



Smart Songs

Album Lyrics

Money Management

Chorus

*I wanna control money, not let it control me
It's not the only goal, no siree
But it can help me pursue what I love to do
Put food on the table, pay for school too
I wanna control money, not let it control me
It's not the only goal, no siree
But it can help us achieve all the dreams we want
Like this microphone that we're recording on*

Verse 1: Getting a Job, Budgeting

They say that money doesn't grow on trees
What that means: be ready to work
For every penny you please
Could be for your mom and pops, home raking leaves
Or as one of a company's employees
The company that hires you is your employer
It's important to enjoy your job: doctor, lawyer
City-sweep, teacher, preacher, actor, cop, reporter
The training that you have will make your salary taller
But then where does your money go? You gotta know
A budget is a plan of how your money should flow
Shows the dough you're making
And the dough you're spending
Step one: get a paper, take a pen, then
Write all the money
That you think you might make this week
Step two: write the money that you will use this week
Now look down, do the two amounts balance?
No? You need to change that, it's a challenge

Verse 2: Purchasing Power, Wise Shopping

Now, let's say that you earned a few dollars
From soap and suds, washing cars for hours
Saw your dough grow like yeast and flour
Now you have what we call purchasing power
You oughta sit and think about
The things you've wanted
Last week at the mall, some fresh things were spotted
Flat-screen TV with DVD to start this
List of things to fill your shopping cart with
But before you spend money, follow some steps
What stores carry the product for less?
And be sure to research your hardest
Can it fit in your budget? You need to be honest
More than a brand name, don't be confused
It's quality, features, and online reviews
So when you choose one that meets your needs
Go and buy the TV that you please

Chorus

Verse 3: Opening a Bank Account

Where's a safe place to place your cash?
If there's a fire at your place, paper turns to ash
So to keep track of all the money you own
Open an account at a bank near your home
The first kind's a savings account, kid, you got it?
To start it, you might have to give a minimum deposit
A deposit is the money people put in their banks
The banks pay you interest
That's the way they say thanks
Let's see, what type of account we have next
With a checking account, you can write out checks
It's a piece of paper and it's really kinda safer
Than throwin' in your pocket a bundle of rolled up cash
It simply asks the bank to pass
Money right from your account to somebody else's
Before you write a check,
You should check your accounts
Write a check with no money
And the check will bounce

Verse 4: Getting a loan

In times of need, a bank can be your friend
You can ask to borrow some of the money they lend
Suppose one day that you wanna buy a home
You can ask to borrow some of the money they loan
This is known by a home mortgage by many
A cushion so you don't spend every last penny
And remember, what you borrow's not free
You'll have to pay the bank back the money, plus a fee
See the fee is what we call loan interest
Percentage charged to keep banks in business
Happen to have funds resting aside?
Consider giving some investing a try
When you put money into something worthwhile
There's a chance it can add more cash to your pile
Like stocks and bonds, but there's no guarantee
So do your homework, it can be risky



Stock Market

Verse 1: What are Stocks?

Companies sell stocks so they can raise money
Here's a little story, you might find it funny
I was gonna start a summer job, mowing lawns
But I didn't have a lawn mower to go along
And I didn't have the money to buy one myself
I was hoping that somebody
Would come along and help
Scott, do you think you'd lend me some cash
So I could get a mower to cut lots of grass?
"Perhaps I gotta few bucks here in my pocket,
But if I give 'em up, I want some of the profit."
You got it. For every dollar that my job earns
I'll give you 25 cents back in return
Scott, you just bought a stock in my company:
Jeff's Landscape, Lawn Care, and Shrubbery
Now you'll have a say in how my company spends
I have the ends for the mower
And we're both making dividends

Chorus

*A company is kinda like a building (Building)
Stocks are the bricks of the building (Building)
'Cause if you own a brick, you own part of it
Stocks are sold on the stock market
A company is kinda like a pie (Pie)
A stock is a slice that you buy (Why?)
'Cause if the pie is popular to eat
Then the slice is worth more on the street (Sweet)*

Verse 2: The Dangers of the Stock Market

Now if you buy some stocks you will own some shares
Of the companies you pick, but please beware
The market is tricky, stocks can be risky
Pay a high price, and it can drop quickly
Swiftly, sonny, you can lose lots of money
If businesses struggle, it can get ugly
So trust me, it's best to do your research
Before you spend cash, you should read first
All about the company and of its history
Products and owners should never be a mystery
How much they own verses how much they owe
It's called net worth and it's something you should know
But realize, prices rise and fall
Be cool, stay in for the long haul
Before you sell shares, stick to your vision
To make wise, tested investment decisions

Verse 3: Buying Stocks

You've been checking the paper, reading the news
Perusing the computer, looking to choose
A company or two that you know will do well
You see a new shoe brand that starting to sell
So you call up the guy who buys and sells stocks
Sometimes he'll advise what to buy or not
He's a stockbroker. Kinda like poker,
He knows all the rules and he controls the
Handling of stocks and you pay him a fee
Nowadays online, buy instantly
Some jobs give you stocks when you get hired
So you'll have a little money by the time you retire
Put it in a 401k, save it for some day
'Cause one day, when your hair's gray, you're gonna say
Hey, I'd like to play golf all day long
So maybe start singing the stock market song

Verse 4: Getting a loan

In times of need, a bank can be your friend
You can ask to borrow some of the money they lend
Suppose one day that you wanna buy a home
You can ask to borrow some of the money they loan
This is known by a home mortgage by many
A cushion so you don't spend every last penny
And remember, what you borrow's not free
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Chorus



History of Money

Chorus

*About to take a trip through time, 10,000 years ago
Back before nickels and dimes, how does the story go?*

Verse 1: Before Money

About to take a trip through time
On your mark, ready, set, here we go
Way back when, when there was no money
It was about ten thousand years ago
People did move from place to place
Looking around for food to chase
Groups in the wilderness, they would trade
Food they caught, a coat they made
But after that, people learned to farm
No need to move around anymore
Towns started sprouting up
With carpenters, weavers, and more

Verse 2: Bartering, First Forms of Money

By what is known as bartering
It's how they all kept on living
Vegetables and plants, camels
Cows, and sheep were the kinds of things
Commonly traded but over time became dated
So a newer system using currency was created
Developed by the Chinese
For money they used cowries
Colorful shells found in the oceans of the Far East

Verse 3: First Coins

Sumerians from Mesopotamia
May be the ones who created the first coin
5,000 years back
Over time, money became round and flat
Easy to count and stack
Then the Greeks began to print coins
With designs in tact
In fact, symbols of leaders, they began printing
The stamping of metal coins, today we call minting

Verse 4: First Paper Money

Sprinting back to China 2,000 years, we'll find the
First form of paper money printed and designed for
People to make their purchases
Of many goods and services
Around the world, many countries never heard of this
Then Europeans started using promissory notes
Which promised that you owed someone
A solid piece of gold



Chorus

Verse 5: Colonial Money

To America, settlers came
From Holland, England, France, and Spain
What did they use for money, you're wondering?
Simply money from where they're coming from
Then they all started to moan
They ran out of money they brought from home
So the colonies made their own
And that enraged the British throne
Won the war, had to pay our soldiers
But our paper notes were worthless
So at last, our new nation created the dollar system

Verse 6: First Dollar

In 1792, Congress did approve
A law that would state it's the dollar we shall use
A currency that's built on the decimal system
Cents are one-hundredth of a dollar, so listen
Philadelphia Mint made the nation's first coin
In 1861, paper dollars were employed

Verse 7: Printing Money

All our paper money is printed in Washington
Funny, 'cause it's not paper, but really a special blend
Of cotton and linen made with special permission
From the nation's Bureau of Engraving and Printing
About 30 bills are printed on a single sheet, see?
Then they're torn apart, pressed, starched
Bundled neatly

Verse 8: Largest Bills, Federal Reserve

\$100,000 bill, the largest we created
Today, a hundred is the highest bill that's circulated
Not so long ago, all your dollars and your dough
Were redeemable for some solid bricks of gold
That was the gold standard, it no longer exists
But the concept of value behind money still persists

Chorus

Plastic Money

Chorus

*Plastic money, p-p-p-plastic money
P-p-p-plas-p-p-plas-p-p-plastic money, money
P-plastic money, p-p-p-plastic money
P-p-p-p-p-p-p-p-p-p-plastic money*

Verse 1: Credit Cards

I swipe the strip on my credit card, it's a magnetic bar
Slide it through the machine to see if my credit is clean
If it is, I'm in business, the salesman he gives me this
Receipt to sign that says:
I will repay what I bought at the store
It was a new microphone I took home to record
I only charge on my card what I know I'll afford
'Cause if I don't pay it all in a month, I'll owe more
They'll start charging interest, on top of what I owe
The longer I don't pay it off, my debt will grow
Break it down more
Let's talk about credit score
Each month they send a bill in the mail or online
If I don't pay the minimum, I'm hit with a fine
Plus my credit score suffers—that's like my record
And it's difficult to borrow
Once my history's checkered
Plastic money, feels like magic magic
Anything you imagine you need, you just grab it
But it's not fake, it's real money we're talking about
Once you get in debt, then it's difficult to get you out

Chorus (x2)

Verse 2: Credit vs. Debit

In my wallet, I've got a couple cards to choose from
Both are plastic, just different way to use funds
One is based on credit, the other used to debit
I'll break them both down
By the end I know you'll get it
With some credit cards, you can sign up for rewards
Try to earn points only when you can afford
To buy things you need like gas and groceries
Pay it back monthly, avoid any fees
Every dollar spent may earn a point or more
With enough points, you can use them in the store
That's part of an online credit account
How many points do I have? Let me find out
But if you don't want to borrow money you'll owe
Use a debit card for the things that you know
Your checking account has the money to pay for
Be careful not to spend over, it'll cost way more
The bank will charge what's an overdraft fee
These types of mistakes can be very costly

Chorus



Great Depression

Chorus (x2)

*America was poor in the Great Depression
Millions without jobs in every profession
How will we eat was a daily question
What are all the lessons of the Great Depression?*

Before the Great Depression, everything seemed great
It was the Roaring 1920's, people liked to celebrate
A lotta food on their plate
And there was money to make
Factories were selling automobiles like hot cakes
Not to mention household appliances and radios
Flashy things, the economy was based on those
But the problem was that if times got tough
People weren't gonna buy luxuries and all that stuff
And if you can't buy what you usually do
Then the people who sell those things lose their jobs too
And then they can't buy, it's like a domino effect
So there were hidden changes
Though things seemed perfect

Chorus

Before the Great Depression
People thought they had luck
Thinking up ways they could make a quick buck
They'd buy a stock and sell it
For more than they bought it for
Sure to make a profit, long as the stock would soar
Seemed like such a great idea, everybody wanted in
Even with no money, they started borrowing
They'd ask the bank for a loan to buy the stock
But could not pay it back when the stock would drop
Lots of people got in debt, had to sell all their shares
When some start selling, everyone gets scared
Millions rushed to sell their stocks in a mass
In the fall of '29, the stock market crashed

Chorus

October 24, 1929, Black Thursday
One of the country's darkest times
The market did crash, stocks began to tumble
Many Americans faced financial trouble
Their savings washed away in a matter of days
Left with debt with no money to pay
And our government—no, they didn't want to panic
They knew there was a problem, but didn't understand it
President Hoover tried to think of answers
He wanted to improve spending
What were the chances?
Businesses closed, banks dried up like wells
But Hoover thought things
Would take care of themselves

Chorus

Millions of people were poverty stricken
Living within wood shacks and poor conditions
These makeshift camps sprouted up all around
Hoovervilles they often called these towns
A couple years passed, it was 1932
The presidential race began to ask who
Could lift this country up from its depression
Franklin Delano Roosevelt, no question
Made the first and second New Deal
Government projects, building bridges of steel
With the Works Progress Administration
Then World War II brought jobs to the nation

Chorus



Perfect Storm

Chorus

*It's cold outside, the wind is swirling
It's hard to thrive when business is hurting
It's cold outside, when will it turn warm?
We've got to strive to overcome this perfect storm*

Verse 1: The Housing Crisis

There's now a storm outside
And I'm sure that you knew about it
About a million outta work
What should we do about it?
And how did it happen, is it deja vu?
People sayin' it's like the Great Depression, Part II
Let me take you through—what led to this mess:
Now, there's tons of money in this world people possess
Saved in their bank accounts or their treasure chest
They're looking for their dough to grow, so they invest
Lend out their money and see it earn interest
Always looking for new ways that they can earn more
Investing in things that they never did before
Like in mortgages
What, they invested in mortgages?
Yeah, mortgages are payments
People make on their home
Payments to the bank because it gave you a loan
But then investors bought the mortgages
Payments went to them
They became rich, but whoops, the fun would end
Suddenly no more mortgages, where did they go?
*That's a good question, bro, but I don't know
What can you tell me next with your flow?*
Well, everyone who'd qualified to buy a home
Had bought one
The banks said: "Hmm, so let's change the rules some
We don't need to check the income of everyone"
Anyone who wanted a home then could get one
Even if they couldn't afford it
That's what this stems from

Chorus

Verse 2: Banking Problems

Over time, it got a lot easier to get a loan
Anyone could then buy a home of their own
It started way back in the day with Fannie Mae
To help people who needed a home find a way
What's Fannie Mae, you ask, no surprise
A government-sponsored enterprise
In place to keep home-buying energized
And banks and buyers more incentivized
Fannie Mae buys loans given out by banks
Then banks have money again, they say thanks
The loans that were bought get pooled up and packaged
A price with an interest rate then gets added
These are called mortgage-backed securities
Designed to make money so investors like these
Things were fine 'till competition came along
Investment banks started singing the same song
Selling all types of mortgage-backed product
Without care for rules or good business conduct
Banks started lowering standards like anchors
Risky loans were sold to investment bankers
These types of loans are what's called sub-prime
Risky, they may not get paid overtime
And that's happened, we all must recall
The perfect storm, as we watch the markets fall



Way to Wealth

Intro
Keeping track of our money
Helps us lead successful lives
No one knew this better than Ben Franklin
Who wrote *The Way to Wealth*

Chorus

It's the Way to Wealth, Wealth, Wealth, Wealth
It's the Way to—Way to Wealth, Way to Wealth
Way to find prosperity
It's the Way to Wealth, Wealth, Wealth, Wealth
It's the Way to—way to gain more money, not spend
money recklessly

Benjamin Franklin was a wealthy man
He said that you can be too if you follow the plan
It's called the *Way to Wealth*, it's no selfish plan
Just time-tested tips to help avoid a jam

We try hard to build up our savings
But some of our money must be used to pay things
Expenses, bills, taxes soar
But to pass by your opportunities costs more

Loungin' round on the couch doing nothing
How much did you get done? Practically nothing
Don't be like the key that becomes rusty
You won't open any doors if you're too lazy

Ben Franklin said: "Early to bed and early to rise
Makes a person healthy, wealthy, and wise"
You can be more productive, it's no surprise
Listen close to these tips, we strongly advise

Chorus

Be aware where your money is, where does it go?
Don't let others handle it, if you don't know
All your records yourself, pay attention to detail
A war was lost 'cause a horseshoe had a loose nail

Identify what's most important to you
Maybe clothes, food, and your rent money too
Spend on what you need and save the rest
You're heading down the path to being prosperous

So you really wanna save money 'cause it's a good deal?
If it's something you don't need, what is the big deal?
Little leaks here and there sink a vast ship
Don't lend money out if you expect to get it back quick

Be careful that you don't fall into the trap
By convincing yourself: "Hey, I can afford that!"
When really, in fact, you should be giving it back
Because repeatedly this leads to the money you lack

Chorus

Well if you're knee-deep in debt
You're gonna sweat and stress
So don't get into more debt, that's a mess
Fallin' behind on your credit card? Pay in cash
Debt has a tendency to pile up fast

Let's say that you've paid all your debt away
Make sure that you save for a rainy day
Even if the skies look clear and things are going well
What's in our future? There's no way to tell

Money is important but it's not the only thing in life
Stay humble, help others, always do what's right
The advise from the wise, learn from and borrow
Start the *Way to Wealth* now
And have a better tomorrow

And remember, we're human, nobody's perfect
But practice these tips, 'cause it's well worth it
And pass them on to anyone else who will listen
Keep alive Ben Franklin's *Way to Wealth* vision

Chorus

