language Arts classes.</p>

## School Counts

## *Promote professional-level work ethic*

Please note that the grade levels are only recommendations. Nothing in any of the modules defines the grade level to the students, and we recognize that different students may be ready for different messages at different times. Further, students in high school might need to start by reviewing all the LearnDoEam classroom lessons they might not have seen, so a delivery plan customized to the school and the student, is best.

Presentation Title	Number	Suggested Grade	Core Ideas for Students	Responsibility for Delivery
School Counts for Your Future	1A	7,8,9	<p>The academic material you learn in school and the experience you get in part-time jobs will get you ready for your future.</p> <p>Employers want people who have a strong work ethic, certain basic skills, are drug-free, have good references, can work on a team, experience and computer skills.</p> <p>You years in middle and high school can provide you with everything you need to succeed in the world of college and work.</p> <p>To ensure that they hire the right people, employers will test you in many ways, especially in mathematics.</p>	Assigned teacher and target date for lesson.
Count on School Counting	1B	7,8,9	<p>You can acquire all the knowledge and behaviors you need to get a good job before you leave high school.</p> <p>Entry-level jobs can be your first step up the ladder no matter your career aspirations.</p> <p>More than anything else, employers expect workers to be present and on time every day.</p> <p>Research shows that students who practice these ‘soft’ skills in school make more in the workplace.</p> <p>You can earn the School Counts certificate and use it to get a part-time job during or full-time job after high school.</p>	Assigned teacher and target date for lesson.
Make Sure YOU Get the Job	2	8,9,10,11	<p>Knowing how to get a job will be a key skill for your future.</p> <p>No matter how you hear about a job, the process of getting a job is usually the same.</p> <p>You will usually need to be able to fill out an application, take academic tests, soft skills tests, pass drug and alcohol tests, provide references, and successfully complete a personal interview.</p> <p>Employers will also do credit checks, criminal background checks, and online searches of social websites.</p> <p>Many employers are including tests for smoking and will not hire individuals who smoke.</p>	Assigned teacher and target date for lesson.

## School Counts

## *Promote professional-level work ethic*

Please note that the grade levels are only recommendations. Nothing in any of the modules defines the grade level to the students, and we recognize that different students may be ready for different messages at different times. Further, students in high school might need to start by reviewing all the LearnDoEarn classroom lessons they might not have seen, so a delivery plan customized to the school and the student, is best.

Presentation Title	Number	Suggested Grade	Core Ideas for Students	Responsibility for Delivery
Ace the Interview: Fit In But Stand Out	3	8,9,10,11	<p>The personal interview is probably the most important and most difficult part of the job hunt.</p> <p>The personal interview provides employers with the intangible information needed to make a hiring decision.</p> <p>The personal interview is your opportunity to tryout for the team – the business team.</p> <p>Employers will want to make sure that you will fit in with their company culture, their other employees, their customers.</p> <p>You have to make sure that you show them how well you can fit in by following business rules for dress, attitude and behaviors during the interview.</p> <p>You also have to make sure that you stand out and separate yourself from the competition by proving yourself to be a valuable hire by using techniques practiced by more experience job seekers.</p>	Assigned teacher and target date for lesson.
Writing Your First Resume	4	8,9,10,11	<p>A resume is a written account of personal, educational, and professional qualifications and experience, and is prepared and presented by a job applicant.</p> <p>Resumes must include contact information, and be accurate, mistake-free and on the best plain paper available.</p> <p>For young job applicants, resumes should be only one page.</p> <p>Resumes should be carefully written and carefully formatted.</p> <p>Resumes should include references but should not include personal information.</p> <p>Good resumes are all about what you say and whether or not what you say creates a powerful story that tells an employer that you might be right for a job.</p> <p>Good resumes use powerful action words and use numbers that quantify achievement.</p> <p>You can use your performance in school to create the story employers look for, including quantifiable, comparative data.</p>	Assigned teacher and target date for lesson.

Keeping the Job	5	8,9,10,11,12	Coming soon!	
-----------------	---	--------------	--------------	--

Continued on next page.

## Work the Money

## *Encourage real financial literacy*

Please note that the grade levels are only recommendations. Nothing in any of the modules defines the grade level to the students, and we recognize that different students may be ready for different messages at different times. Further, students in high school might need to start by reviewing all the LearnDoEarn classroom lessons they might not have seen, so a delivery plan customized to the school and the student, is best.

Presentation Title	Number	Suggested Grade	Core Ideas for Students	Responsibility for Delivery
Healthy, Wealthy and Employed	20	9,10,11,12	<p>Financial success is not about making the right money decisions, it is about making the right life decisions.</p> <p>Acquiring wealth is not a matter of luck but a result of a lifetime of smart decisions and wise investments.</p> <p>The process of making money really begins when you start working full time, so you need to know what will make you employable.</p> <p>If you have a criminal conviction, bad credit, or smoke, you might not be able to get a job.</p>	Assigned teacher and target date for lesson.
How To Be A Millionaire	21	9,10,11,12	<p>Most rich people made their money in business.</p> <p>Over 60% of the world's billionaires started with nothing.</p> <p>There are barely 1,000 billionaires in the world and only a few people hit the billion-dollar mark, but becoming a millionaire is an achievable goal.</p> <p>There are 9.5 million millionaires in the world.</p> <p>That's one out of every 95 Americans.</p> <p>About 85% of millionaires have made their money on their own.</p> <p>Research shows that most millionaires become millionaires based on how they spend their money rather on how much money they make.</p> <p>You can be a millionaire by following the four Work the Money rules.</p>	Assigned teacher and target date for lesson.
Rule One: Change the Way You Think	22A	9,10,11,12	<p>Real financial success results from making the right life decisions, not just the right money decisions and the four LearnDoEarn rules will help you know what to do to succeed.</p> <p>You can be rich, but only if you change the way you think about, and what you do with, your money.</p> <p>If you want to be rich, or even if you want to be 'comfortable,' you have to make the money you make work for you.</p> <p>As little as \$40 per week in a high-interest investment account can make you a millionaire.</p> <p>Always think of money as something that can make you more money, not something you spend to buy things that have no power to make you anything but broke.</p>	Assigned teacher and target date for lesson. NOTE: Module contains assignment suitable for Math, Technology, or Personal Economics classes.

Presentation Title	Number	Suggested Grade	Core Ideas for Students	Responsibility for Delivery
Rule Two: More Changes to Your Thinking	22B	9,10,11,12	<p>Changing the way you think about money so that you behave differently with your money is not easy.</p> <p>It requires an understanding of and controlling the very human need for instant gratification.</p> <p>The only sure way to financial success is the slow and deliberate accumulation of wealth.</p> <p>Short cuts to wealth are few and far between.</p> <p>If you have money, there are many benefits that will accrue.</p> <p>Learn to think into the future and how good it will make you feel to have the money you save now.</p> <p>Develop the will power and self-control you will need to save for your future.</p> <p>That same will power can be used in many other ways.</p> <p>Sacrifice now so you have a better future.</p> <p>Open an investment account now.</p>	Assigned teacher and target date for lesson. NOTE: Module contains assignment suitable for Math, Technology, Language Arts or Personal Economics classes.
Rule Two: Build Your Potential for Earnings	22C	9,10,11,12	Coming soon!	
Rule Three: Always Use Your Own Money	22D	9,10,11,12	Coming soon!	
Rule Four: Don't Burn It When You Earn It	22E	9,10,11,12	Coming soon!	
The Real Cost of Being Bad	23	9,10,11,12	Coming soon!	
The Real Cost Bad Habits	24	9,10,11,12	Coming soon!	
Crime Pays!	25	9,10,11,12	Coming soon!	

Continued on next page.

## The Math Challenge

## *Benchmark mathematics performance*

While other components of the LearnDoEarn Credentialing System (World Class Students, School Counts, Work the Money) aim to deliver a motivational message to students through short classroom presentations that can be used intermittently through the grades 6 – 12, the Math Challenge is different.

The Math Challenge has only one classroom presentation, which discusses the importance of math to students’ futures.

The Math Challenge aims to benchmark student performance in math against what is being taught and learned in the best middle and high schools in the country. Students from the best schools will be the competition that other students will have for college admissions and for the highest paying jobs available to high school graduates.

The Math Challenge offers free online semester-end and year-end Math quizzes which allow students to gauge their progress in key subject areas like pre-Algebra, Algebra I, II and Geometry.

The online assessments offer instantaneous feedback to students on their performance. The various quizzes are also available for download from the Faculty Room. And soon, Math Challenges with expanded diagnostics on individual student performance by item analysis will be available for a small fee.

Presentation Title	Number	Suggested Grade	Core Ideas for Students	Responsibility for Delivery/ Target Date(s)
The Math Path	MP 1	8,9,10,11	<p>The greatest correlation to college admissions and graduation is in the level of rigor of the math course completed.</p> <p>Almost all companies require that entry-level job applicants successfully complete math tests at the seventh or eighth grade level without a calculator.</p> <p>Many students miss the opportunity of getting a good job because they cannot ‘do the math.’</p> <p>Many more students miss the opportunity for great careers based on mathematics because they have not done their market research or realized how important math is to their future employability.</p>	Assigned teacher and target date for lesson.

Continued on next page.

## The Technology Challenge

*Increase computer proficiency*

While other components of the LearnDoEarn Credentialing System (World Class Students, School Counts, Work the Money) aim to deliver a motivational message to students through short classroom presentations that can be used intermittently through the grades 6 – 12, the Technology Challenge is different.

The Technology Challenge has only one classroom lesson, which talks about how computer technology is used in the workplace. The Technology Challenge itself is an online, interactive assessment in basic computer software, like word processing, spreadsheets and presentation packages.

The Technology Challenge can help schools meet their NCLB mandates for assessing the computer proficiencies of students. It targets students in grades 8 – 12 and offers hundreds of performance-based questions at various difficulty levels, samples of which can be found below.

Presentation Title	Number	Suggested Grade	Core Ideas for Students	Responsibility for Delivery/ Target Date(s)
Take the Challenge – The Technology Challenge	N/A	8,9,10,11,12	You need to be computer proficient. You can take the Technology Challenge to prove and improve your computer expertise in commonly used business software. If you have no other skills, a high degree of skill in computer software will ensure that you get a decent job in a good company.	Assigned teacher and target date for lesson.

The Technology Challenge is the only part of the LearnDoEarn system that is not free. The cost of the Challenge is \$.50 per student for a year’s subscription with unlimited usage. Below is a set of sample questions that range from those on the easiest to more difficult Challenges.

- Open the attached document. What is the only misspelled word?
- How many words are in the Gettysburg Address?
- Determine which cell in the attached spreadsheet contains a formula.
- Reduce all the margins of the attached document to one inch. Does the text fit on one page?
- Open the attached document to find the 500 most commonly used baby names last year. Alphabetize the list and determine which name is 402nd on the list.
- In the attached document, replace all occurrences of the word ‘woman’ with the word ‘lady.’ How many changes were made?
- Which picture occupies the middle layer of the object stack in the attached presentation?
- Uncrop the picture in the attached document. What do you see?
- Sort the numbers in the attached document and determine which is the largest number.
- Search the Internet to determine the year the author Rachel Carson died.
- Change the orientation of the attached document from portrait to landscape. Does the text still fit on two pages?
- How many words are incorrectly spelled in the attachment document?
- What is the alignment given to the paragraph in the attached document?
- Format the number in cell C12 in the attached spreadsheet as a date. What is the date shown?
- There is a chart in the attached document. Determine if the cells will automatically resize to accommodate content.
- Determine the Flesch-Kincaid Readability Level of the attached document.