

Pellwick Physio: money and everyday banking

Learner workbook | Pearson BTEC Level 3 National Extended Certificate in Business, Unit 3: Personal and Business Finance | Original TBS three-lesson case for classroom practice

Over three lessons you will work with the money questions of the five people who work at a small physiotherapy clinic. Lesson 1: what money does, how life stages and other influences change what people need, and how interest rates help savers and hurt borrowers. Lesson 2: plan spending, protect savings from rising prices and choose how to pay. Lesson 3: compare four types of current account and recommend one.

Pellwick Physio and every person, figure and comment in this case are fictional. All banks, accounts, fees, rates and prices in this case are invented for the exercise; real products are different and change over time. This is a teaching case, not financial advice: do not use any figure here to make a real money decision. You need a calculator. This is original classroom practice; it is not endorsed by Pearson and it is not a Pearson assessment task.

The business

Pellwick Physio is a small physiotherapy clinic in a town in the north of England. Ingrid Harker, a chartered physiotherapist, owns it as a sole trader: she is the only owner and is personally responsible for the business's debts. Five people work there, at five different stages of life. Ingrid noticed that her team ask her about money all the time: how to save, how to pay, which bank account to use.

She has asked you to help her run three short sessions on personal money. Each session uses one of her team as the example. The business's own accounts are not used in this pack: everything is about the personal finances of the people who work there.

Free sample

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Contents of the full pack

Lesson 1: What does money do for the team at Pellwick Physio?

Lesson 2: Planning spending and choosing how to pay

Lesson 3: Which current account suits whom?

Learner workbook and teacher guide, as PDF and as editable Word files.

The teacher guide has lesson plans, full worked answers and indicative guidance.

This sample is the cover and the first two pages of Lesson 1 of the learner workbook. It contains no answers. The pages that follow are exactly as in the full pack.

Lesson 1: What does money do for the team at Pellwick Physio?

Today you will name the functions of money, see how life stages and other influences change what each person needs, and work out how a change in interest rates affects savers and borrowers.

Starter: functions of money

Write the function that each example shows. Word bank: unit of account, means of exchange, store of value, legal tender. Use each once.

Example	Function
1. A physio session is priced at £48 and a sports brace at £22, so the clinic can compare them in the same pounds.	
2. A patient hands over money and Bernard hands over a sports tape: the money is accepted instead of swapping goods.	
3. Niamh keeps £40 from a Saturday and spends it next month; it should still buy about the same.	
4. A £20 debt is settled with a Bank of England £20 note, which the law recognises as a valid way to pay the debt in England.	

Task 1: life stages (individual)

Use the table of the team on page 2. Life stages: childhood, adolescence, young adult, middle age, old age. For this exercise treat 13 to 19 as adolescence, 20 to 35 as young adult, 36 to 64 as middle age and 65 and over as old age. Real life varies and the ages are only a convention.

Name	Age	Life stage
Niamh Costigan	17	
Devraj Sethi	24	
Marisol Vance	41	
Ingrid Harker	54	
Bernard Aldous	66	

b. Choose one person. Write their main financial need at this stage and one implication (something they may have to decide or do).

c. Choose a person at a different stage. Write their main financial need and one implication.
