

Guide to the Accounting Game with Buddy

The Accounting Game Guide is your written companion to the video and an essential tool in playing the game. Here, we'll break down the accounting elements that influence your business and the game itself. To ensure you have a comprehensive understanding of how accounting works, we'll briefly expand on the lessons of the companion video and also delve into gameplay rules and pieces. You'll find many of the graphics from the video to help you visualize the material. Let's get started!



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OVERVIEW

Before you start playing the Accounting Game with Buddy, it's important to review the accounting fundamentals behind the game! Our goal is to help you understand the basic concepts and processes within your business' accounting system. Knowing the basic mechanics of an accounting system empowers you with much improved financial literacy. By learning to play the accounting game, you'll delve into accounting debits and credits and learn how they work. This guide consists of 2 parts:

- The Accounting Game Guide teaches you the basics of accounting through the instruction of playing the accounting game.
- The Game Package comes after the guide and includes cutouts for the game board and pieces needed to play the game. We HIGHLY recommend you print the Game Package on thick cardstock paper. The thicker the cardstock, the better, as the pieces will be easier to physically manage this way. The Game Package is built to be printed on 8.5" by 11" size cardstock, but can easily be adjusted for other sizes.

SUMMARY OF KEY TERMS

To help you learn how to play the game, we are going to define some terms for you up front.

- **General Ledger:** A data table used to record accounting debits and credits from multiple accounting events.
- **Accounting Event:** An event in the operation of an organization that creates accounting debits and credits.
- **Accounting Story:** A scenario or interaction that creates one or more accounting events.
- Accounting Zone: The 4 high level categories of General Ledger Accounts (GL Accounts).
- General Ledger Account (GL Account): The main classification or data tag for an accounting debit or credit.
- GL Account Types: The 2 types of GL accounts that exist in an accounting system. Balance sheet type accounts track balances from inception to date and do NOT zero out at the beginning of the next year. Profit and loss type GL accounts track balances year-to-date and zero out at the beginning of the next year.
- Chart of Accounts: A list of all the GL accounts used in your accounting system.

WHAT IS AN ACCOUNTING EVENT?

One of the things that's really confusing about accounting is determining what an accounting event is versus a non-accounting event.

First, the foundation of an accounting system is comprised of three things:

- Recording accounting events
- Entries into the general ledger (also known as "The Books" before there was software)
- Accounting reports

These core components will record, group, and report the financial data related to your accounting transaction events. An accounting event is any transaction that creates debits and credits in the general ledger. In a small company with few accounting events, the transactions will be recorded in a general ledger one by one as they happen. In a big company, the events will often be batched together in a group called a subledger before they are entered in summary to the general ledger. Managing in batch is easier when you are doing a lot of transactions.

Non-Accounting Events

It's critical to distinguish accounting events and non-accounting events. What may be confusing is that non-accounting events typically use accounting data and take place right before or after actual accounting events. For example, giving someone a quote for a product or sending them a sales contract often uses accounting data, but these are not accounting events. This is because these actions do not create any debits or credits when they take place. Also, planning your operations or your cash flow uses accounting data but does not actually record any debits and credits in the system, so they are technically NOT accounting events. Only when a transaction generates a debit or credit in the general ledger does there need to be value to account for.

THE 16 MAJOR ACCOUNTING EVENTS

There are 16 major accounting events for all companies regardless of their size. These are all shown on the accounting game board within each of the four accounting transaction quadrants.



In the Customer Transaction Square

- A billing reflects a sales invoice or account receivable when you sell a product or service to your customer.
- A cash receipt is when you collect money from your customer for a deposit or for payment on a billing.
- A cash apply is when you match the cash you collect from your customer to the billings he or she is paying you for.
- A customer credit memo is when you provide credit towards a billing. It is typically used for returns or when you are providing your product or service free of charge.

In the Vendor Transactions Square

- A **payable**, or vendor invoice or account payable, is a record of an invoice to pay from a supplier.
- A cash disbursement is when you pay a supplier invoice.
- A disbursement apply is when you match a cash disbursement to a payable.
- A vendor credit memo is when a vendor provides credit towards a payable they sent you. It is typically used for when you return a product to a supplier or when they are providing their product or service free of charge to you.

In the Inventory Transaction Square

- A sales allocate is when you take inventory out of stock to sell to a customer.
- A **purchase receipt** is when you take ownership of inventory you purchased to sell to customers.
- **Outbound and inbound inventory movements** are used to transfer inventory and adjust balances when needed.

In the Internal Transaction Square

- An amortized revenue or expense is when you buy or sell a service up front but need to record the revenue or expense in the time frame that the service is used.
- A **time card entry** is not used as an accounting event in all companies, but when it is used as an accounting event, it's often used by service companies to record the expense of labor for project accounting.
- A journal entry is often used to record any event not outlined in the other 15 that we covered. Examples include recording your payroll transactions and non-inventory expenses that you owe suppliers, but they have not sent you an invoice for.

WHAT ARE DEBITS & CREDITS?

An accounting general ledger is a data table that stores debits and credits. All accounting entries are either a debit or a credit. Back before there were computers, accountants made two separate columns on a piece of paper to better distinguish the entries. Debits were always recorded in the left-hand column and credits were always recorded in the right-hand column. The paper they used was typically colored green. Accountants called this special kind of paper "greenbar" or "general ledger" paper.

Since the computer age, most accounting systems record debits and credits in a single column or data field. Debits are represented as positive numbers and credits are represented in negative numbers. Here's what's key to remember:

Debit(s): An accounting entry recording an amount that is positive or in the left-hand column of the general ledger table.

Credit(s): An accounting entry recording an amount that is negative or in the right-hand column of the general ledger table.

You don't want to mix these up! Below are some simple moves to help you always win the credits vs debits battle.

Accounting Kung Fu

To help you remember debits and credits, think Kung Fu! Being a good accountant is just like being a good martial artist - you must stay balanced. In accounting Kung Fu, when you punch or kick with the left side of your body, you are making a debit. When you punch or kick with the right side of the body, you are making a credit.

It's critical to keep debits and credits separate. So when categorizing the accounting entries, think of debits being logged by your left side. Knock the debits out with the left! On your right, punch and kick in the credits.



ACCOUNTING ZONES

The debits and credits generated by a company are categorized in 4 main accounting zones. They are described below:

- Assets: Tangible and intangible items that the company owns that have value (cash, computer systems, patents)
- **Liabequities:** Stands for both Liabilities and Equity. While Liabilities and Equities are different conceptually, they are treated the same in the accounting process which is why we have combined them in one zone.
 - **Liabilities:** Money that the company owes to others (mortgages, vehicle loans).
 - **Equity:** What is left over when you deduct liabilities from assets.
- **Revenues:** Money the company earns from product sales or services, as well as interest and dividends earned from marketable securities.
- **Expenses**: Money the company spends to produce the goods or services that it sells (office supplies, utilities, advertising).

To help you practice and further visualize the different debits and credits you'll encounter, we've created the Zone Sparing Ledger:



DEBIT	ZONE	CREDIT
+	ASSETS	-
-	LIABEQUITIES	+
-	REVENUES	+
+	EXPENSES	_

You'll see the + and - signs on either side of the zones where debit and credit are marked. This is to indicate if you are increasing or decreasing the value of the zone with your entry. Here's what's important to remember:

A debit is an accounting entry that

- · Increases an asset or expense account OR
- · Decreases a liability or equity account

A credit is an accounting entry that

- · Increases either a liabequities or revenue account OR
- · Decreases an asset or expense account

CHART OF ACCOUNTS SPARING LEDGER

Now let's take a look at the chart of accounts 'sparring' ledger to help you further visualize your accounting.

Chart of Accounts

A general ledger account, or GL account, is a sub-classification of your accounting data in each of the four accounting zones. A "Chart of Accounts" is just a term used for the list of GL accounts. The chart of accounts sparring ledger shows examples of common general ledger accounts in each of the four zones. In several accounting systems, the amount of numbers or even the use of numbers to distinguish the accounts is optional.

Sub-accounts

Several accounting systems have additional data tags to further sub-classify the debits and credits. In many systems, these are called: sub accounts, dimensions, classes, or variables. These additional tags allow you to break down the data in the chart of accounts for more focused reporting used for analysis of departments, divisions, cost centers or profit centers, or other business units.

DEBIT	ZONE	GL ACCOUNT	CREDIT
+	ASSETS	1000-Cash 1050-Unapplied Cash 1200-Accounts Receivable 1400-Prepaid Expenses 1500-Inwentory 1600-Work in Progress 1650-Fixed Assets 1700-Accumulated Depreciation	-
-	LIABEQUITIES	2000-Accounts Payable 2010-Vouchers Payable 2020-Accrued Expenses 2500-Deferred Revenue 2060-Loan Payable 3000-Owners Equity 3050-Retained Earnings 3060-Current Year Earnings	+
-	REVENUES	4000-Product Revenue 4005-Consulting Revenue 4010-Partner Product Revenue 4020-Installation Fees 4040-Returns 4900-Customer Payment Discounts	+
+	EXPENSES	5000-Cost of Goods Sold 5050-Labor 6000-Marketing 6050-Travel Expenses 6060-Meals and Entertainment 6500-Deprociation Expense 7000-Facilities Expense 7050-Telecommunications 7060-50ftware and IT Equipment 7070-Other Income and Expense	-

BALANCING DEBITS & CREDITS

Let's look at how we actually balance accounting for a single event, specifically how debits and credits within the 4 zones we outlined in the sparring ledger must equal each other. To do this, we'll represent the accounting zones as weights of different colors.

Balancing Debits and Credits: The Weights Exercise

You can see here we have different weights representing the 4 different accounting zones.

- Navy blue is assets
- Light blue is liabequities
- Dark green is revenues
- Light green is expenses

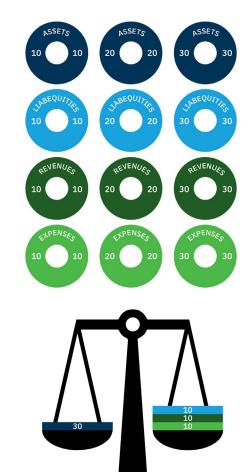
What we are trying to show here is that it isn't the number of debit entries that has to equal the credit entries, but the total value - in our exercise it's weight! Think of it this way:

If I lift 30 pounds with my left hand or debit hand, I have to lift a total of 30 pounds with my right hand or credit hand. However, they don't have to be the same weights for each hand.

For example, I could lift 30 pounds with my debit hand and lift 3 10-pound-weights with my credit hand, the accounting entry would be balanced since the total weight of my debits still equals my credits. In this case it would be 30. Remember that you can use all 4 zones in any single accounting entry, as long as the debits equal the credits.

Accounting Weights Outcome - Recording Entries

Let's take a look at how we record accounting entries on paper. Here are some entries to work with:



EVENT A

Assets Debit 15 Revenues Credit 10 Liabequities Credit 5

EVENT B

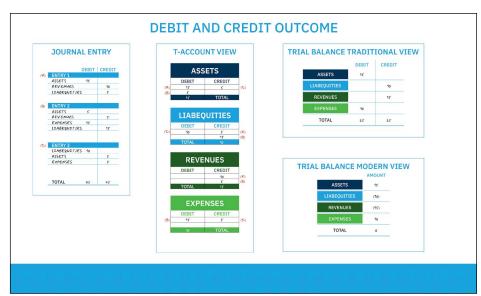
Assets Debit 5
Revenues Credit 5
Expenses Debit 15
Liabequities Credit 15

EVENT C

Liabequities Debit 10 Assets Credit 5 Expenses Credit 5

In accounting, there are two views of entries that are very useful in recording a single event or multiple events correctly in the books. The first view is on the left and is called the Journal Entry View. Here, all the debits and credits for a single event are recorded for each individual transaction. You can see all 3 accounting events shown here separately. The journal view helps an accountant make sure a single event balances and is recorded correctly at the event level.





To the right, we have what is called the T-Account View. The T-Account view shows the entries for multiple events together in one view so you can see how the entries affect each other. This helps you confirm that multiple events are recorded correctly together.

Both the journal entry view and the T-Account view are used commonly by accountants as they are two different tools to help you get the job done.

At the end of the month when all the accounting entries are completed, the T-Account view is summarized by GL account and shown in one view. This summarized view is called a Trial Balance.

The *Trial Balance Traditional View* is where the debits for each GL account are summarized on the left and the credits are summarized on the right. In our graph above, we are just showing the major accounting zones for simplicity. This is how the trial balance was written out before computers existed.

The *Trial Balance Modern View* is shown just below the Trial Balance. This is where the debit entries are shown as positive values while the credit entries are shown as negative in a single column, and the total of the trial balance equals zero. The modern view is simply easier to work with using modern accounting tools like spreadsheets, databases, and reports. The traditional view was more practical when accounting was handwritten out.

PLAYING THE GAME

Now that we know the basics behind The Accounting Game with Buddy, let's teach you how to play. Let's talk about the components of the game. All of the components listed below are available for printing in the game package which follows this guide.

Players

The Accounting Game can be played by yourself or with others. There is no limit as to how many participants you can have.

The Game Board

The Accounting Game board has 4 zones representing the category of accounting transactions and 16 rectangles representing the 16 most common types of accounting events. See the 16 Major Accounting Events section earlier in the guide for a detailed description of the events.

Accounting Story Cards

In addition to your board, you have a deck of 50 unique accounting story cards in the Game Package that will describe a single or combination of multiple events. However, sometimes the answer will be no accounting events. These cards come in three levels of difficulties: **Beginner, Intermediate**, and **Advanced**. You'll see that these different levels share the same color too. These cards present a story problem which you need to translate into a single or multiple accounting events using the steps above.

GL Account Chips

GL account pieces reflect the **zone** (assets, liabequities, revenues, and expenses) and **GL Account** used in the event associated with the debit or credit **generated from the event**. Some events may require a second use of the same GL Account Chip, so we have included two or more of the same GL Account Chips in the game package when needed.

Money Tokens

The money indicators will range by a count of 5: \$5, \$10, \$15, \$20, \$25, etc. Once the GL accounts are placed over their respective debits and credits on the correct accounting events, the player will place the correct money tokens on top of each GL Account Chip to indicate the value of the debits and credits reflected in the event. Each GL Account Chip should have a money token on top of it by the time the player completes their turn.

How to Play

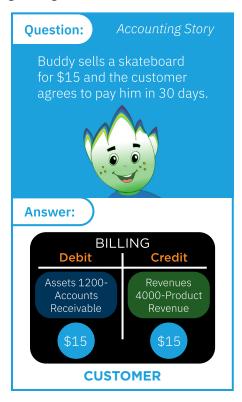
The core objective of the game is to identify, categorize, and account for each accounting story. This is done by completing the following steps for each player's turn.

- Choose an accounting story card and read the front of the card. Don't look at the back of the card until you have completed your turn. The back has the answer to see if you completed your turn correctly.
- 2. Identify the right accounting event(s) on the board for the story. The colored zones can be used to help you get to the right event. Beginner level cards typically use only one event (rectangle) on the board, while advanced cards typically use multiple rectangles or events.
- 3. Place the GL Account Chip(s) on the correct sides (debit or credit) of the accounting event.
- 4. Place the money tokens on top of the correct sides GL Account Chips. By the end of your turn, each GL Account Chip should have a money token on top of it.
- 5. Check to see if you got the story right by comparing your pieces played to the picture on the back of the card. You earn one point for each card you play correctly. The player with the most points wins after how every many rounds you choose to play.
- When you're done with your turn, clear the game board for the next player. Each turn should begin with a completely blank game board.

Example Turn

Let's walk through an example. Let's say you chose an accounting story card with the following written on it:

Buddy selling a skateboard to a customer is clearly an interaction with a customer so that would lead you to the Customer Zone. In the customer zone you would complete your turn by placing the following tokens on the billing rectangle:



APPLYING THE GAME LESSONS

The Accounting Game is great for showing how the accounting events are documented and get entered into the general ledger. With this knowledge, you can now apply the techniques from the game to balance your GL accounts and better understand financial reports. Let's look at how.

GL ACCOUNT TYPES

GL ACCOUNT TYPE ZONE		BALANCE TYPE	YEAR END LEDGER MECHANICS		
BALANCE SHEET	ASSETS	INCEPTION TO DATE	NO ACTION		
	LIABEQUITIES		EQUITY UPDATED		
PROFIT & LOSS	REVENUES	YEAR TO DATE	ZEROED OUT		
	EXPENSES	TEAR TO DATE	ZEROED OUT		

GL Account Types

When we look back at the 4 accounting zones (Assets, Liabequities, Revenue, and Expenses), they actually break into two GL account types. Assets and liabequities are both balance sheet type GL accounts, while revenue and expenses are both profit and loss type GL accounts.

The big difference between a balance sheet and a profit and loss type GL account is what happens to them at the end of the year. A **balance sheet GL account** never zeros out. It just keeps building and building as time goes. We call this balance type: inception to date. So all the way back from your very first entry until now is reflected in the balance of a balance sheet account.

The profit and loss GL accounts are zeroed out at the end of each year. Therefore, the balance never accumulates over 12 months. At the end of the year, they are emptied out and rolled into a special account called retained earnings in the balance sheet. So, at the beginning of the next year, they start with a zero balance.

Bucket Exercise

You can see how this works with our bucket exercise. We have a color for each of the accounting zones that corresponds to their unique buckets.

There are 12 buckets for each month of the year. To demonstrate how the debits and credits are dispersed, we'll use ping pong balls. Debits will be white and credits will be orange. For our examples, we've marked both sets of balls with 5, 10, and 15 to represent financial values. Let's simulate accounting transactions for January and February and the rest of the year, and then close the books by month, and finally show you what happens to the amount in each bucket. Remember, when we're doing debit to credit, they need to be done in the same month and that you just have to have total debits and credits equal across the four accounting zones.

Let's try this with our example: In January, Buddy sold a skateboard for \$10.

- First, we're going to debit assets, which was an account receivable drop a \$10 debit ball in the asset bucket.
- Then, we're going to credit revenue, which was the money he made for selling that skateboard by dropping a \$10 credit ball into the revenue bucket. As you can see, the debits equal the credits in January.

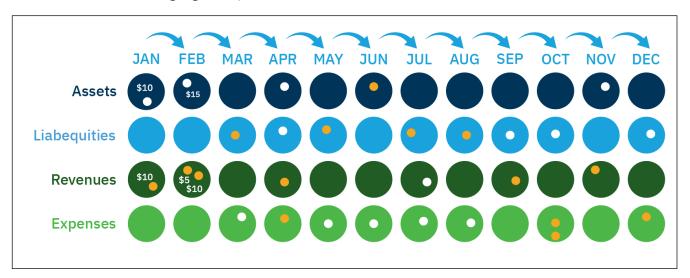
Let's try another example in February: Buddy sold a skateboard for \$10 and skateboard lessons for \$5; so he made a total of \$15 from the transaction.

- First, we debit \$15 accounts receivable in the assets bucket.
- Then, we will credit revenue for \$5 and \$10 these two distinct balls reflect product revenue and consulting revenue respectively.

CLOSING THE BOOKS

Month End Close

To close the books for a month, we dump the bucket from January into February and then February into March and so on up to December. The books are calculated and closed each month up to the end of the year so our year-to-date net income and our assets are all going to be up to date.

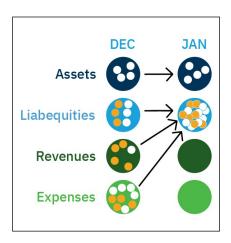


Year End Close

Now we're ready to close the year and this is where things get different from the month-end close. We begin by taking December's balances over all the way to January - giving us a brand new year. Now you'll see the key difference in the GL account types between the balance sheet and the income statement. In the balance sheet accounts, when we close December into January, we are going to do the same action as in the month-end close. We are going to move the amounts forward because this is an inception-to-date balance. It just keeps moving forward.

However, with the profit and loss account, I'm going to combine all the entries into a single balance sheet type GL account called retained earnings at the beginning of the year. This zeros out all the profit and loss type GL accounts to start off a new year.

Starting out in January of the new year, you are left with just assets and liabilities. Revenues and expenses are zeroed out.

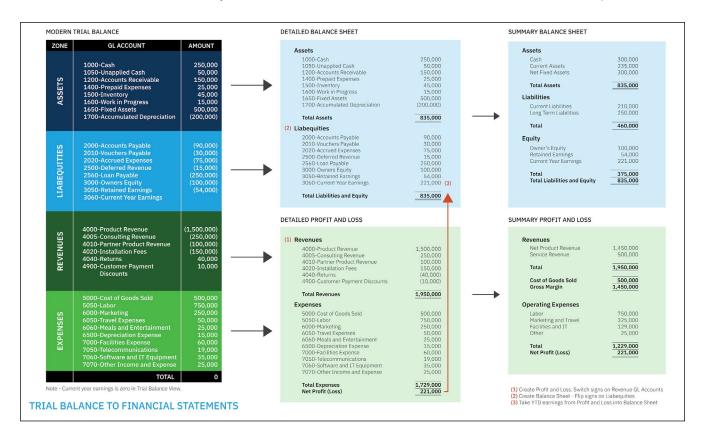




FINANCIAL REPORTS

Once we have a completed trial balance, we can create the two main financial reports all businesses use. Every company will use both a **balance sheet** and **profit and loss report**. Let's first create the profit and loss statement in a detailed view and then we will summarize it. To create the profit and loss from the trial balance, there is one trick we need to accommodate. We need to flip the sign of the revenue GL accounts from negative to positive. Then, simply deduct expenses from revenues to get the total profit and loss. Keep in mind, a profit-and-loss will be shown for at least one month, but no more than 12 months.

With the balance sheet report, we need to flip the sign of the liabequities GL accounts from negative to positive. Then, you need to take the current year-to-date net income and include it in the liabequities section. This gives you a complete balance sheet. Once we have a detailed profit and loss and balance sheet, we can summarize these very easily with category tags on the individual GL accounts. Below, you can see a more summarized view of both the balance sheet and the profit loss.



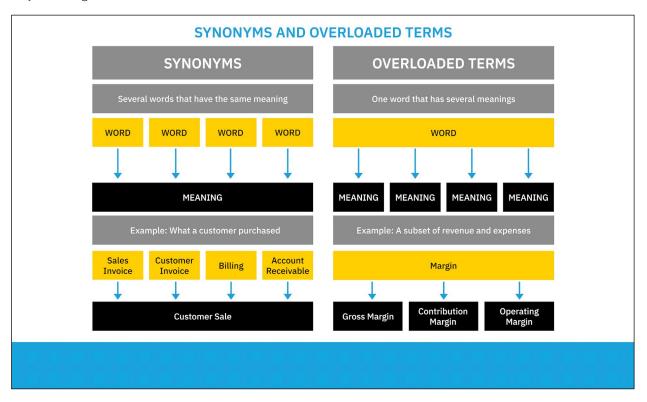
It may seem complicated, but it really isn't as complex as it looks. In summary, all you need to remember is that the trial balance is just a summary of all the accounting debits and credits in a specified period of time such as a month, quarter, or year. There are three steps when creating the accounting reports from the trial balance, and they are below:

- 1. For revenue GL accounts, you flip the sign when including them in the profit and loss.
- 2. For liabequities GL accounts, you flip the sign when including them in the balance sheet.
- 3. For the balance sheet, you just need to include the year-to-date income from the profit and loss in the liabequties section to complete the report.

WORDS MAKE ACCOUNTING HARD

One thing that makes accounting hard is the language! This is because accounting terminology is filled with synonyms and overloaded terms. Let's look at how.

For one thing, a single term, like customer sale, can have multiple synonyms. Sale invoice, customer invoice, billing, and account receivable all still describe the same thing: what a customer purchased, or a customer sale. It can become very confusing.





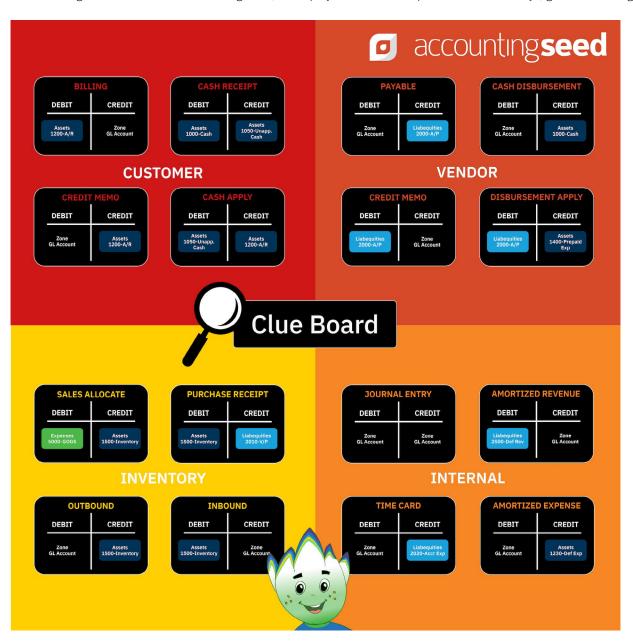
Some accounting terms are overloaded, with a single word or concept having several meanings. For example, a subset of revenue and expense can define accounting terms like gross margin, contribution margin, and operating margin. The word margin can mean many different things.

Understanding accounting terms is half the battle of financial management. Check out Accounting Seed's <u>Accounting Vocabulary Guide</u>, for an easy breakdown of these terms. You'll be able to view comprehensive textbook definitions alongside 'street' definitions for straightforward answers. We promise you'll have fun learning these accounting definitions!

GETTING STARTED WITH THE ACCOUNTING GAME!

You should now have the basic skills and information to effectively play The Accounting Game and be aware of your own accounting. To help you get started with the game, we have created this accounting clue board with the typical GL Account assignments to assist you while playing the game. You'll see a few GL Accounts and accounting zone pieces placed as you would during an actual round.

To get started playing, print the game pieces and board in the Game Package. You can also use this guide as a resource and even follow along in our video. From Accounting Seed, we hope you have a fun experience and as always, good accounting!



GAME PACKAGE

- **Game Board**
- **Accounting Story Cards**
- **Money Tokens**
 - \$5 x 4
 - \$10 x 4
 - $-$25 \times 4$
- **GL Account Chips (2 of each)**

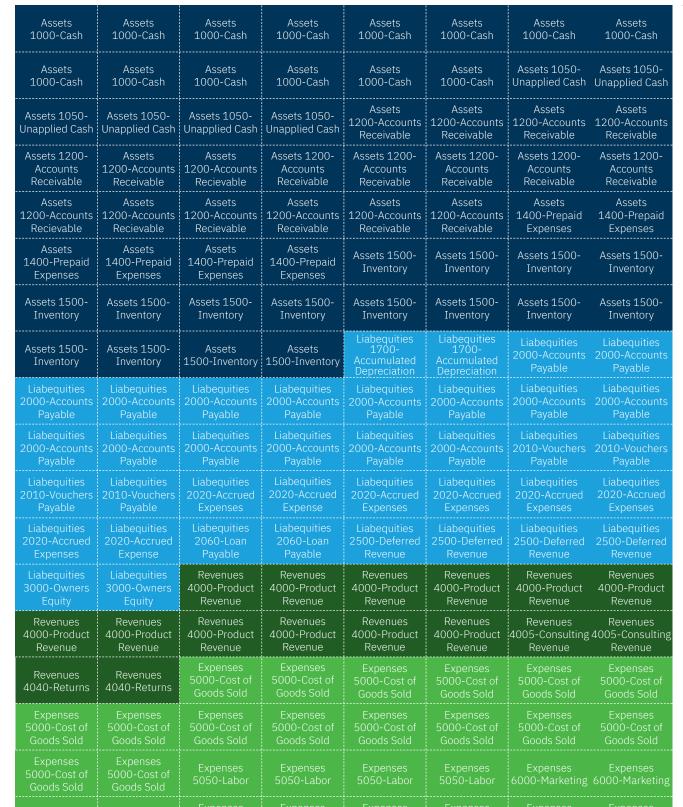
Simply cut out these game pieces and you're ready to play!

Game board:



Simply cut out these game pieces and you're ready to play!

GL Account Chips:





Simply cut out these game pieces and you're ready to play!

GL Account Chips:

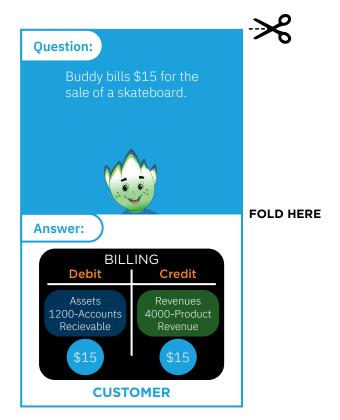
Expenses	Expenses	Expenses	Expenses	Expenses 7070-
7060-Software	7060-Software	7060-Software	7060-Software	Other Income
& IT Equip	& IT Equip	& IT Equip	& IT Equip	and Expense

Money Tokens:

\$5	\$10	\$15	\$20	\$30	\$50	\$100	\$120
\$5	\$10	\$15	\$20	\$30	\$50	\$100	\$120
\$5	\$10	\$15	\$20	\$30	\$50	\$100	\$120
\$5	\$10	\$15	\$20	\$30	\$50	\$100	\$120

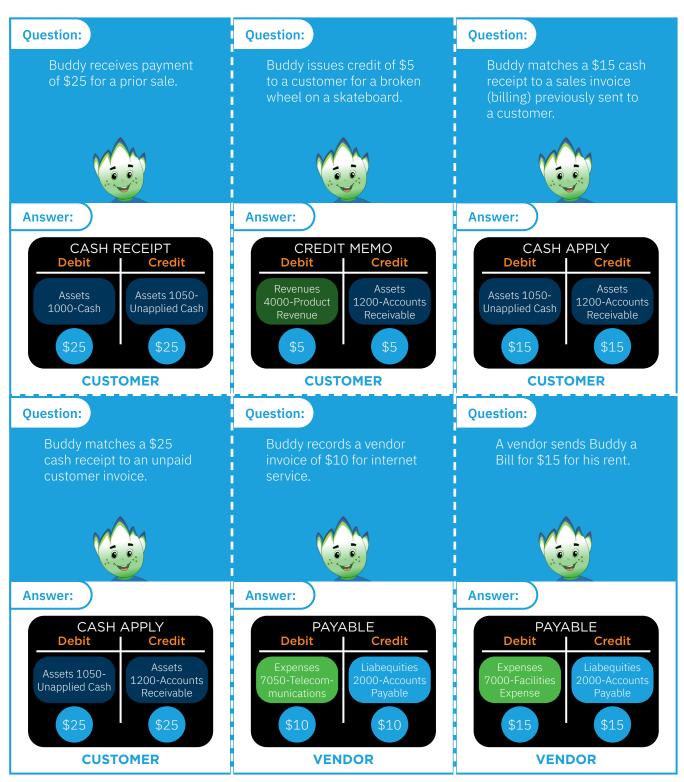
GAME PACKAGE

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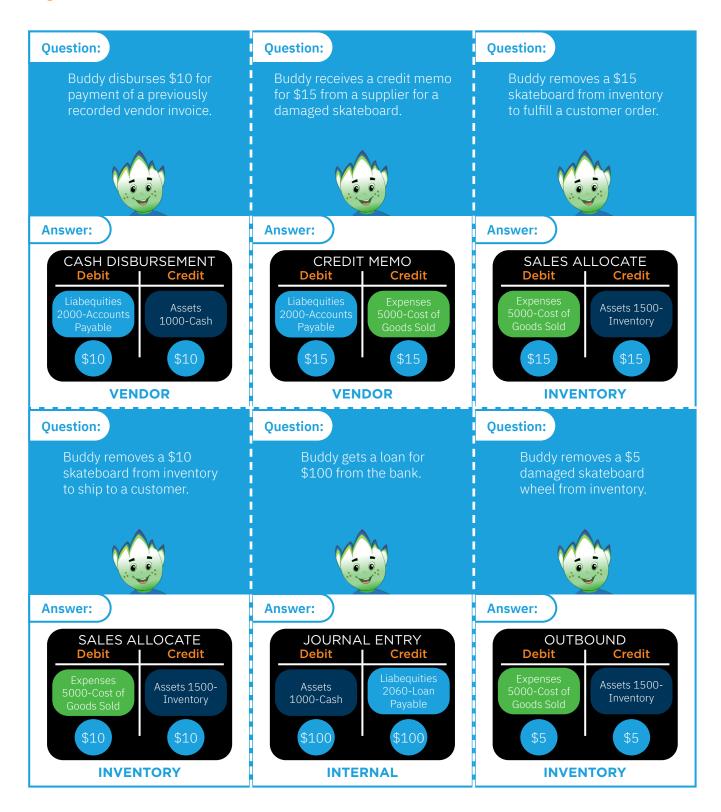


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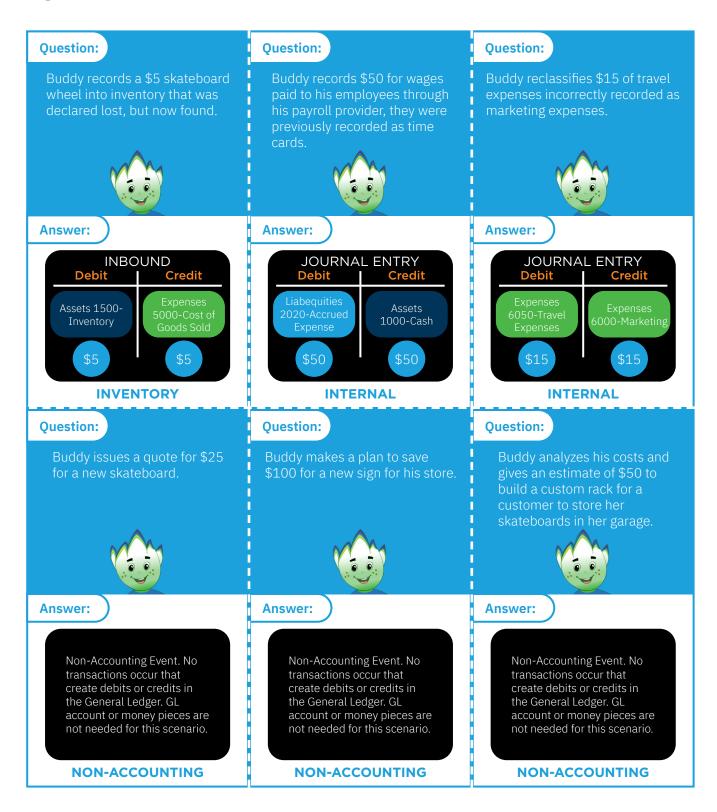




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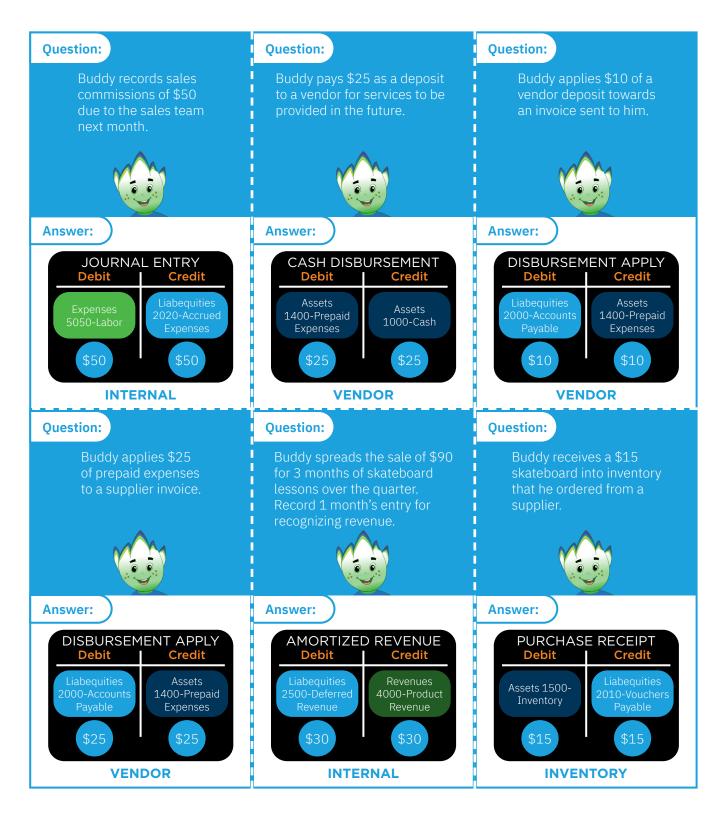


Simply cut out these game pieces and you're ready to play!



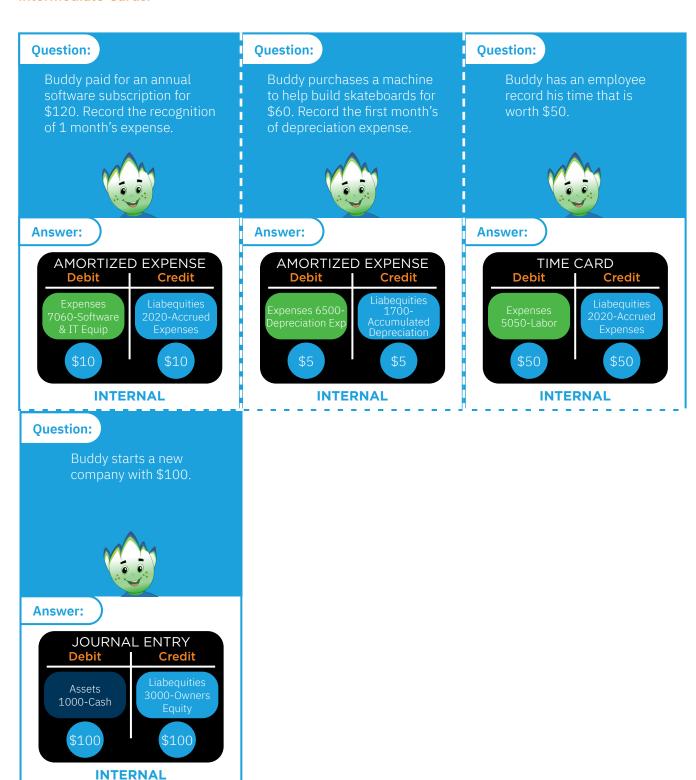
Simply cut out these game pieces and you're ready to play!

Intermediate Cards:

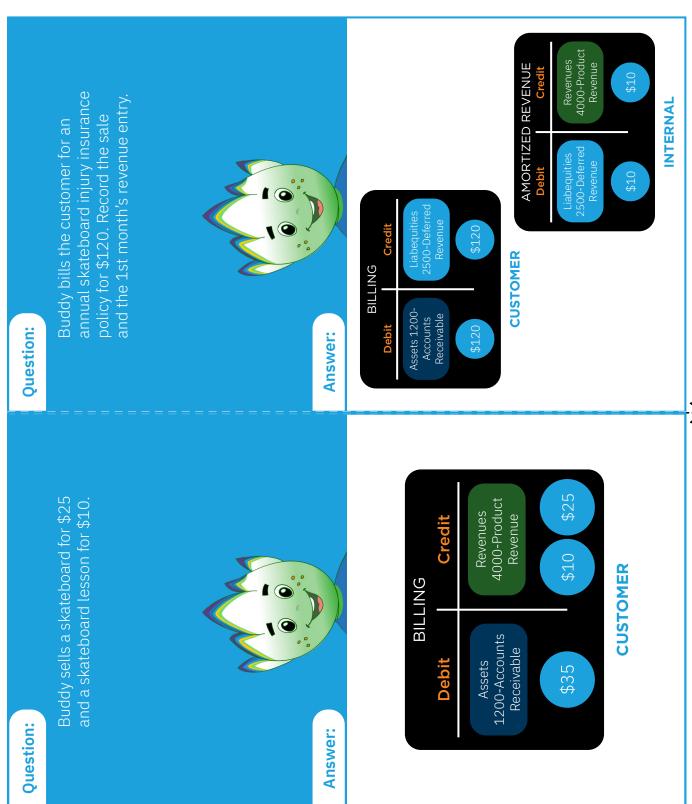


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Intermediate Cards:

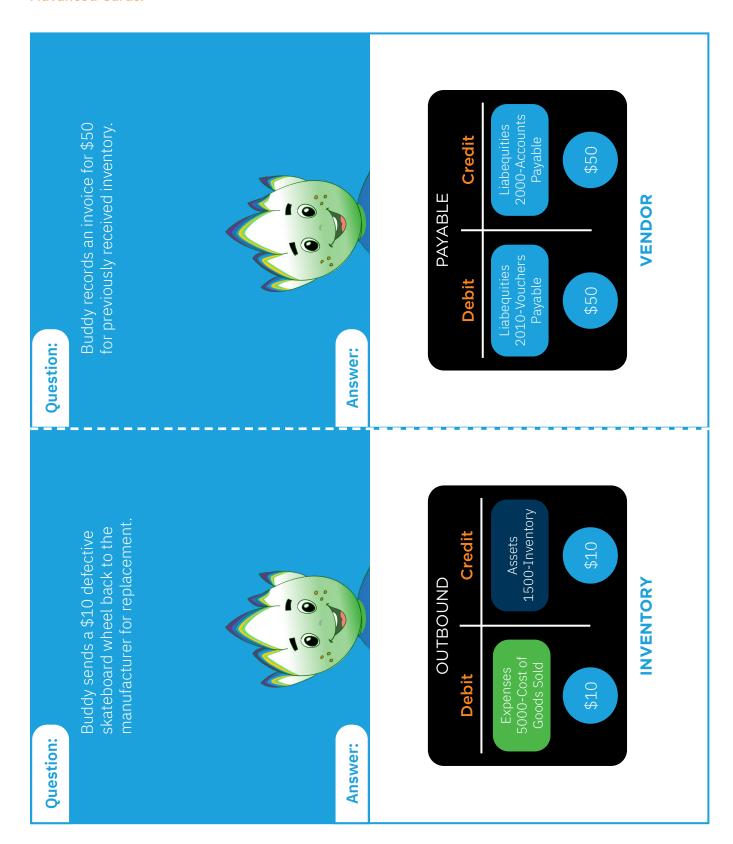


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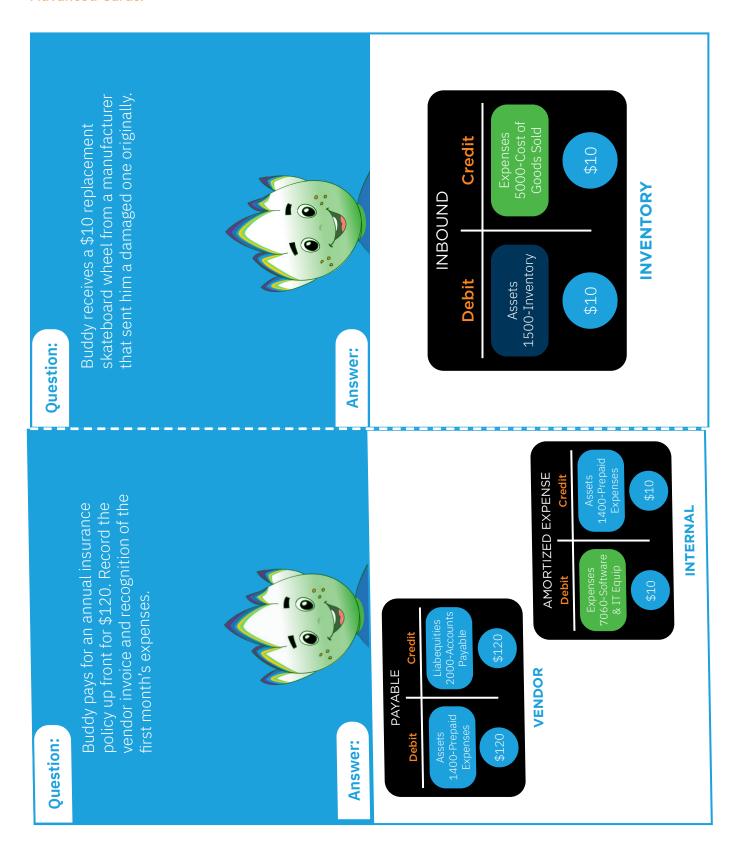




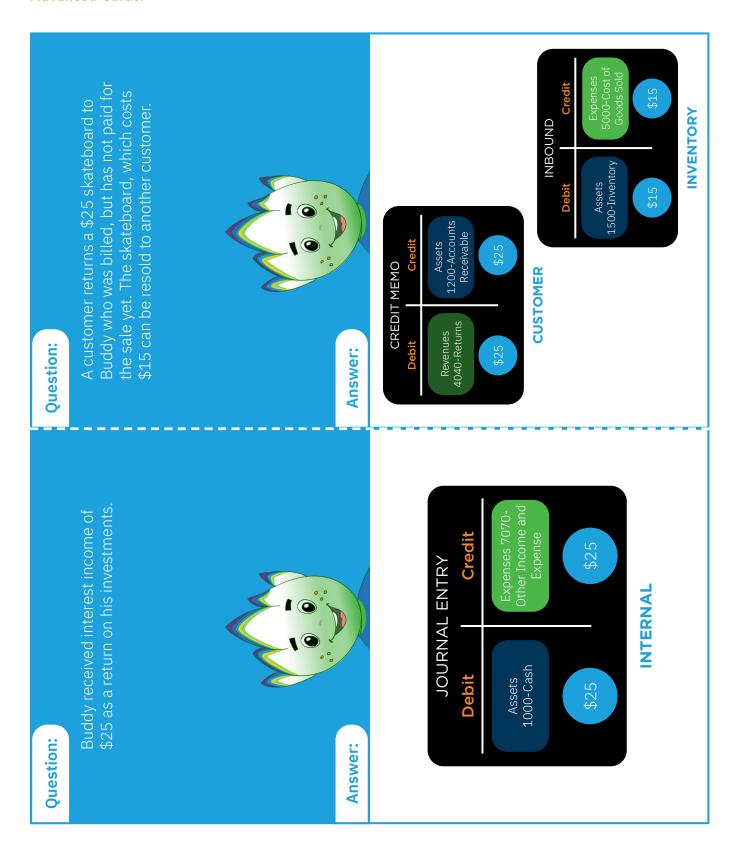
Simply cut out these game pieces and you're ready to play!



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