

Handout 1

“Getting to Know You” Activities

Materials:

- Paper
- Pens
- Flip Chart
- Flip Chart Markers

Basic information

1. Ask each person to stand up and tell the class their...
 - a. First and Last name
 - b. Grade
 - c. School
2. Play the “Facilitator Show”

The Facilitator Show

1. Have the students play the “Get to Know You Talk Show”
2. Name the Talk Show after the Facilitator
 - a. For example: If your name is Tom Smith then name the show, “The Tom Smith Show”
(write this on the flipchart)
3. Follow the script below... (with enthusiasm)

(Audience applause)

Hello everyone and welcome to the “Tom Smith Show.” We are doing something different on today’s show. Today we have students in the 4th – 7th grade who are starting a business venture. I would like for you to get to know these wonderful youths. Instead of me interviewing the students, they will get in groups of 2, interview each other, and introduce their partner to you. Students will have to ask their partner the following questions...

- b. *What is your name? (This answer should be true)*
- c. *What is your occupation or job (This answer does not have to be true)*
 - i. *For example: A student can tell the interviewer that she is a millionaire business owner*
- d. *What do you like to do? (This answer should be true)*
- e. *Name something that you are most proud of (This answer should be true)*

- 4. After students have interviewed each other, have them introduce their partner to the group by answering questions a-d (write questions a-d on the flipchart)**
- 5. After everyone has introduced their partner, follow the script below...**

Thank you students! America had a wonderful time getting to know you. We look forward to hearing more about your great accomplishments in the future. Well that concludes today's show. Come back tomorrow where we will talk to Young Inventors. You do not want to miss this show. Thank you.

Handout 2

The History of McDonalds

view this website:

<https://www.mcdonalds.com/us/en-us/about-us/our-history.html>

Handout 3

The History of Nike

view this website:

http://xroads.virginia.edu/~CLASS/am483_97/projects/hincker/nikhist.html

Handout 4

“Pick Your Business Idea”

Materials:

- **Paper**
- **Pencils or Pens**
- **Flip Chart Paper**
- **Flip Chart Markers**

Brainstorming Business Ideas

- 1. Tell students that they will be choosing their business idea**
- 2. Ask students to get into groups of 2**
- 3. Each group has 10 minutes to write down 20 businesses that the class could start**
(Write the business idea on flipchart paper)
- 4. Tell students to write down anything that comes to mind**

Putting ideas on Flipchart Paper

- 1. Tell students that they will see everyone’s ideas**
- 2. Have one group at a time tell one business idea**
- 3. Repeat number 2 until all groups have given their ideas**
- 4. The Flipchart should be filled with business ideas from the students**

Narrowing down the business ideas

- 1. Tell students that each group has 5 minutes to pick their top 3 business choices**
- 2. After 5 minutes, write the groups top 3 business choices on different flip chart paper**
- 3. Tell students that each group has 5 minutes to pick their top business choices**
- 4. After 5 minutes, write the students top choice on the flip chart**
- 5. Have each student vote on the class business they would like to start**
- 6. Majority votes win!!**

Handout 5

Name that Slogan

1. Nike
 - a. In the box
 - b. Real
 - c. **Just do it**

Concept – Provides fashionable athletic clothing for people

2. Allstate
 - a. **Your in good hands**
 - b. Obey your thirst
 - c. It's better here

Concept – Provides car insurance for people

3. Statefarm
 - a. Real
 - b. **Like a good neighbor, Statefarm in there**
 - c. I'm lovin it

Concept – Provides car insurance for people

4. Wal-Mart
 - a. **Always low price. Always**
 - b. What are you eating today?
 - c. Shift

Concept – Buy various items in Walmart like food, clothing, furniture, etc

5. GE

- a. Good life. Great price
- b. Where the food's the star
- c. **We Bring good things to life or Imagination at Work**

6. Verizon Wireless

- a. The Great PC
- b. **That's Powerful**
- c. Stay Connected

Concept – Provides cell phone and Internet service for people

7. Sprite

- a. Are you a pepper?
- b. the American Classic
- c. **Obey your Thirst**

Concept – A sweet beverage that people drink

8. Taco Bell

- a. Is it in You?
- b. What's your pleasure?
- c. **Think outside the bun**

Concept – Provides fast Mexican food for people

9. Capital One

- a. Use this credit Card
- b. **What's in your wallet?**
- c. Good call

Concept – Provides credit card service for people

10. Gatorade

a. Is it in you?

b. Be like Mike

c. Real

Concept – A drink for athletics or people who workout

11. JC Penney

a. Good life. Great Price

b. Everyday Matters

c. Think outside the bun

Concept – A store that has clothes, appliances, etc.

12. McDonalds

a. Put a smile on your face

b. Have it your way

c. The Simpler the Better or I'm Lovin' it

Concept – Provides good fast food for people

13. Burger King

a. Have it your way

b. Put a smile on your face

c. I'm lovin it

Concept – Provides good fast food for people

14. KFC (Kentucky Fried Chicken)

a. Good Chicken

b. Come and get your Chicken

c. Finger Lickin' Good

Concept – Provide good fast food for people; specialize in chicken

15. AT&T

- a. Keep in touch
- b. The Best Network
- c. Mobilizing your World**

Concept – Provide a cell phone service for people

16. Apple

- a. We have your needs
- b. Think Different**
- c. Technology Speaks

Concept – A store that has cell phone, computers, etc. (the latest technology)

17. Subway

- a. Eat Fresh**
- b. Healthy Eating
- c. Body Fresh

Concept – Provides phone service and Internet for people

18. Boston Market

- a. Get some refreshing food
- b. Homestyle Meals**
- c. Bring out the juices

Concept – Provide good food for people

19. TJ Maxx

- a. Get the max for the minimum**
- b. We look good on you
- c. Better clothes Better Prices

Concept – Provide fashionable clothing for people at cheaper prices

20. T Mobile

a. Stick Together

b. Stay connected

c. Let me hear it

Concept – Provides a cell phone service for people

21. Diet Coke

a. Light it up

b. Taste the Feeling

c. Taste so good

Concept – A sweet drink

22. Pantene Shampoo

a. Awesome hair

b. Get the fresh shine

c. Hair so healthy it shines

Concept – Provides hair care product for people

23. Sony

a. All inside

b. Network worldwide

c. Be moved

Concept – Provides electronics for people such as radios, televisions, etc

24. Toyota

a. Luxury on the Road

b. Let's Go Places

c. Comfort on the Road

Concept – Provides cars for people to drive

25. Amazon

- a. **Earth's Most Customer-Centric Company**
- b. Everything you want
- c. Ebay has everything you need

Concept – Internet retail store

26. Starbursts

- a. taste good to you
- b. juicy taster
- c. **Unexplainably Juicy**

Concept – Candy that people eat

27. Hershey Kisses

- a. chocolatey goodness
- b. **Everyday deserves a kiss**
- c. Chocolate sweetness

Concept – Chocolate candy that people eat

28. Energizer

- a. **Keep going and going**
- b. Batteries that never die
- c. Energy on the move

Concept – Battery

29. Clorox

- a. Get the dirt out
- b. **We make left better**
- c. Get Clean

Concept – Bleach cleaner

30. EA Sports (Video game)

- a. **Its in the game**
- b. Play smart not hard
- c. Never Bored

Concept – Video games

31. Lowes

- a. You can build it, we can help
- b. Your favorite hardware store
- c. **Never Stop Improving**

Concept – Hardware Store

32. Smuckers

- a. Dress your bread
- b. **With a name like Smuckers, it must be good**
- c. Leave the stink alone

Concept – Fruit spread or jelly

33. Red Lobster

- a. **Share the Love**
- b. The best food
- c. Seafood that stay with you

Concept – Seafood Restaurant

34. AutoZone

- a. **Get in the Zone Auto zone**
- b. We get your cars right
- c. We target you and your cars

Concept – Car repairs and accessory materials

35. Dave and Busters
- a. Keep on playing
 - b. Great food Great play
 - c. **Eat, Drink, Play**

Concept – Restaurant and Entertainment Store

36. Honda Cars
- a. Keep it moving
 - b. **The Power of Dreams**
 - c. The best cars ever

Concept – Car and Transportation

37. M&Ms
- a. **Melts in your mouth and not in your hand**
 - b. Chocolate goodness
 - c. Sweet Pleasure

38. Disneyland
- a. Wonders of the World
 - b. It's a Great Place
 - c. **The Happiest Place on Earth**

39. Microsoft
- a. Moving forward
 - b. **Empowering us all**
 - c. Technology Speed

40. Kohls
- a. **expect great things**
 - b. great price for life
 - c. products at a discount

Handout 6

“Name that Slogan and Concept Game Rules”

Materials:

- Handout 5 (answers to questions are underlined on Handout 5) (the business concepts are bold)
- Flip Chart Paper
- Flip Chart Markers

“Name that Slogan and Concept” Directions

1. Tell students that they will play “Name that Slogan and Concept”
2. The facilitator will name a business and the students will have to name the correct slogan and concept for the business
3. Students will have multiple choice answers to choose from for the slogan
4. Students will not have multiple choice answers to choose from for the concept
5. After students give their answer for the slogan, students should name the business concept
6. Remind students that when giving the Business Concept they have to tell what products the business sells and what the product does for people
7. Students have a potential to get 2 points: 1 point for the correct slogan and 1 point for the correct business concept
 - If Team 1 answers incorrectly for the slogan, then the slogan question goes to Team 2.
 - If Team 2 answers the slogan question correct then Team 2 gets the point
 - Team 1 still has a chance to earn 1 point by giving the correct business concept
 - If Team 1 answers incorrectly for the business concept, then Team 2 get the answer
 - The next question will go to Team 2 because they stole the question from Team 1

Playing the game

1. Divide the class into teams (there should be a least 3 or 4 students per team)
2. Tell students that each group must have a spokesperson (this prevents more than 1 student from blurting the answer at the same time)
3. Tell students that they must rotate their spokesperson on each turn (there should be a different spokesperson every time that particular group answers a question)
4. Keep score on flipchart paper so everyone can see the score

Handout 7

“SMART Goals”

Materials:

- Flip Chart Paper
- Flip Chart Markers

SMART Goals

1. **S** – stands for Specific – You should be clear about what you want to happen
 - *Not Specific: I want to make good grades*
 - *Specific: I want to have a 93 average in science by May 26th 2007*
2. **M** – stands for measurable – You should be able to track your goal
 - *Not Measurable: I want to make a lot of free throw shots*
 - *Measurable: I want to make at least 9 out of 10 free throw shots in the next basketball game*
3. **A** – stands for Action – What small specific actions must you take to achieve this goal
 - *Wrong: In order to make a 93 average in science by May 26th 2018 I must study*
 - *Right: In order to make a 93 average in science by May 26th 2018 I must read over my science notes every night for 20 minutes*
4. **R** – stands for Realistic – Can you achieve this goal? Is it doable?
 - *Unrealistic: I want to make 200 free throw shots in one game*
 - *Realistic: I want to make 8 out of 10 of the free throw shots that I attempt*
5. **T** – stands for Time – You should set a timeframe for your goal
 - *No time: I want to learn to play the piano*
 - *Time: I want to learn to play “Twinkle Twinkle Little Star” by June 3rd*

Handout 8

“Make the Basket Goal Chart”

Write yes if the student made the basket.

Write no if the student did not make the basket.

	Student Example	Student 1	Student 2	Student 3	Student 4	Student 5	Student 6	Student 7
1 st try	yes							
2 nd try	no							
3 rd try	yes							
4 th try	yes							
5 th try	yes							
6 th try	yes							
TOTAL	5							

	Student 8	Student 9	Student 10	Student 11	Student 12	Student 13	Student 14	Student 15
1 st try								
2 nd try								
3 rd try								
4 th try								
5 th try								
6 th try								
TOTAL								

Did you achieve your goal?????

Handout 9

“Make the Basket Activity directions”

Materials:

- Handout 8 for each student
- Pens and Pencils
- A ball made out of paper and aluminum foil
- A small trashcan

Start of Activity

1. Tell students that they have a class goal for 50 % of the class to make 50% of their baskets in _____ minutes (*Students will determine the time*)
 - For example: if you have 16 students in your class then 8 or more of those students would have to make 3 shots in the basket or trashcan (students have a total of 6 shots)
 - *Note: Have students tell you a realistic time to achieve this goal*
 - *Note: It will take 6 students less time to achieve this goal than with a class of 20 students*
2. Tell participants that each student will have 6 tries to throw the ball in the basket
3. Tell participants to look at the Goal Chart on Handout 8
4. Tell students that the Goal chart will help them track how each person shot
5. Explain how to use the Goal chart and to do this activity
 - Student 1 will take the ball and stand 8 feet away from the basket and throw the ball in the basket for 6 tries
 - If student 1 makes the shot then the class writes “yes” in the box below student 1 and to the right of the box 1st try
 - If student 1 does not make the 2nd shot then the class writes “no” in the student 1 column and to the right of box 2nd try
 - ❖ *If student 1 makes the 3rd, 4th, 5th and 6th shots then the class writes the number “5” in the student 1 column and to the right of Total because the student made a total of 5 shots*
 - Students should keep doing this until student 1 has completed their 6th shot or try
 - Student 2 will repeat what Student 1 did, however, students will track it under the Student 2 column
 - Continue to play the game until all students have taken their shot
6. Before students start the game ask them if they want to take **Action** steps or steps to help them achieve their goal
 - *Note: Give students about 30 seconds to tell you any action steps they would like to take*
 - *Note: After 30 seconds, you may give them a hint such as taking practice shots*

➤ *Note: Another action step is that students should commit to being quiet so the person shooting can concentrate*

7. Make sure that you are keeping the time that the students determined.
8. After all students have completed the activity, have them calculate their results.
9. Have students tell you whether they accomplished their goal
10. Remember the goal is for 50 % of the class to make 50% of their baskets in _____ minutes (*Students will determine the time*)
 - For example: if you have 10 students in your class then 5 or more of those students would have to make 3 shots in the basket or trashcan
11. (*You can also do this activity at a basketball court with a basketball and goal*)

Handout 10

“Compare Competing Businesses Sample Sheet”

Materials:

- Handout 11 for each students
- Pens and Pencils

Please Compare the Competing Businesses

Business Name: <i>Pizza Hut</i>	Business Name: <i>Dominos</i>
Product: (What do they sell?) <i>Pizza</i>	Product: (What do they sell?) <i>Pizza</i>
Price: (How much does the product cost?) <i>Large Pepperoni Pizza = \$8.00</i>	Price: (How much does the product cost?) <i>Large Pepperoni Pizza = \$7.50</i>
Location: (Where can you get the product?) <i>Pizza Hut Restaurants</i>	Location: (Where can you get the product?) <i>Dominos Restaurant</i>
Marketing: (How do they tell people about their product?) <i>Commercials, Restaurant Locations, Mailing Coupons</i>	Marketing: (How do they tell people about their product?) <i>Commercials, Restaurant Locations, Mailing Coupons</i>

Handout 11

“Compare Competing Businesses Sheet”

Please Compare the Competing Businesses

Business Name:	Business Name:
Product: (What do they sell?)	Product: (What do they sell?)
Price: (How much does the product cost?)	Price: (How much does the product cost?)
Location: (Where can you get the product?)	Location: (Where can you get the product?)
Marketing: (How do they tell people about their product?)	Marketing: (How do they tell people about their product?)

Handout 12

“Card High Rules”

Materials:

- 20 index cards per team

The purpose of this activity is for students to pay attention to their competition and build the highest building.

Card High Rules

- 1. Break students up into groups of 3.**
- 2. Give each group 20 index cards**
- 3. Tell students that they have to build a building with the index cards**
- 4. Students are allowed to bend the cards**
- 5. However, students can only use index cards to build their building**
- 6. The group with the highest building at the end of 5 minutes wins the game**
- 7. Give the winning group a prize**

Handout 13

“Analyze and Compare the Competing Businesses Sample Sheet”

Materials:

- Handout 14 for each student
- Pens and Pencils

Analyze your Competition

Competitor	Product	Price	Location	Marketing
1. Shirts.com	T-shirts	\$ 27.95	Online store on Internet	Website on Internet
2. Weather Kids	T-shirts	\$ 10.00	Store in Chicago, Illinois	Newspaper
3. Artparts	T-shirts	\$ 12.95	Online store on Internet	Website on Internet

Your Business Name: The Tee’s

Who are your current and future competitors?

1. Shirts.com
2. Weatherkids.com
3. Artparts.com

What do you know about your competitor?

1. They have colorful designs on their t-shirts
2. They sell t-shirt for kids
3. Their designs are made from good artists

What do you have that your competition does not have?

1. Our prices are lower than Shirts.com
2. Our t-shirt business is run by kids. Weather Kids t-shirt business is run by adults.
3. Our prices are lower and have great quality

Handout 14

“Analyze and Compare the Competing Businesses Sheet”

Analyze your Competition

Competitor	Product	Price	Location	Marketing
1.		\$		
2.		\$		
3.		\$		

Your Business Name: _____

Who are your current and future competitors?

- 1.
- 2.
- 3.

What do you know about your competitor?

- 1.
- 2.
- 3.

What do you have that your competition does not have?

- 1.
- 2.
- 3.

Handout 15

Market Research for your business

1. Marketing (answer the questions below)

Target Customers – These are the people that will buy your product

- a. Parents
- b. Children from ages 5-18
- c. Teachers
- d. Our Friends

2. Do you like these t-shirts? (Remind the subject that the shirts were designed by 4th – 7th graders)

- a. T-shirt 1 Basketball design t-shirt yes or no
- b. T-shirt 2 Heart design t-shirt yes or no
- c. T-shirt 3 Monster design t-shirt yes or no

3. If you answered no to question 2 what would you change about the t-shirt?

a. (t-shirt 1)

b. (t-shirt 2) I would change the color of the heart design from purple to red.

c. (t-shirt 3)

4. Please rank the t-shirts below.

- 1 = favorite t-shirt
- 2 = 2nd favorite t-shirt
- 3 = 3rd favorite t-shirt

(write 1, 2, and 3)

(t-shirt 1) <u>Basketball design t-shirt</u>	1
(t-shirt 2) <u>Heart design t-shirt</u>	3

(t-shirt 3) Monster design t-shirt	2
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- 5. How much would you pay for these t-shirts? (Please write below)**
(Remind the subject that the shirts were designed by 4th-7th grade students)

(How much would you pay?)

(t-shirt 1) Basketball design t-shirt	\$10.00
(t-shirt 2) Heart design t-shirt	\$3.00
(t-shirt 3) Monster design t-shirt	\$8.00

Tell the subject that you will be selling your t-shirts on April 22, 2018 from 1:30pm – 3:30pm in front of the library. You would like for them to support your business.

Handout 16

Market Research for your business

1. Marketing (answer the questions below)

Target Customers – These are the people that will buy your product

- a.
- b.
- c.
- d.

2. Do you like these products? (Remind the subject that the products were designed by students)

- a. Product 1 _____ yes or no
- b. Product 2 _____ yes or no
- c. Product 3 _____ yes or no

3. If you answered no to question 2 what would you change about the product?

a. (Product 1)

b. (Product 2)

c. (Product 3)

4. Please rank the products below.

- 1 = favorite Product
- 2 = 2nd favorite Product
- 3 = 3rd favorite Product

(write 1, 2, and 3)

(Product 1)	
(Product 2)	
(Product 3)	

5. How much would you pay for these products? (Please write below)
(Remind the subject that the shirts were designed by 4th-7th grade students)

(How much would you pay?)

(Product 1)	
(Product 2)	
(Product 3)	

**Tell the subject that you will be selling your products on _____ from _____
at _____. You would like for them to support your business.**

Handout 17

Income Statement for John's Lemonade Stand

John's sales event

- John has a Lemonade Stand Business
- He sells his lemonade every Saturday
- During the month of July, he sold 200 cups of lemonade
- He sold each cup of lemonade for \$1.00 each

John's cost of goods or cost for supplies

- John bought 40 lemons for \$20
- He bought 100 8 ounce cups for \$7
- He bought 6 bags of ice for \$12
- He bought 1 bag of sugar for \$2.50

John's other expenses

- John bought 100 business cards made at an office supply store for \$13
- John had 100 fliers made at an office supply store for \$12
- He got a loan of \$100 from his parents. He pays them \$10 a month
- His taxes are \$15

Handout 18

(all formulas are in parenthesis)

John's Lemonade Stand Income Statement

Sales/Revenue (*Price of Product x How many you sold at sales event*) **\$200.00**

Cost of Goods (*How much it cost you to make the item*)

Item 1 **40 lemons = \$20.00**

Item 2 **100 cups = \$7.00**

Item 3 **6 bags of ice = \$12.00**

Item 4 **1 bag of sugar = \$2.50**

Total Cost of Goods (Add item 1, 2, 3, and 4) **\$41.50**

Gross Profit (loss) (*Sales – Total Cost of Goods*) **\$158.50**

Other Expenses (*Other money that you spent*)

Business Cards **\$13**

Flyers **\$12**

Loan Payments **\$10**

Rent **\$0**

Salaries/Pay **\$0**

Taxes **\$15**

Other Expenses **\$0**

Total Other Expenses **\$50.00**

Net profit (Loss) (*Gross Profit – Total Other Expenses*) **\$108.50**

Handout 19

(all formulas are in parenthesis)

Income Statement

Sales/Revenue (*Price of Product x How many you sold at sales event*) _____

Cost of Goods (*How much it cost you to make the item*)

Item 1 _____

Item 2 _____

Item 3 _____

Item 4 _____

Total Cost of Goods (*Add item 1, 2, 3, and 4*) _____

Gross Profit (loss) (*Sales – Total Cost of Goods*) _____

Other Expenses (*Other money that you spent*)

Business Cards _____

Flyers _____

Loan Payments _____

Rent _____

Salaries/Pay _____

Taxes _____

Other Expenses _____

Total Other Expenses _____

Net profit (Loss) (*Gross Profit – Total Other Expenses*) _____

Handout 20

Income Statement for the Tee's T-shirt Business

The Tee's Sales Event

- **The Tee's sold 20 shirts**
- **They sold their t-shirts for \$10 each**

The Tee's cost of goods or cost of supplies

- **The t-shirts cost \$150 for 20 plain t-shirts**
- **The t-shirt design paper cost \$18 for a package of 18 or \$1.00 for each sheet**

The Tee's other expenses

- **The flyers cost 5 cents each for 120 flyers. The total cost is \$6.00**
- **100 business cards cost \$13 from an office supply store**
- **The receipt book cost \$3**
- **100 Thank you bags cost \$5**

Handout 21

(all formulas are in parenthesis)

The Tee's Business Income Statement

Sales/Revenue (*Price of Product x How many you sold at sales event*) **\$200.00**

Cost of Goods (*How much it cost you to make the item*)

Item 1 **20 t-shirts = \$150**

Item 2 **18 t-shirt designs = \$18.00**

Item 3 _____

Item 4 _____

Total Cost of Goods (Add item 1, 2, 3, and 4) **\$168.00**

Gross Profit (loss) (*Sales – Total Cost of Goods*) **\$32.00**

Other Expenses (Other money that you spent)

Business Cards **\$13.00**

Flyers **\$6.00**

Loan Payments **\$0**

Rent **\$0**

Salaries/Pay **\$0**

Taxes **\$0**

Other Expenses

Receipt books = \$3.00
Thank you shopping bags = \$5.00

Total Other Expenses **\$27.00**

Net profit (Loss) (*Gross Profit – Total Other Expenses*) **\$5.00**

Handout 22

(all formulas are in parenthesis)

Income Statement

Sales/Revenue (*Price of Product x How many you sold at sales event*) _____

Cost of Goods (*How much it cost you to make the item*)

Item 1 _____

Item 2 _____

Item 3 _____

Item 4 _____

Total Cost of Goods (*Add item 1, 2, 3, and 4*) _____

Gross Profit (loss) (*Sales – Total Cost of Goods*) _____

Other Expenses (*Other money that you spent*)

Business Cards _____

Flyers _____

Loan Payments _____

Rent _____

Salaries/Pay _____

Taxes _____

Other Expenses _____

Total Other Expenses _____

Net profit (Loss) (*Gross Profit – Total Other Expenses*) _____

Handout 23

Sara's Candle Making Business Income Statement

Sara's sales event

- **Sara sold 82 candles last week**
- **The candles cost \$2.00 each**

Sara's cost of goods or cost for supplies

- **Sara bought 5 candle making kits for \$35**
- **Sara bought 100 shopping bags for \$5.00**

Sara's other expenses

- **Sara bought 150 business cards for \$15**
- **Sara bought 100 flyers for \$10**
- **She got an \$80 loan from her cousin. She pays her cousin \$7 a month**
- **She decided to pay herself \$15 for the week**
- **Sara sold her candles at a festival. She had to pay \$25 to set up the table**

Handout 24

The Tee's Business Income Statement

Sales/Revenue (*Price of Product x How many you sold at sales event*) **\$164.00**

Cost of Goods (*How much it cost you to make the item*)

Item 1 **5 candle making kits = 35.00**

Item 2 **100 shopping bags = \$5.00**

Item 3 _____

Item 4 _____

Total Cost of Goods (Add item 1, 2, 3, and 4) **\$40.00**

Gross Profit (loss) (*Sales – Total Cost of Goods*) **\$124.00**

Other Expenses (*Other money that you spent*)

Business Cards **\$15.00**

Flyers **\$10.00**

Loan Payments **\$7.00**

Rent **\$0**

Salaries/Pay **\$15.00**

Taxes **\$0**

Other Expenses **Table at festival =\$25.00**

Total Other Expenses **\$72.00**

Net profit (Loss) (*Gross Profit – Total Other Expenses*) **\$52.00**

Handout 25

Income Statement

Sales/Revenue (*Price of Product x How many you sold at sales event*) _____

Cost of Goods (*How much it cost you to make the item*)

Item 1 _____

Item 2 _____

Item 3 _____

Item 4 _____

Total Cost of Goods (Add item 1, 2, 3, and 4) _____

Gross Profit (loss) (*Sales – Total Cost of Goods*) _____

Other Expenses (Other money that you spent)

Business Cards _____

Flyers _____

Loan Payments _____

Rent _____

Salaries/Pay _____

Taxes _____

Other Expenses _____

Total Other Expenses _____

Net profit (Loss) (*Gross Profit – Total Other Expenses*) _____

Handout 26

Writing Receipts

1. **John buys 1 pair of shoes for \$50. He lives on 1111 Gold Drive, Tree, Mississippi 30303. He pays cash. Write his receipt.**
2. **Stephanie buys 2 pieces of gum for \$2.00. She lives on 12 Martin Drive, Bags, North Carolina 39339. She pays cash. Write her receipt.**
3. **Jerry buys 2 concert tickets for \$30.00. He lives on 12 Phone Drive, Bottle, Delaware, 44444. He pays cash. Write his receipt.**
4. **Chris buys 2 movie tickets for \$16.00. He lives on 13 Computer Drive, Camera, California 22222. He pays cash. Write his receipt.**
5. **Hilary buys 2 t-shirts for \$20.00. She lives on 29 Piney Road, Paper, Idaho 93939. She pays cash. Write her receipt.**
6. **Mary buys 4 pairs of earrings for \$19.00. She lives on 19 Straw Blvd, Pen, Florida, 39009. She pays cash. Write her receipt.**
7. **Tim buys 2 video games for \$24.00. He lives on 11 Box Road, Hat, Nevada, 22008. He pays cash. Write his receipt.**

Handout 27

Writing Receipts

Name John

Address 111 Gold Drive

City, State, Zip Code Tree, Mississippi 30303

Sold by Put your initials here

Cash

	Quantity	Description	Amount
1.	1	Shoes	\$50.00
2.			
3.			
4.			
5.			
6.			

Handout 28

Writing a receipt

Name _____

Address _____

City, State, Zip Code _____

Sold by _____

Cash _____

Quantity	Description	Amount
1.		
2.		
3.		
4.		
5.		
6.		

Handout 29

Writing Receipts

Name Stephanie

Address 12 Martin Drive.

City, State, Zip Code Bags, North Carolina 39339

Sold by Write your initials

Cash

Quantity	Description	Amount
1. 2	Gum	\$2.00
2.		
3.		
4.		
5.		
6.		

Writing Receipts

Name Jerry

Address 12 Phone Drive

City, State, Zip Code Bottle, Delaware 44444

Sold by Write your initials here

Cash

Quantity	Description	Amount
1. 2	Concert Tickets	\$30.00
2.		
3.		
4.		
5.		
6.		

Handout 30

Writing Receipts

Name Chris

Address 13 Computer Drive

City, State, Zip Code Camera, California 22222

Sold by Write your initials here

Cash √

Quantity	Description	Amount
1. 2	Movie Tickets	\$16.00
2.		
3.		
4.		
5.		
6.		

Handout 31

Writing Receipts

Name Hilary

Address 29 Piney Road

City, State, Zip Code Paper, Idaho 93939

Sold by Write your initials here

Cash

Quantity	Description	Amount
1. 2	t-shirts	\$20.00
2.		
3.		
4.		
5.		
6.		

Name Mary

Address 10 Straw Blvd

City, State, Zip Code Pen, Florida 39009

Sold by Write your initials here

Cash

Quantity	Description	Amount
1. 4	pairs of earrings	\$19.00
2.		
3.		
4.		
5.		
6.		

Handout 32

Writing Receipts

Name Tim

Address 11 Box Road

City, State, Zip Code Hat, Nevada 22008

Sold by Write your initials here

Cash

Quantity	Description	Amount
1. 2	video games	\$24.00
2.		
3.		
4.		
5.		
6.		

Handout 33

“Materials for Sales Event”

Materials:

- **Product**
- **Table to set up display and product**
- **Receipt book from office supply store**
- **\$20 in change**
- **Cash box or money bag**
- **Flyers and business for marketing team**
- **Price tags or signs**
- **Optional: Shopping bags to give to customer after they bought something**