

Georgia Society of CPAs
Junior High Presentation
50 Minutes

- Suggested visual aids and materials:
Copies of the career guide for every student
- "Start Going Places" video

Presentation Outline:

- I. Introduction (2 minutes)
- II. Jobs v. Careers (5 minutes)
- III. Cost of Living/Budgeting Exercise (10 minutes)
- IV. "Start Going Places" video (15 minutes)
- V. CPA Presentation (10 minutes)
- VI. Question and Answer Session (6 minutes)
- VII. Career Guide Distribution and Wrap-Up (2 minutes)

Presentation Script:

I. Introduction

My name is _____ and I work as a _____ for _____.

I'm a certified public accountant, or CPA, and a member of the Georgia Society of CPAs.

We're here today to talk about the differences between jobs and careers.

I will also tell you a little bit about my career and explain why I chose to become a CPA.

II. Jobs v. Careers (this should be an interactive discussion)

- How many of you have thought about where you want to be a year from now? 5 years from now? 10 years from now?
- What kind of lifestyle do you want?
- Where do you want to work? In a small office? For an international corporation?
- Would you rather live in a big city or a more rural area?
- Do you want to travel?
You will make one choice that will determine all of these things for you-your job.
- What is the difference between a job and a career?
A job is one place of employment and can be found in any area.
A career is a chosen occupation that typically requires advanced education. It can be made up of a series of jobs but the jobs are all in the same area.
- What are some examples of jobs? Careers?
- Are there differences in the amount of education?
- For example, do you have to go to college to have a career?
- Is there a difference in salary?

Now that we've defined the differences between a job and a career, let's look at two real-world examples.

REAL WORLD EXAMPLES

In example A, we're going to pretend you work full time at your favorite fast-food restaurant. Is this a career or a job? Let's look back at our definitions.

Right, this is a job.

Now, let's pretend you're on Path B.

Instead of working fast food after you graduate from high school, you head off to college at _____ (insert favorite Georgia college or university). You discover you're interested in business and graduate with your degree in accounting.

After graduation, you move to Atlanta and get a job with a medium-sized accounting firm. You're also studying for your CPA exam because you really want to earn your certification.

Is this job still just a job or is this the beginning of your career?

Let's compare this with our definitions. This is the beginning of your career.

III. Cost of Living/Budgeting Exercise

We've figured out the differences between jobs and careers so let's talk about money. Which one do you think is more likely to pay more?

So it looks like career v. job, career is going to offer more financial rewards.

That is important because you have to pay rent and cover the cost of electricity, telephone, Internet, insurance and food.

Can anyone tell me the minimum wage? \$6.55/hour is correct.

How many hours do you have to work to be considered full-time? 40 hours per week is typically considered a full-time job.

Let's multiply \$6.55 by the 40 hours per week to see what you would earn in one week from your fast-food job.

Now let's multiply that number (\$262) by the four weeks in the month.

You come up with \$1048.00 for the month. But wait! Do you get to keep all of that money?

The students will usually holler out "Taxes!"

That's right. We have to pay taxes on our earning. I'll be generous today and only subtract \$200 from the total, which leaves you with \$848.00 that we've made after working full-time for an entire month.

You've made your money so let's figure out how to spend it. Let's talk about housing first.

What kind of house are you going to live in? You could live in an apartment, a regular house or a mansion? Which one can you afford?

How much do you think a three-bedroom home in a safe neighborhood would cost per month?

NOTE: Survey results show that most students want to move to another city than the one in which they currently reside. Typical responses are \$200, \$400, etc.

Actually the average cost for a three-bedroom home in Georgia is well over \$700 per month.

Did you also know that you could easily pay \$1000-2000 per month for a two-bedroom apartment in a big Georgia city like Atlanta?

It's expensive to live on your own, isn't it?

You don't have much money left over from your fast-food salary, do you? We haven't even begun to talk about car payments, electricity, telephone and all of those other monthly expenses.

It's hard to buy everything you want when you're working for minimum wage. Going to college will give a chance at a career that will provide you with a good salary and security.

IV. "Start Going Places" video

Now I would like to show you a video that shows one possible career option-accounting.

You'll see that a career in accounting offers you other things a job can't give you-like a good salary, opportunities for advancement, respect, and the ability to make a difference in your community.

V. CPA Presentation

Let me tell you a little bit about becoming a CPA.

Can anyone tell me what a CPA is?

CPAs are leaders in business and industry because we have the skills to make sense of a changing and complex world.

CPAs are the trusted professionals who enable people and organizations to shape their future. I became a CPA because _____ (fill in the blank).

I went to school at _____ (fill in the blank).

My first job out of college was _____ (talk about previous work experience and current job)

Not all CPAs are like me. Give examples of CPAs working in public practice, industry, government and education. Show the versatility of CPA designation.

VI. Question and Answer Session

Do you have any questions about becoming a CPA?