

AGES
5-18



MY FIRST BUSINESS LAB™ • FOR FAMILIES

My First Business Lab at Home

A pretend market stall at the kitchen table: pick something to sell, count the cost, set a price, and decide what to do with what you earn.

🕒 20-40 minutes, once or twice 👥 One child, siblings or friends ✒️ Paper, pencil, coins or buttons

INSIDE THIS LESSON



How it works

p. 1



Little ones

p. 2



Older kids

p. 3



Talk about it

p. 4



How it works

For any grown-up

You don't need to know anything about business. Your child does the planning; you ask questions. It's all pretend: nothing gets bought or sold.

1. **Pick a stall.** Lemonade, cookies, bracelets, or anything your child would like to sell.
2. **Count the cost.** Before you can sell, you buy supplies. Use the price list on the next pages.
3. **Set a price.** What would someone really pay?
4. **Market day.** Pretend everything sells. Take away the cost of the supplies. What's left is the *profit*.
5. **Decide.** Save some, spend some, share some. Your child chooses, and explains why.

No printer? Draw a stall on any paper. Use coins, buttons or dried beans as money. Write the price list on a sticky note. That's everything you need.

Ages 5–8: use page 2 (one session, counting to 20). Ages 9 and up: page 3 (one or two sessions, real prices). Then page 4 for both.



Our lemonade stand needs:

Lemons: 4 coins · Sugar: 3 coins · Cups: 3 coins

1. Put 20 coins on the table. That's what you'll earn on market day.
2. Take away the coins for the supplies. How many are left?
3. Make three piles: **Save**, **Spend** and **Share**. There's no wrong answer. Ask: *"Why did you put that many there?"*

Draw your stall here

Older kids · ages 9+

Real prices

Pretend you'll sell 20 of something at a school fair. Here are the supplies:

For 20 cookies	Cost
Flour	\$3.00
Chocolate chips	\$3.50
Paper bags	\$1.50
Total	

Set a price. \$ each.

If all 20 sell: price $\times$ 20 – supplies = profit \$

Now it rains. Only 12 people come. The supplies are already bought. What's the profit now? \$

Teens: add a \$10 table fee that's paid no matter how many sell. How many cookies must you sell before you make any money?

Work it out here

Answers: supplies \$8.00. At \$1.00 each: \$12.00 profit with 20, \$4.00 with 12. With the \$10 table fee at \$1.00 each: costs are \$18.00, so you need 18 sales to break even, assuming the full \$8 of supplies is bought up front.

Talk about it

The best part

Pick one or two. The conversation is where the learning happens.

- *What was the hardest choice you made?*
- *What would you change if you did it again?*
- *Why do you think stores charge more than what things cost them to make?*
- *When it rained, why did you still have to pay for the supplies?*
- *Who would you share with, and why?*

Try it for real, someday? If your child wants to run a real stand later, plan it together and follow your neighborhood's and school's rules. This project is the practice round.

More free money activities for every age: wealthwisekids.org/teachers-lounge

Have fun at the market!

Milo Peregrine

and the WealthWise Kids™ Team



Milo's footprint