



# CURRENCY CAPTAINS



## Smart Money Habits: Yard Sale Success

A yard sale gives a huge bang for the buck when it comes to learning about money and making some cash. How else can you clean out your house, turn clutter into cash, AND learn valuable financial lessons? Yard sales do all that and more!

### Select Items to Sell

Though easier said than done, go through your closets, toy boxes, or even your garage and choose items ready for a second chance that you don't use anymore.



### Build Marketing Materials

Next, you can get a mini lesson in marketing by promoting the family yard sale around the neighborhood. Making good old fashioned signs or posting information online (all with parental supervision, of course), you can take the reins in spreading the news.



### Set Prices

Help determine prices of the items for sale and learn the power of promotions by offering discounts or two-for-one deals during the sale.



### Help Sort and Count the Cash

You can handle money from customers - sort bills and coins, give change, and count profits.



### Allocate earnings

After all that hard work, it's only fair that you get to help decide on what to do with the yard sale profits. Should your family spend, save, or give the yard sale funds?



### Reflect on the Process

Finally, when the last customers have gone, the profits have been counted and the remaining items donated to a worthy cause, take some time as a family to reflect on the process. What went well? What could the family have done better to improve the outcome?



Outside of its obvious nostalgia, a yard sale is a powerful lesson in financial literacy. It teaches you how to start a project and follow through, to price items to sell, collect and handle money, and spend, save, or give profits in keeping with the family's budget.

# Pricing right



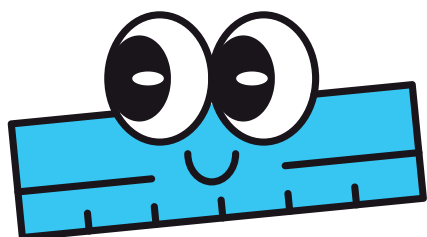
"BUT WHY IS NOBODY BUYING?"

## Talking Points:

- If you could advise these kids, what would you tell them?
- Are things generally more expensive or less expensive at a yard sale compared to a store? Why?
- Does the price of an item depend on what it's worth to the buyer or what it's worth to the seller?

## Joke of the day:

Where can you buy a ruler that is three feet long?



Answer: A yard sale!

## Summer Job

Ashley is deciding between two summer jobs. One of them is at Scoops, where a few of her friends are working, and another one is at her dad's office. The Scoops job is paying \$9 an hour and Ashley will need to work 20 hours each week. The office job is offering her \$11 an hour and she will need to work 25 hours each week.

Can you help Ashley decide which job to take?

**1. If Ashley works for eight weeks at Scoops this summer, how much money will she earn in total (before taxes)?**

- a) \$1,250
- b) \$1,400
- c) \$1,440
- d) \$144



**2. If Ashley works for eight weeks at the office job, how much money will she earn in total (before taxes)?**

- a) \$2,200
- b) \$2,000
- c) \$1,800
- d) \$2,500



**3. The job at Scoops is offering all its employees \$3 worth of free ice cream for each day of work. If Ashley works at Scoops for 20 days a month, how much ice cream benefits will she be eligible to receive over that time?**

- a) \$50
- b) \$60
- c) \$40
- d) \$65



**Thinking Cap:** Do you think Ashley should take the office job or the job at Scoops? Explain your answer.

Bring this finished worksheet into the credit union for 1 Kid's Cash! When you collect 5 Kid's Cash you can pick a prize from our treasure chest. (ages 0 to 12)



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