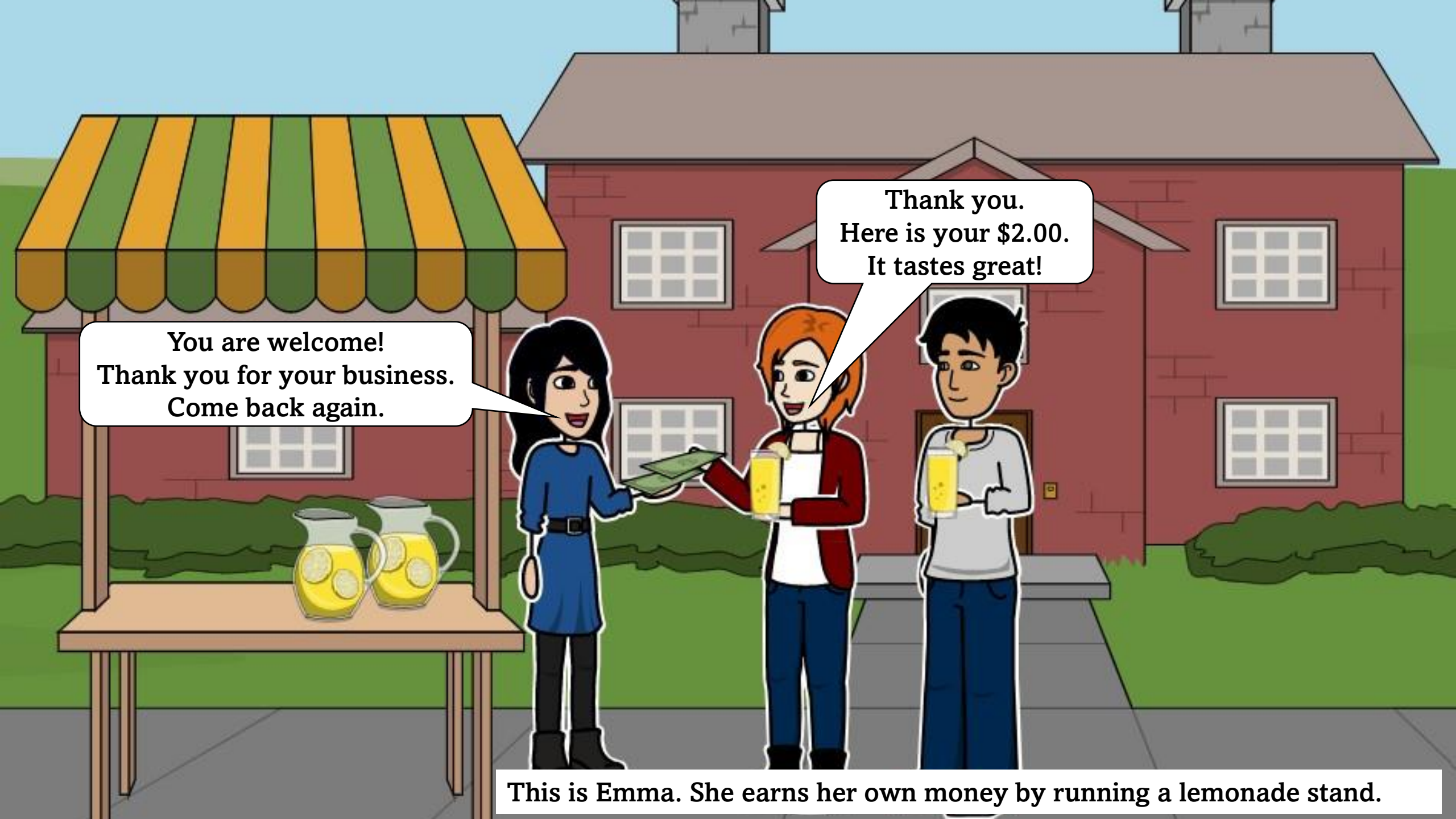


# **JA More Than Money**

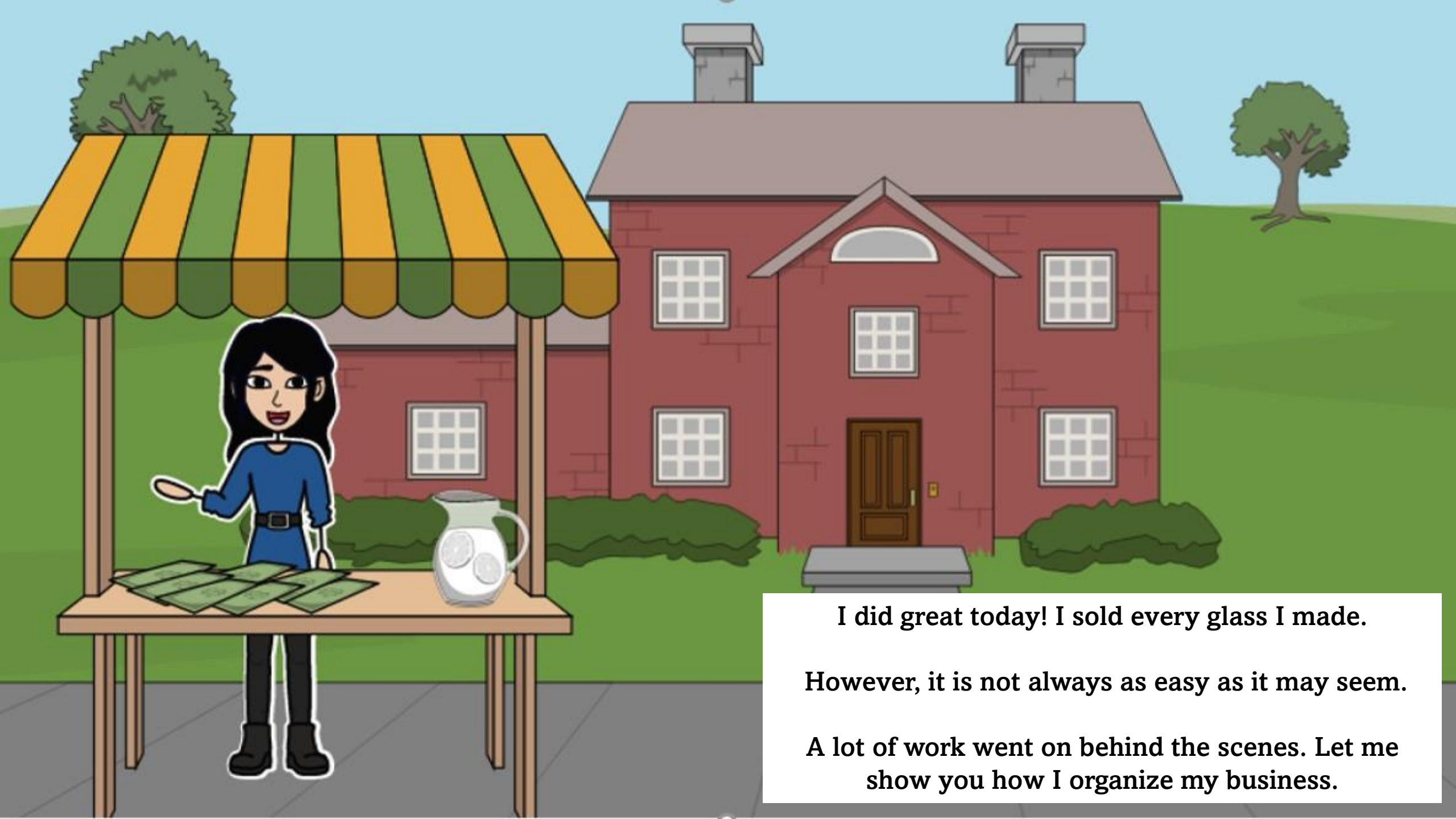
Created By Duyen Tran  
Editor and Co-Creator: Mrs. Sharon Nieves  
Putnam Vocational Technical Academy  
Business Technology Shop



You are welcome!  
Thank you for your business.  
Come back again.

Thank you.  
Here is your \$2.00.  
It tastes great!

This is Emma. She earns her own money by running a lemonade stand.

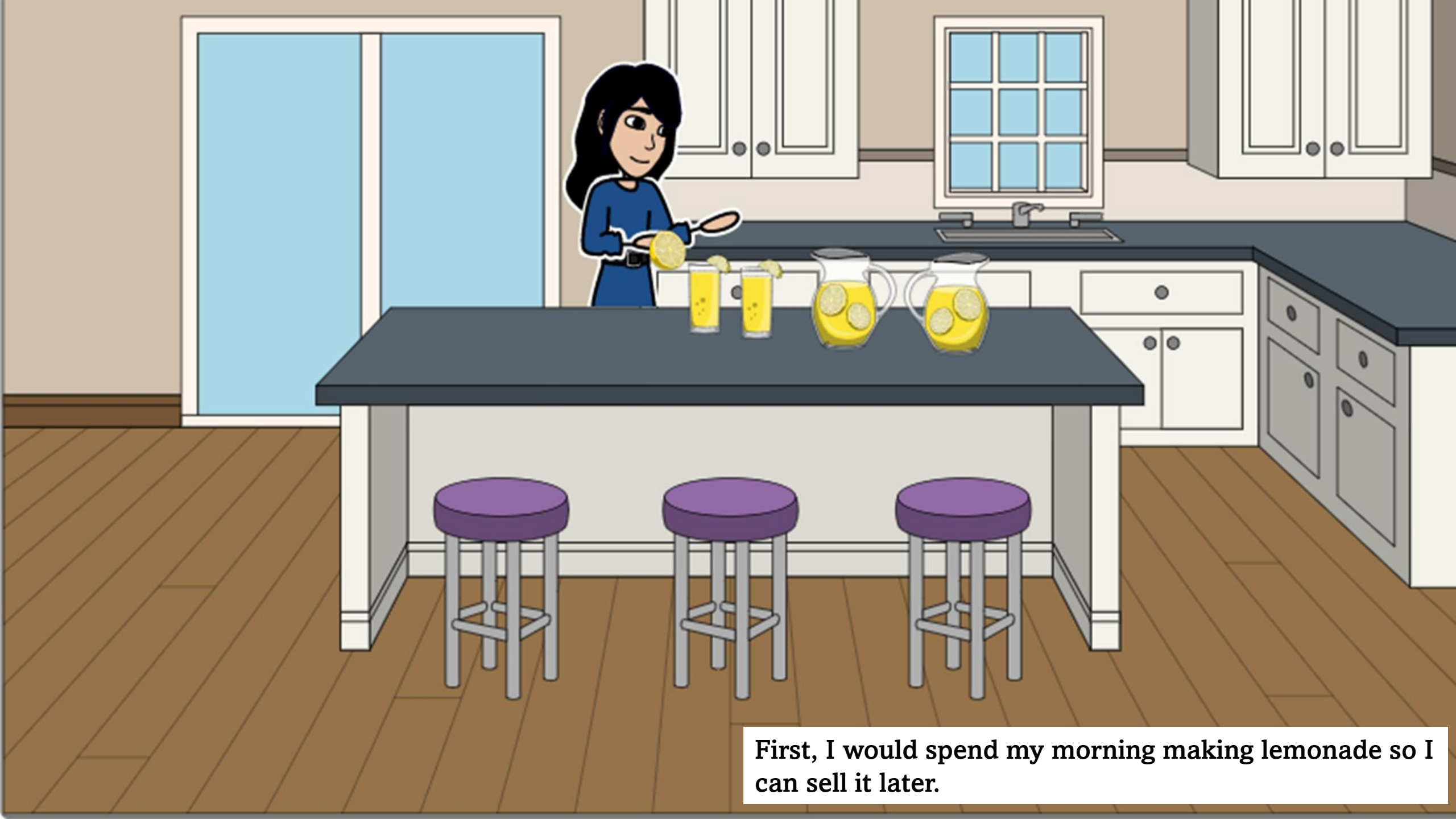


I did great today! I sold every glass I made.

However, it is not always as easy as it may seem.

A lot of work went on behind the scenes. Let me show you how I organize my business.





**First, I would spend my morning making lemonade so I can sell it later.**

Your turn to think, answer, and ask questions.

I think...

Can you  
explain how...

I wonder...

**What ingredients do you  
think goes into lemonade?**



Your turn to think, answer, and ask questions.

I think...

Can you  
explain how...

I wonder...

**What items would you  
need in your kitchen to  
make the lemonade?**







How many glasses of lemonade would you like?

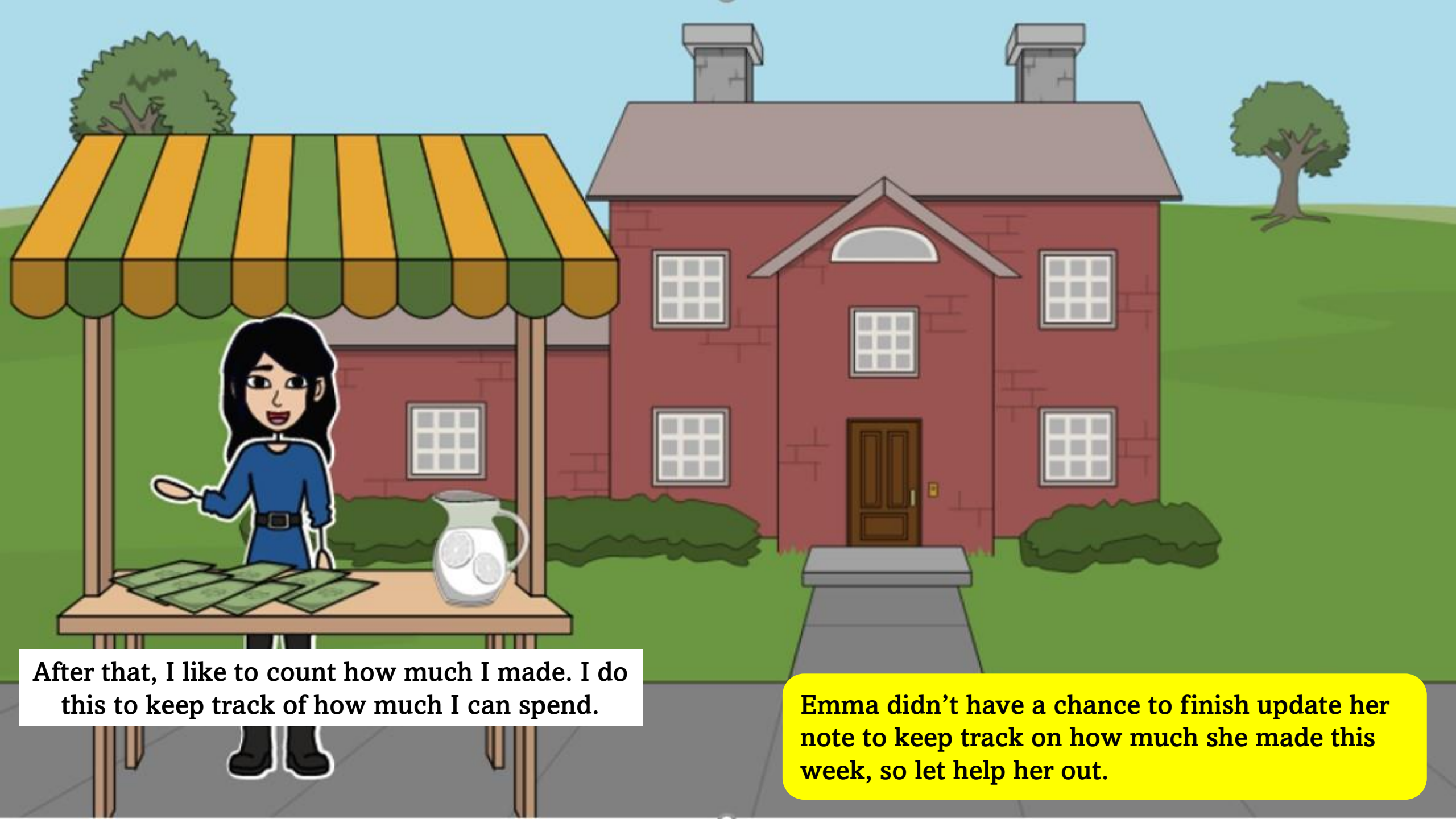
We would like two glasses, please.

Then, I would spend my afternoon selling the fresh lemonade I just made.



**There are some days where I am not able to sell all my lemonade, so I leave that portion in the refrigerator to keep for freshness.**





After that, I like to count how much I made. I do this to keep track of how much I can spend.

Emma didn't have a chance to finish update her note to keep track on how much she made this week, so let help her out.

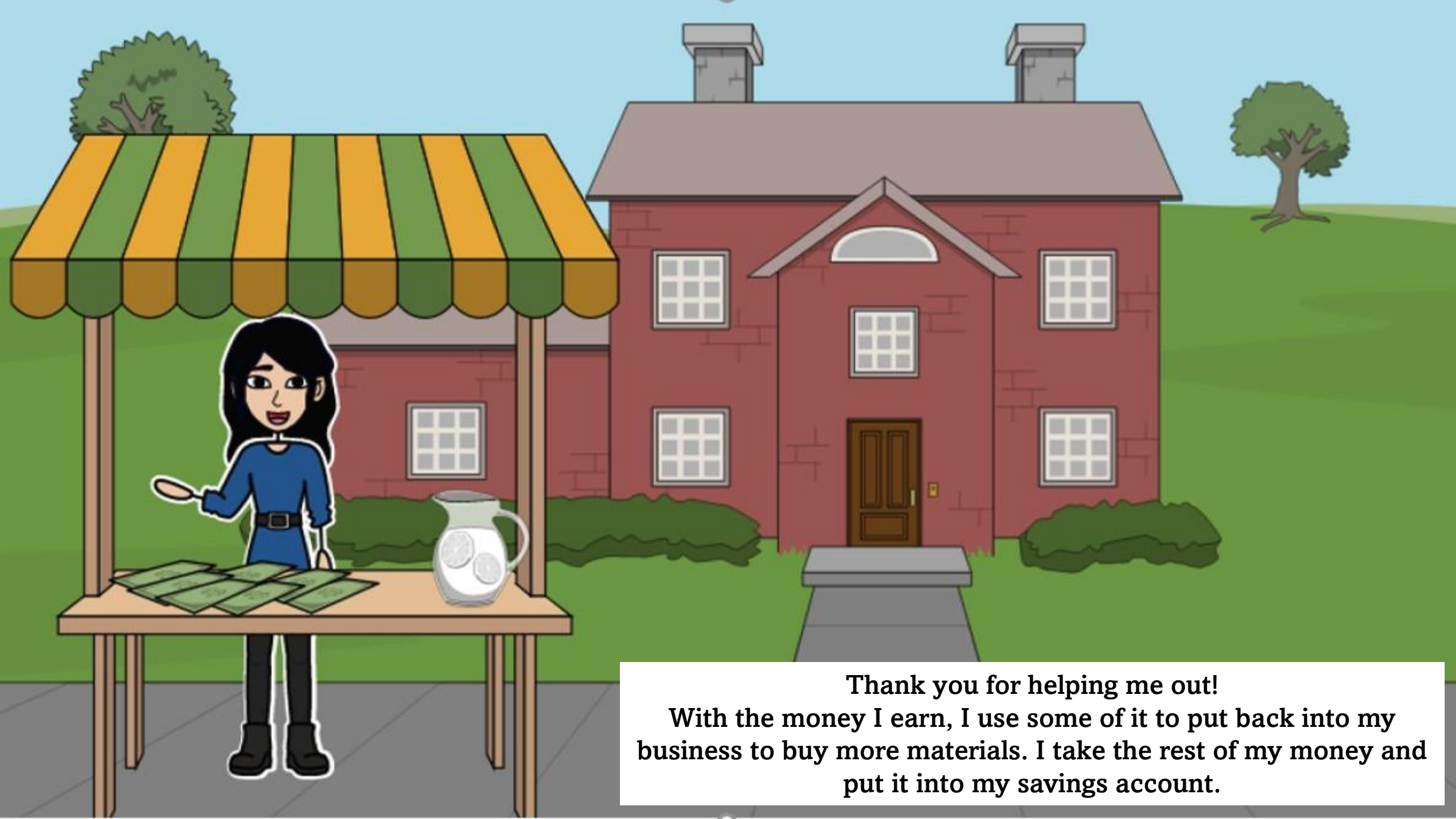
**Help Emma finish filling out this note.**  
**\*Remember Emma sells one glass for \$1.00.**

	Mon	Tue	Wed	Thu	Fri	
Total Customers	9	8	5	6	8	
	10	12	7	9	12	
	11	8	9	11	10	Total
Total Sales	?	?	?	?	?	?

**Help Emma finish filling out this note.**  
**\*Remember Emma sells one glass for \$1.00.**

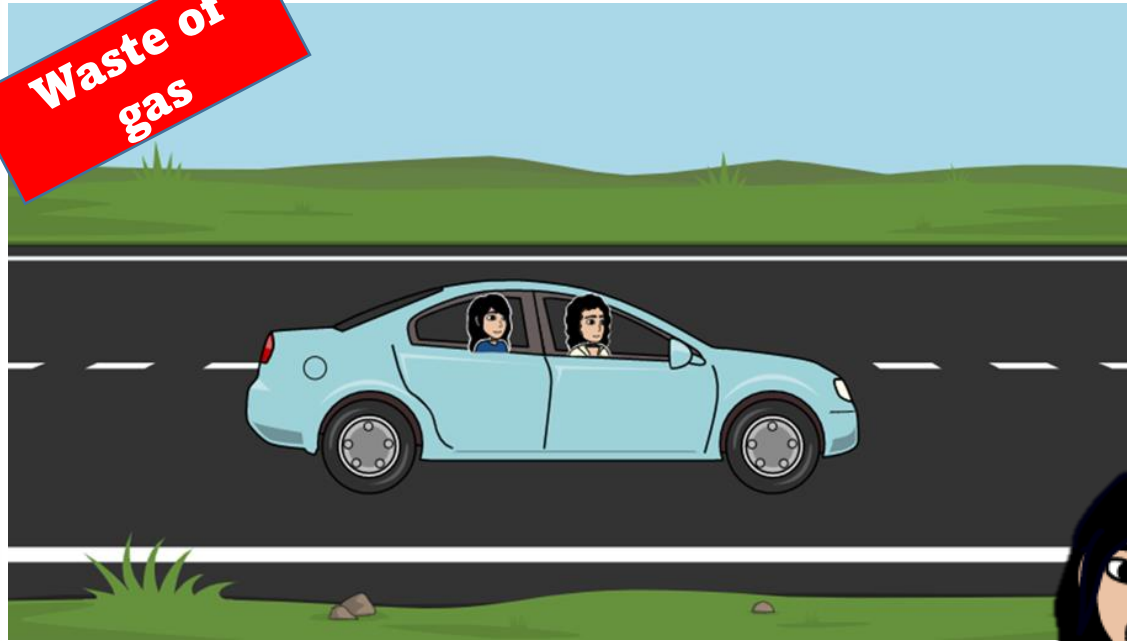
	Mon	Tue	Wed	Thu	Fri	
Total Customers	9 + 10 11	8 + 12 8	5 + 7 9	6 + 9 11	8 + 12 10	
						Total
Total Sales	\$30.00	\$28.00	\$21.00	\$26.00	\$30.00	\$135.00





**Thank you for helping me out!**  
**With the money I earn, I use some of it to put back into my business to buy more materials. I take the rest of my money and put it into my savings account.**

**Waste of  
gas**



**Waste of  
time**



When open your own business, you need to plan everything out. However, not every plan works, or is efficient.

For example, last time I made lemonade, I only bought 8 lemons. I ended up using all of those lemons in one day.



It was not only a waste of time going back and forth to the store, but it was also a waste of money on gas.

# Quality of an Entrepreneur

Emma demonstrates qualities that is great to have as an entrepreneur. She is willing to grow and learn from her mistakes and she is willing to try new things to make her business grow.

Emma's willingness to learn from her mistakes and eagerness to improve herself will make her a better business owner. Here are a few more great qualities to have as an entrepreneur:

Business Focus

Independent

Confidence

Knowledge - Seeker

Creative Thinker

Passion

Delegator

Relationship - Builder

Determination

Risk - Taker

**Do you think you have  
what it take to  
become an  
entrepreneur?**



Your turn to think, answer, and ask questions.

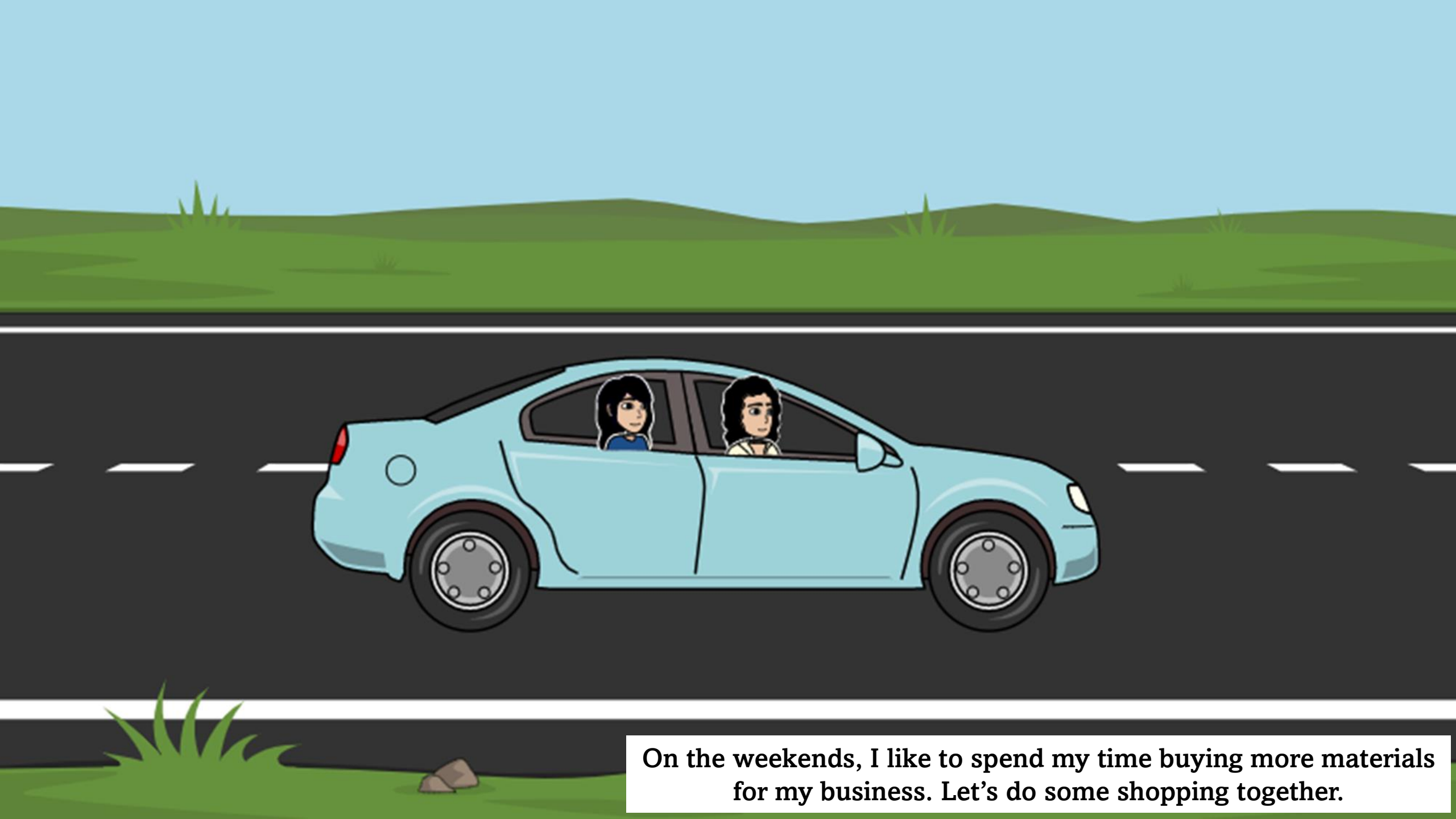
I think...

Can you  
explain how...


I wonder...

**What items would you  
need in your kitchen to  
help make the lemonade?**





On the weekends, I like to spend my time buying more materials for my business. Let's do some shopping together.



Do you know what all  
the materials you  
needed for your  
business?

Yes, I do, I need  
more lemons and  
sugar as well.



Your turn to think, answer, and ask questions.


I think...

Can you  
explain how...

I wonder...

**What are some of your  
qualities?**





The last time I didn't buy enough lemons. This time I am going to learn from my mistake.

\$2.00 for  
6 Lemons

\$5.00 for  
12 Lemons

Can you help me figure out how many lemons I should buy?

# Here is what I know:

I can make 1 pitcher of lemonade with 2 lemons





**Here is what I know:**

1 pitcher of lemonade fills 5 glasses



=



# Here is what I know:

I sell an average of 30 glasses of lemonade a day



Your turn to think, answer, and ask questions.

I think...

Can you  
explain how...

I wonder...

**This is what I need to figure out:**

**If I sell an average of 30 glasses  
of lemonade a day and 1  
pitcher fills 5 glasses, how  
many pitchers of lemonade do I  
need to make each day?**



## Answer:

30 glasses **divided by** 5 glasses (1 pitcher) = 6 pitchers



I will need to make 6 pitchers of lemonade each day



Your turn to think, answer, and ask questions.

I think...

Can you  
explain how...

I wonder...

**This is what I need to figure out:**

**If I need 6 pitchers of lemonade  
each day and I sell lemonade  
for 5 days, how many pitchers  
of lemonade do I need to make  
for all five days?**

# Answer:

6 pitchers each day **multiplied by** 5 days = 30 pitchers



Monday



Tuesday



Wednesday



Thursday



Friday

I will need 30 pitchers of lemonade for the five days

Your turn to think, answer, and ask questions.

I think...

Can you  
explain how...

I wonder...

**This is what I need to figure out:**

**If I need 30 pitchers of  
lemonade a week and it takes 2  
lemons to make 1 pitcher, how  
many lemons do I need to buy  
for the week?**






# Answer:

30 pitchers **multiplied by** 2 lemons each = 60 lemons



I 60 lemons to make 30 pitchers of lemonade





The last time I didn't buy enough lemons. This time I am going to learn from my mistake.

\$2.00 for  
6 Lemons

\$5.00 for  
12 Lemons

There are two price amounts for the lemons. Now that I have figured out how many lemons to buy, can you help me figure out which is the best deal for the lemons?

# Your turn to think, answer, and ask questions.

I think...

Can you  
explain how...

I wonder...

## Which is the best deal?

**PRICE**  
\$2.00 for  
6 Lemons

**PRICE**  
\$5.00 for  
12 Lemons



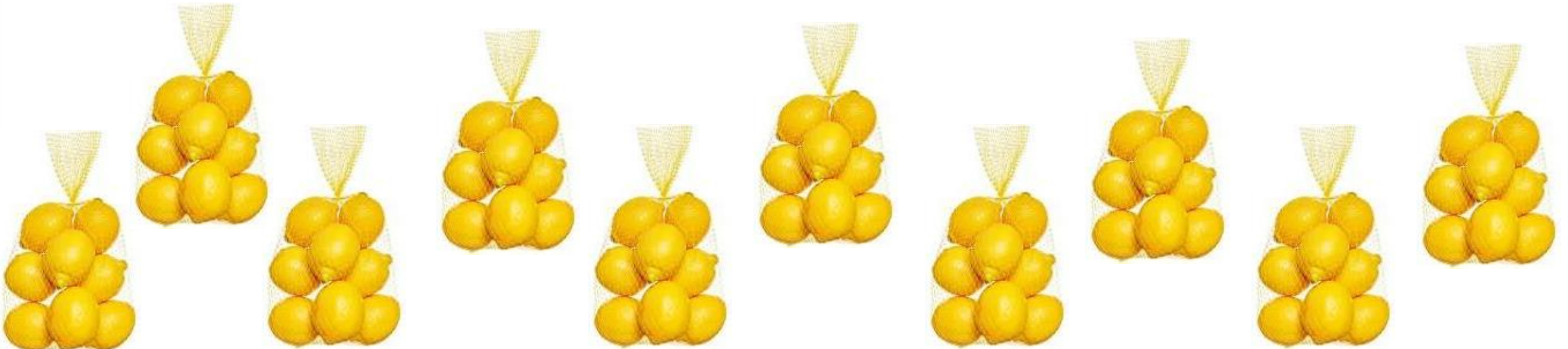


If the lemons are sold by the bag, how many bags do I need to buy to get 60 lemons?

**\$2.00 for 1 bag with 6 Lemons**

60 lemons **divided by** 6 (1 bag) = 10 Bags

I will need to buy 10 bags of lemons.



If the lemons are sold by the bag, how many bags do I need to buy to get 60 lemons?

**\$5.00 for 1 bag with 6 Lemons**

60 lemons **divided by** 12 (1 bag) = 6 Bags

I will need to buy 6 bags of lemons.





Your turn to think, answer, and ask questions.

I think...

Can you  
explain how...

I wonder...

**So, which one is the  
better deal?**

**PRICE**  
\$2.00 for  
6 Lemons

**PRICE**  
\$5.00 for  
12 Lemons

**Should I buy 10 bags?**

**OR**

**Should I buy 6 bags?**

## Answer:



10 bags of 6 lemons multiplied by \$2.00 = \$20.00



5 bags of 12 lemons multiplied by \$5.00 = \$25.00

Buying 10 bags of 6 lemons is the better deal.



Now we just need to buy  
1 bag of sugar. It costs  
\$1.99 for one bag.






Good to see you too!  
Yes, I did find  
everything I needed.

Good to see you  
again. Did you find  
everything you need?





That will be \$21.99 in total,  
will that be cash or credit?

I am going to use my debit card.  
I would also like to donate \$5.00  
for our local charity.

Thank you for your donation  
and have a nice day!

Thank you.



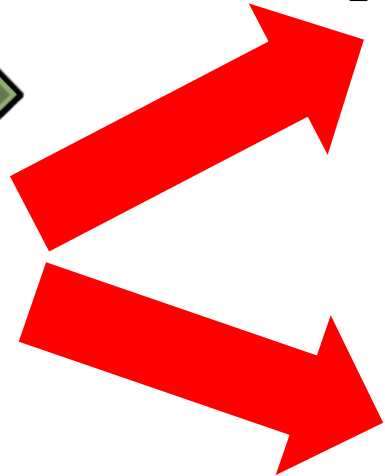
**Let's calculate how much money Emma spend this week.**



**She spent 21.99 for materials.**



**Emma made  
\$135.00 this  
week.**



**She donated \$5.00 to charity.**



**How much Emma  
have left?**

**Let's calculate how much money Emma spend this week.**

$$\text{\$135.00 (selling lemonade)} - \text{\$21.99 (materials)} = \text{\$113.01}$$

$$\text{\$113.01} - \text{\$5.00 (charity)} = \text{\$108.01 Profit}$$

**Now that Emma has figured out what her profit is, she will put the rest of the money in her savings account.**





I would like to show you a favorite product of mine. It is my cell phone. My cell phone is a great source for entertainment, but I use it much more for my business and convenience.



For example, I can use it to make bank transactions and track my bank accounts.  
It is not necessary for me to use gas money to go to the bank.



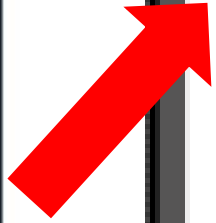
Emma

Balance:  
\$550.99

Deposit

Withdraw

View  
Transaction



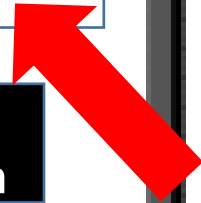
Emma

\$108.01

View Last  
Transaction

Deposit

Credit

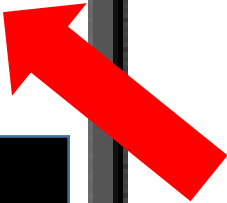


Emma

New Balance:  
\$659.00

Transaction  
Success!

View  
Transaction



With only a few simple clicks you can easily manage your own bank account through your phone.



I saving up my money because I want to buy a plane ticket to travel to Japan!  
One plane ticket cost \$800.00, so I am close to reaching my goal!



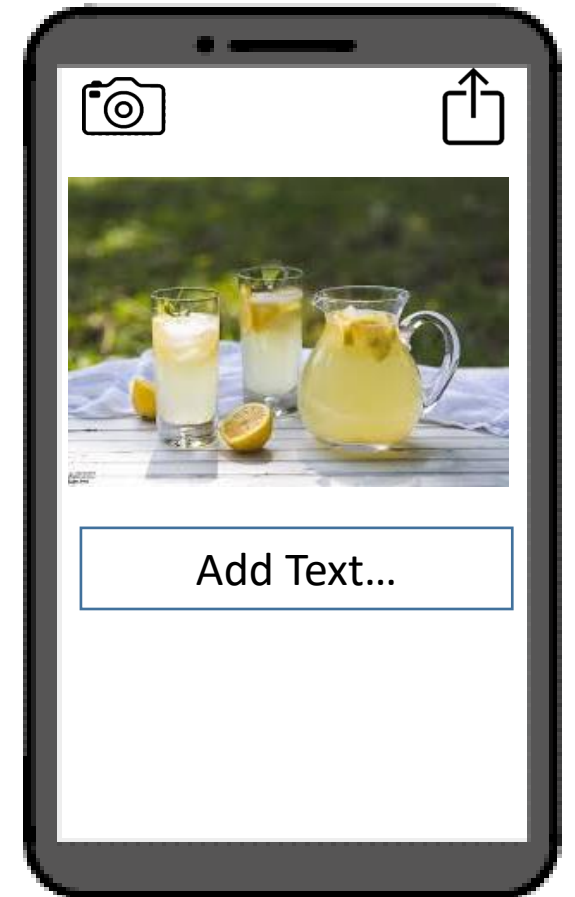
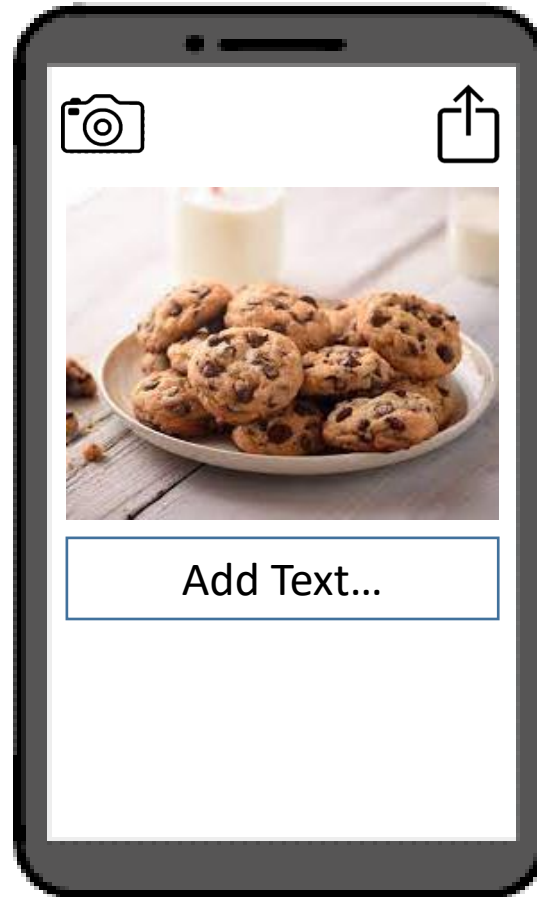
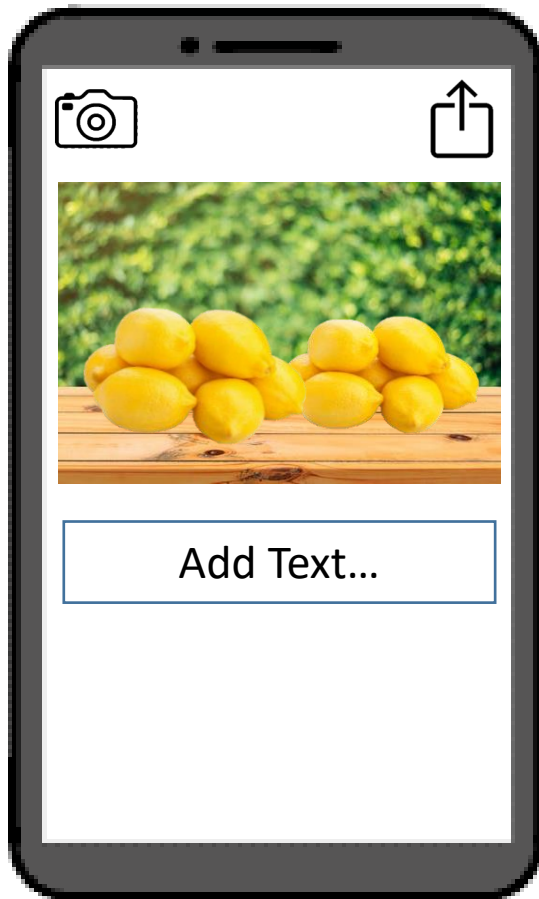


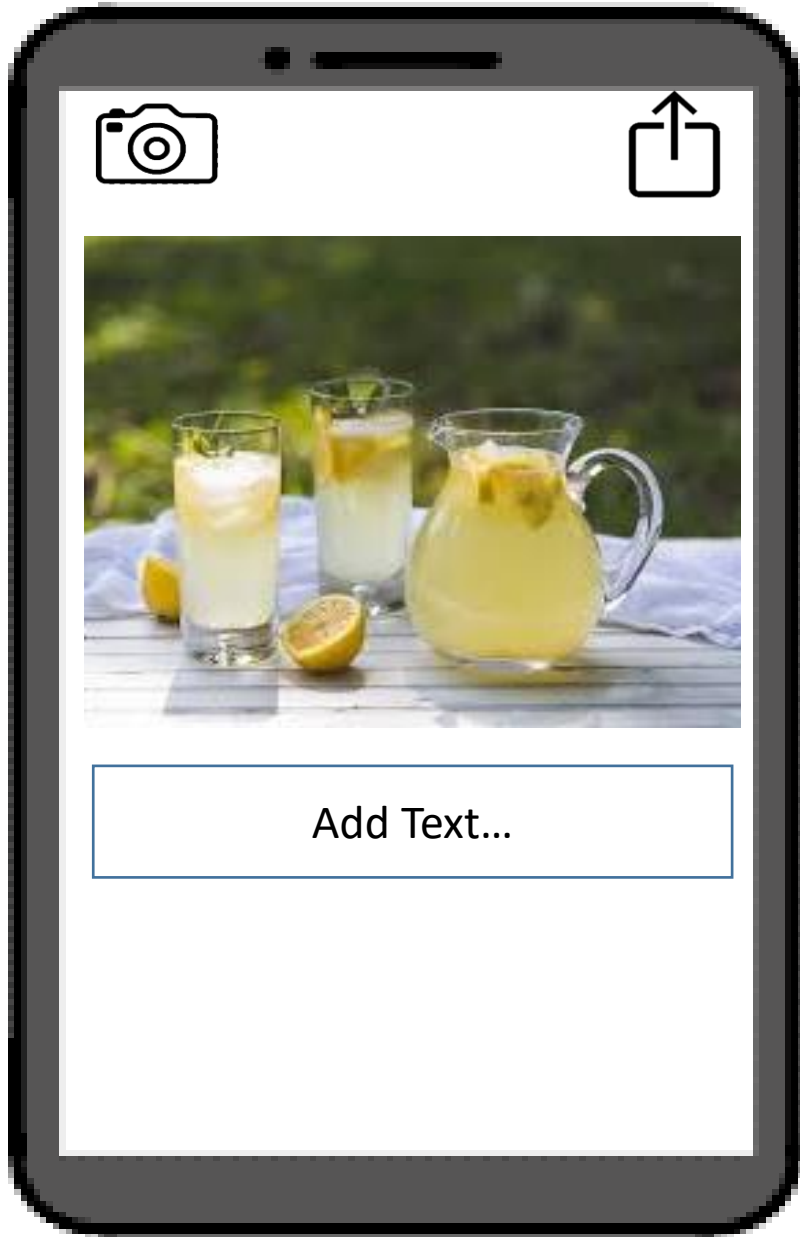
The cell phone is also a great resource to promote my business.  
For example, I use social media websites to promote business.

# Creating a Post

Help Emma create a post that tells people about her business.

Which picture below is the best fit to show what her lemonade stand has to offer?

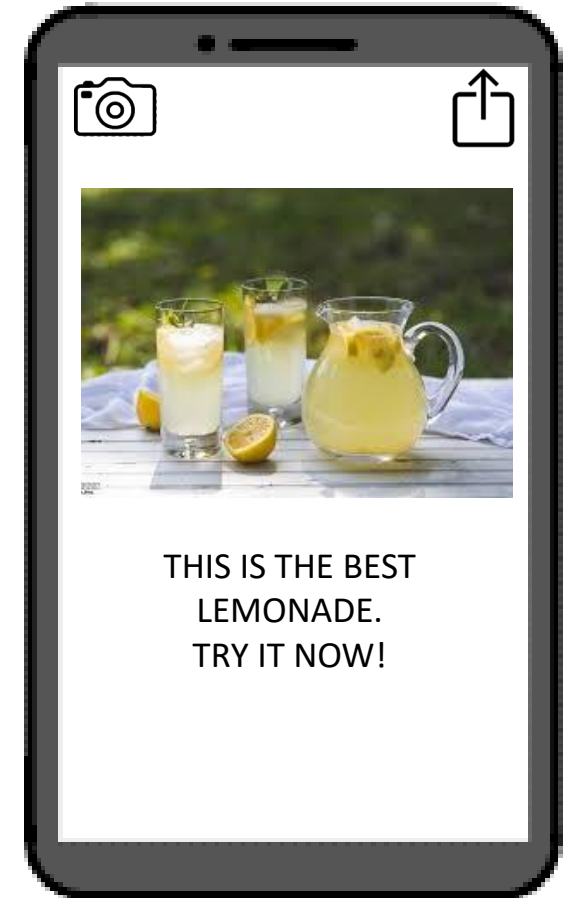
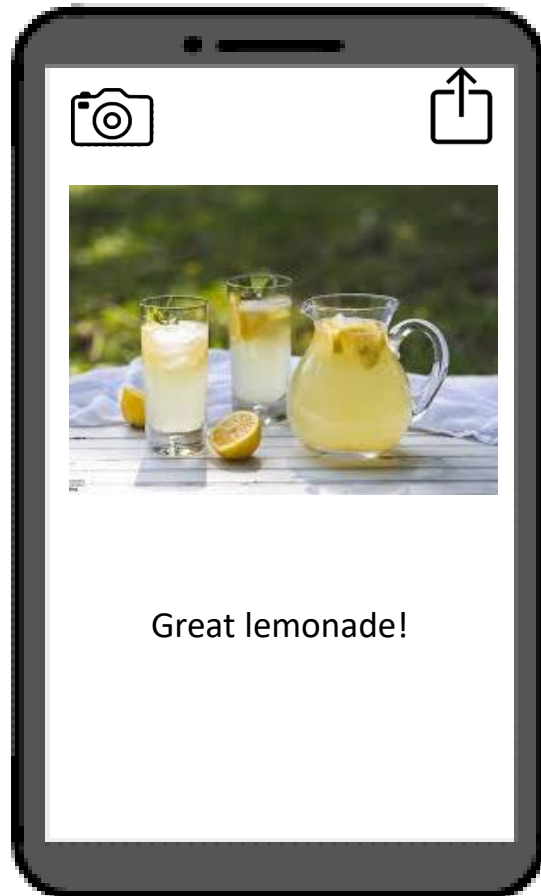




**Why do you think this picture  
best represents Emma's business?**

# Creating a Post

Now that we have an appropriate picture for her business, next pick a caption that fits her business.







**Special Deal!**

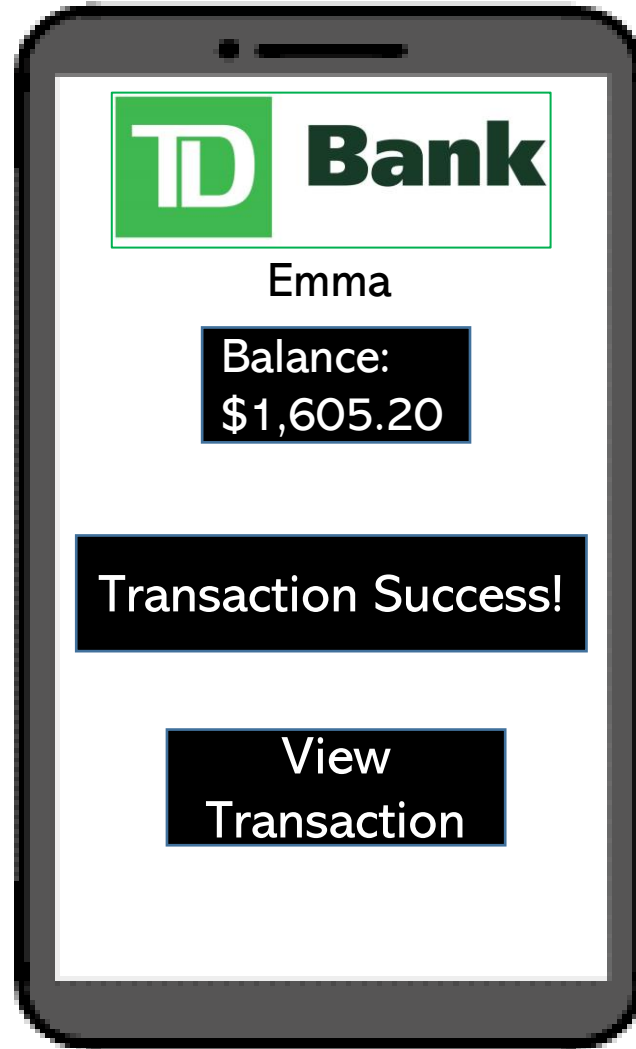
If you bring a friend, and buy more than one glass of lemonade, you get 5% off your purchase! Like and share this post and get 10% off your purchase.

**Why do you think this caption works best for Emma's business?**



I proofread everything I create for my business to make sure it is all correct. Then, I will post it on social media so the advertisement can help me reach more people.

# 1 Month Later...



Mom look... I'm so happy! I was able to save enough money to buy my own plane ticket to go to Japan, and still have some cash left to buy anything we might see there!

You did a great job Emma! I am excited and proud of you for reaching your goal! I know how hard you worked to make this happen.

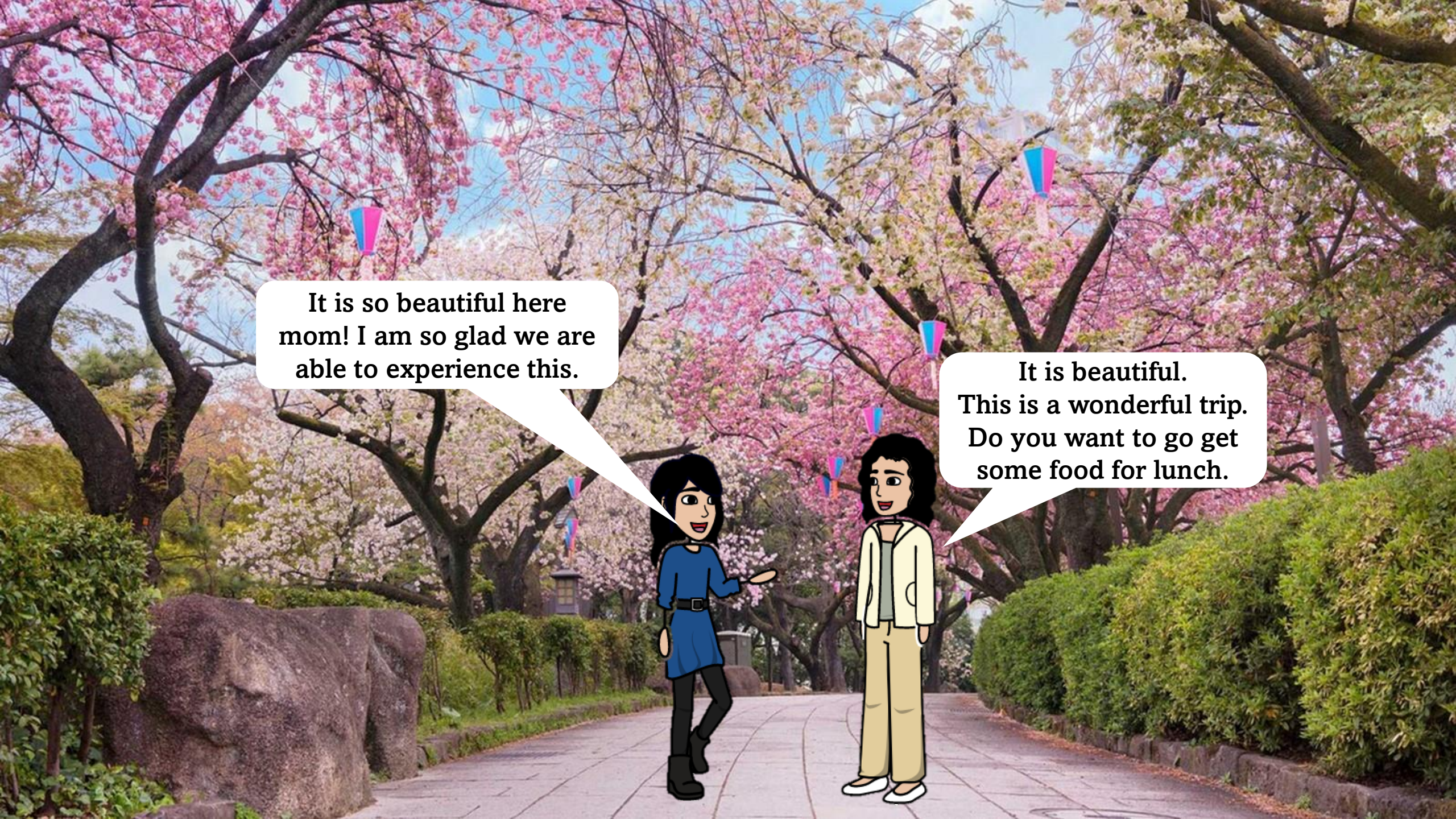






**This is the first trip that Emma paid for with her own money.  
Emma is so happy to be traveling with her mom to Japan.**

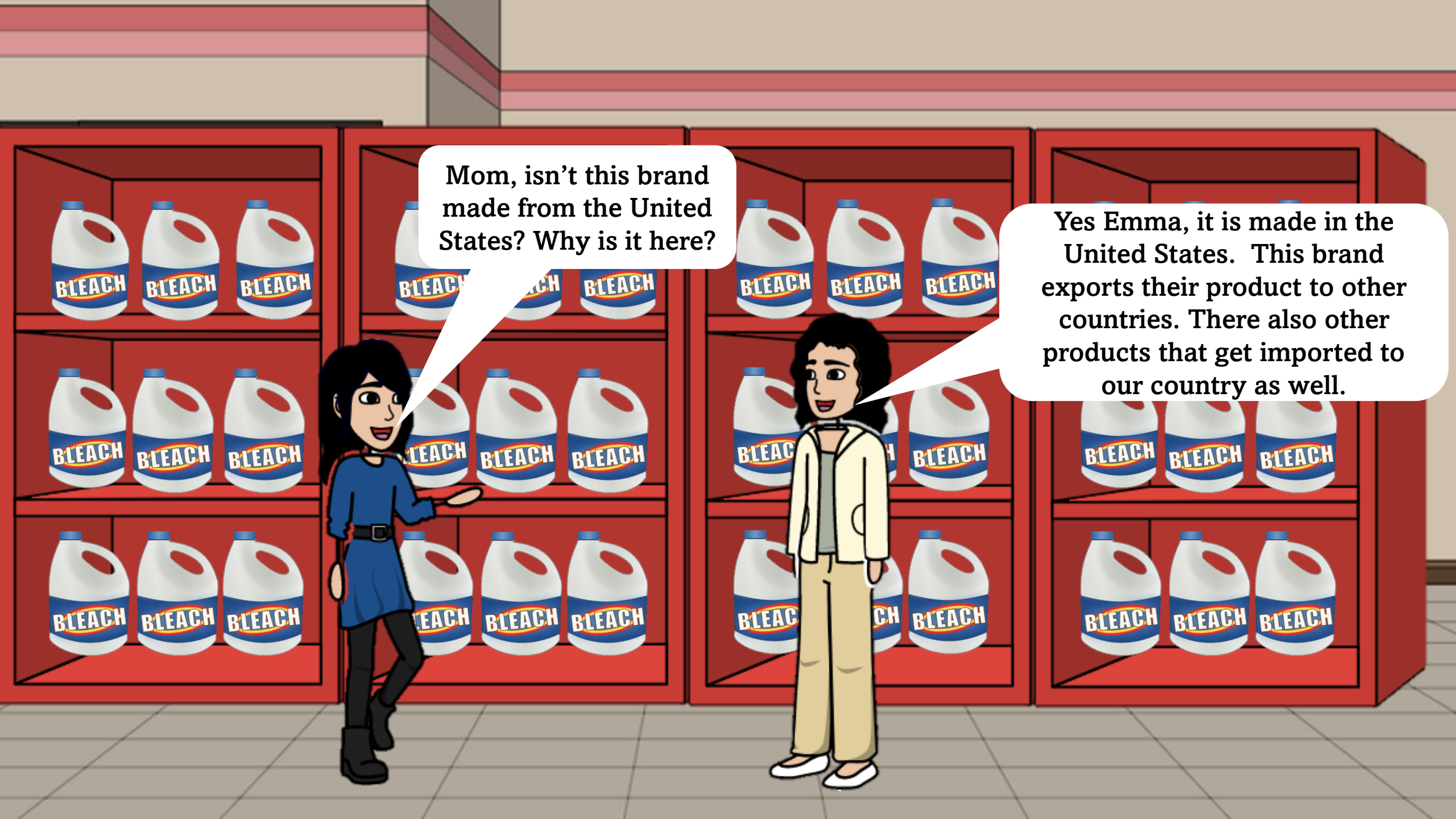




**It is so beautiful here  
mom! I am so glad we are  
able to experience this.**

**It is beautiful.  
This is a wonderful trip.  
Do you want to go get  
some food for lunch.**





Mom, isn't this brand made from the United States? Why is it here?

Yes Emma, it is made in the United States. This brand exports their product to other countries. There also other products that get imported to our country as well.

# Import and Export

**Import:** Products and/or services from foreign countries sells in home country



**Export:** Products and/or services from home country sells in foreign countries.





Your turn to think, answer, and ask questions.

I think...

Can you  
explain how...

I wonder...

**Have you traveled  
internationally?**

**Did you find any products  
from our country that you  
were surprised to find  
abroad?**



This look so good. Let's eat, mom.





Emma spend the rest of the week enjoying her time with her mother in Japan.



Your turn to think, answer, and ask questions.

I think...

Can you  
explain how...

I wonder...

**Tell us about a story when  
there was something you  
really wanted, and you earned  
enough money to buy it.**

**How did that process of saving  
and buying a special item  
make you feel?**

