Slides 02.17: The Crisis and Panic Selling

Lesson 2.17, two days. Day 1: slides 1 to 9. Day 2: slides 10 to 19. Set the market to window 25 before Day 1 so the crisis dispatch is the first thing on the screen.

Slide 1: Do now (Day 1)

- [The crisis dispatch, full text, pasted here from window 25. The ticker is visible under it.]
- Read it. Look at your total fortune.
- Write one word for how you feel and one thing you want to do right now.
- Do not trade yet. Notes: 3 minutes. Collect the feeling words out loud and write them on the board. That board is the hook.

Slide 2: Every one of those words has cost somebody money

- scared, mad, fine, excited, sick
- Today you learn to feel it and still think. Image: the board of feeling words, drawn as a word cloud.

Slide 3: What a crash is

- The prices of risky ventures falling fast.
- Because more people want out than in, all at once.
- The safe ventures are still on your screen. Look: Honeypot, Crown Seal Notes. They did not move. Image: a ticker strip with two red arrows down on SPRK and CLDB and flat lines on HNYP and SEAL.

Slide 4: Your body during a money decision

- Signs of stress: a fast heartbeat, a tight stomach, wanting to act right now, not being able to think of anything else.
- Those are real. They are not a plan.
- One step before any trade today: stop, breathe once, name what you are choosing. Image: an outline of a person with a heart, a stomach, and a hand marked; a pause symbol next to it. Notes: HSW 6. c). The health teacher uses the same words this week.

Slide 5: Two facts before you touch anything

- You have not lost anything until you sell.
- The safe ventures did not move.
- Say both out loud. Notes: This is the Lesson 2.14 line coming back.

Slide 6: The decision grid: five steps

- Name the choice. List the options. Weigh each against what matters. Decide. Look back (tomorrow).
- Sell, hold, or buy more. All three can be right.

- The rule today: a written decision before any trade. Image: five icons in a row: a question mark, a list, a scale, a check mark, a mirror.

Slide 7: Watch me do it

- The teacher account: 70 percent in Sparkstone. Down 22 percent since the bell.
- Name the choice: what to do with my Sparkstone.
- Weigh: if it keeps falling / if it recovers / how I feel next week / does it fit my pie.
- Decide: [teacher fills live]. One reason with a number. Notes: Model calmly. Students then fill their own grid. 10 minutes total for the step.

Slide 8: Trading window

- Windows 26 to 28 open now, one at a time.
- Your grid says what you decided. If you change your mind, write why on the grid first.
- Record every trade on the grid's trade box and on Entry 6. Notes: 10 minutes. One click every three minutes. Flat voice on every dispatch. Clipboard: who sells, who buys, who freezes.

Slide 9: Entry 6 and closure (Day 1)

- What I did. Why (copy your decision from the grid). What happened.
- How I felt at the start, how I feel now: one sentence each.
- Exit card: one stress sign you noticed today, and one thing you did or could do before a money decision.
- Tomorrow: it is not over. Notes: 7 minutes for Entry 6, 4 for closure. Flag "needs more" cards for the health teacher.

Slide 10: Do now (Day 2)

- Yesterday I: sold some / sold everything / held / bought more. Circle one.
- The crisis is still going today.
- Write your plan for today in one sentence before you log in. Notes: 3 minutes.

Slide 11: Four corners

- SOLD SOME. SOLD EVERYTHING. HELD. BOUGHT MORE.
- Go stand with your corner. One person per corner: why.
- Then: whose fortune dropped the most from yesterday morning to right now? Three numbers per corner. Image: a classroom drawn from above with four labeled corners. Notes: 6 minutes. Write the counts and a few numbers on the board. Do not declare a winner; the recovery decides that.

Slide 12: A real crash, 2008

- Banks had lent money for houses to people who could not pay it back.
- When the loans failed, the banks failed.
- The big stock index fell about half over a year and a half.

- It took about four years to get back to where it was. Image: a simple line graph falling from late 2007 to early 2009 and climbing back by 2013, no numbers on the axis except the years. Notes: *[Sal: check the figures against a current source before presenting. Rounded from widely reported S&P 500 values: about 57 percent down from October 2007 to March 2009, back to the old high in 2013.]*

Slide 13: A real crash, 2020

- A virus closed most of the world in about a month.
- The same index fell about a third in about five weeks.
- It got back to where it was in about five months. Image: a line graph with a sharp V in early 2020. Notes: *[Sal: verify. Rounded: about 34 percent down from February 19 to March 23, 2020; recovered by August 2020.]*

Slide 14: What held, both times

- Government bonds. Savings accounts.
- That is Crown Seal Notes and the Honeypot with the names changed.
- The people who kept buying a little every month came out ahead.
- The people who sold at the bottom and never came back locked in the loss. Image: the two line graphs side by side with a flat line drawn across each, labeled “safe.”

Slide 15: The caution

- Not every company recovers. Some that fell in 2008 never came back.
- That is why diversification, not one lucky guess.
- Fill in the two-crash organizer on the back of your grid. Notes: 10 minutes for slides 12 to 15 including the organizer.

Slide 16: Trading window

- Windows 29 to 32 open now. The last four crisis windows.
- Trade or hold, according to the plan you wrote in the do now.
- Record trades on Entry 7. Notes: 10 minutes. One click every two and a half minutes. Do not say the recovery starts next lesson.

Slide 17: Entry 7 and the look back

- What I did. Why. What happened.
- Then the grid, Step 5: my Day 6 decision was a plan / a panic. My evidence: a number from the ledger.
- What I would tell a friend looking at the same screen. Notes: 7 minutes.

Slide 18: A “got it” look back

- “Panic. I sold 200 SPRK at 40.50 and it is 31.20 now, so selling saved me today, but I had no plan for buying back.”
- Honest, with a number. That is a 4 on the rubric. Notes: Show this only after they have written their own.

Slide 19: Closure (Day 2)

- 3-2-1: 3 things that happened in one real crash, 2 kinds of ventures that held, 1 sentence: plan or panic, and why.
- Three merchants read the “1,” from different corners.
- Tomorrow: another trading day. Notes: 4 minutes.