

Matching

Match the following terms to the correct definition below.

Cover Letter	Property Taxes	Social Security
Portfolio Income	Résumé	Income Tax
Personal Branding	Earned Income	

- _____ The process by which we “market” ourselves to others; involves highlighting personal strengths, interests and unique qualities and identifying goals
- _____ Taxes paid out by anyone who earns an income
- _____ A letter that is always accompanied by a résumé; used to inform a prospective employer of your interest and capabilities as they relate to a specific employment opportunity
- _____ A brief account of one’s professional or work experience and qualifications
- _____ Income generated by selling an investment at a higher price than you paid for it
- _____ A federal insurance program funded by taxpayer dollars that provides benefits to people who are retired, unemployed or disabled
- _____ Any income (wages/salary) that is generated by working
- _____ Taxes paid by anyone who owns property such as land, a home or commercial real estate

Multiple Choice

Circle the correct answer.

- Once you’ve defined your dream, your goals should be the practical application of how you’re going to accomplish your dream.
True
False
- Taxes are an optional contribution to local, state and federal governments.
True
False
- The Internal Revenue Service (IRS) is the federal government agency responsible for
Writing tax laws
Tax collection and tax law enforcement
Keeping the unemployment rate low
Filling out your tax forms
- What is the difference between gross pay and net pay?
Gross pay describes your pay after deductions; net pay is before
Gross and net pay are the same
Net pay describes your pay after deductions; gross pay is before
None of the above
- Sales tax and excise tax are both taxes on
Wealth
Income
Property
Consumption

Short Answer

Respond in the space provided.

- Would you do something you did not like in order to make a higher income? Why or why not?

- Why is it important to understand different personality styles?

- What are some important things to do when interviewing for a job?

- What is the difference between gross and net income?

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