

# Paying for fitness

Students compare the cost of home exercise equipment and a gym membership and determine which option would be best for them.

## Learning goals

### Big idea

Comparison shopping can help you make buying decisions that are right for you.

### Essential questions

- How does comparison shopping help you make choices about what to buy?
- What should you think about before deciding what to buy?

### Objectives

- Compare types and costs of home exercise equipment and gym memberships
- Make an informed buying decision

### What students will do



- Compare the benefits, drawbacks, and costs of buying exercise equipment or getting a gym membership.
- Choose the option that would be best for them.

### NOTE

Please remember to consider your students' accommodations and special needs to ensure that all students are able to participate in a meaningful way.

#### KEY INFORMATION

Building block:

-  Executive function
-  Financial knowledge and decision-making skills

Grade level: Middle school (6-8)

Age range: 11-14

Topic: Spend (Buying things)

School subject: Math, Physical education or health

Teaching strategy: Personalized instruction, Simulation

Bloom's Taxonomy level: Understand, Analyze, Evaluate

Activity duration: 45-60 minutes

#### National Standards for Personal Financial Education, 2021

Spending: 4-1, 4-2, 4-5, 8-1, 8-2, 8-3, 12-2, 12-3

These standards are cumulative, and topics are not repeated in each grade level. This activity may include information students need to understand before exploring this topic in more detail.

## Preparing for this activity

- While it's not necessary, completing the "Using a buying plan" activity first may make this one more meaningful.
- Print copies of all student materials for each student, or prepare for students to access them electronically.

### What you'll need

#### THIS TEACHER GUIDE

- Paying for fitness (guide)  
[cfpb\\_building\\_block\\_activities\\_paying-fitness\\_guide.pdf](#).....

#### STUDENT MATERIALS

- Paying for fitness (worksheet)  
[cfpb\\_building\\_block\\_activities\\_paying-fitness\\_worksheet.pdf](#).....

## Exploring key financial concepts

When you want to buy something, researching more than one product or brand and comparing features, benefits, and costs can help you better understand your options. Comparison shopping – the practice of comparing prices, features, benefits, risks, and other characteristics of two or more similar products or services – may help you make more informed buying decisions and help you stay within your budget. Comparison shopping is a good practice when you buy anything, but it's especially useful when you buy something expensive.

### TIP

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Because financial products, terms, and laws change, students should be encouraged to always look for the most up-to-date information.

## Teaching this activity

### Whole-class introduction

- Introduce students to the idea of comparison shopping and discuss why it can be helpful to do some research when buying expensive items.

- Be sure students understand key vocabulary:
  - **Comparison shopping:** The practice of comparing prices, features, benefits, risks, and other characteristics of two or more similar products or services.
- Ask students if they've ever compared their options before buying something.
- Ask students to imagine that they want to either buy home exercise equipment or get a gym membership to improve their fitness.
- Explain that they'll compare the benefits, drawbacks, and costs of a gym membership and home exercise equipment to find out what would fit their needs and wants.

#### TIP

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Visit CFPB's financial education glossary at [consumerfinance.gov/financial-education-glossary/](https://consumerfinance.gov/financial-education-glossary/).

## Individual work

- Distribute the "Paying for fitness" worksheet to students.
- Students will review the options for gym memberships and exercise equipment on the worksheet.
- They'll review the questions in the "Figuring out what's best for me" section to help them think through their choice.
- Students will write two benefits and two drawbacks for buying equipment and for getting a gym membership.
- They'll then make their choice and answer questions about their decision on the worksheet.

## Wrap-up

- Ask students to share what they chose and why.
- Ask volunteers to share their answers to the reflection question.

## Suggested next steps

Consider searching for other [CFPB activities](#) that address the topic of spending, including buying things. Suggested activities include "[Exploring the influence of advertisements](#)" and "[Figuring out how much to tip.](#)"

## Measuring student learning

Students' responses on their worksheets can give you a sense of their understanding.

**Keep in mind that students' answers may vary, as there may not be only one right answer.** The important thing is for students to have reasonable justification for their answers.