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Sort the Earner

Lesson 2.1.1 · How do people really make money?

I CAN

name the different ways people earn money and tell them apart.

Read each person. Write the **income type** on the line. Some have more than one right answer — say why if you think so.

Choose from: **wages · salary · profit · freelance · investment income · passive income**

Answers and talking points

What a good answer looks like, and one question to ask when the pencils go down.

Person	Income type	Why
1. Rosa — bakery, \$11 an hour	Wages	Paid for each hour worked
2. James — dentist, \$95,000 a year	Salary	A fixed yearly amount, paid monthly
3. Layla — slime kits, keeps \$40	Profit	What is left after costs are paid
4. DeShawn — 4 lawns at \$25	Freelance	Paid per job, works for himself
5. Amara — \$200 earning 3%	Investment income	The money earns, not Amara
6. Musician — song earns \$40 a month	Passive income	Work done once, still paying
7. Marcus — firefighter, \$58,000	Salary	A fixed yearly amount
8. Priya — websites, \$800 a site	Freelance	Paid per project, works for herself

3–5 Where more than one answer is right

The sheet says some have more than one, and it means it. **DeShawn and Priya** are freelance, and if they subtract what they spent on gas or hosting, what is left is also **profit**. **Layla** is running a small business, so you could call her earnings freelance as well. **Accept any answer the student can justify** — the reasoning is what you are marking, not the word.

Ask: “Which of these people gets paid even when they are asleep?” Amara and the musician. That distinction is the whole unit in one question.

3–5 The one students find hardest

Wages against salary. Rosa and James both work and both get paid, but Rosa is paid for hours and James for the year. Ask what happens to each of them in a slow week: Rosa’s pay falls and James’s does not. That is the difference, and it is worth more than the definition.

Ask: “Which would you rather have at sixteen, and which at forty?”

Want the rest of the unit?

This page is one activity, unchanged, from **Unit 2.1 — The Earning Engine**, a Financial Foundations™ unit of 10 to 12 lessons with teacher scripts, family letters and a unit checkpoint. For a free five-day money game your students can play in a browser, try **The \$100 Week™**. Everything is at wealthwisekids.org.