

YOUR LEMONADE STAND

Run your first real business this weekend. Earn your first patch.



This business belongs to _____

PLAN

>

ACT

>

TALLY

>

COUNT

>

HAND BACK

AGES 6-12 • 24 PAGES • PRINT AT HOME • EARNYOURPATCH.COM

How to use this kit

Ten minutes of reading for you, one weekend of business for your kid. Here is how the pack works.

Print it plain

Every page is white with outline art, so grayscale and draft mode look great and your ink lasts. Color is your kid's job, not your printer's.

Cardstock, if you have it

Optional, but the stand signs (pages 13 to 17) and the patch page (page 21) hold up better on heavier paper.

Pencils down, crayons up

Fill-in lines are sized for young hands. Let the handwriting be wobbly. Wobbly sells lemonade.

THE PATCH METHOD • ONE LOOP, FIVE STEPS



Plan

Name it, scout it, price it, predict it.

>



Act

Open day. Real customers, real money.

>



Tally

Mark every single cup as it sells.

>



Count

Count the cash, check the prediction.

>



Hand back

Repay the loan, then split the profit.

----- THEN PICK YOUR NEXT BUSINESS AND LOOP AGAIN -----



ADULT STEP

The supervision legend

Wherever you see this badge, that step belongs to a grown-up: knives, hot water, and any moment involving money and strangers. Everything else is safe for the boss to run. The full safety notes for parents are on page 5.



Hi, I'm Patch! I pop up when there's a boss tip worth knowing.

WHAT'S IN THE PACK

KIT 01 • 24 PAGES

COVER + THIS PAGE	1-2
PARENT PLAYBOOK	3-5
KID WORKBOOK	6-11
SUPPLY SCOUT	12
STAND SIGNS + TAGS	13-17
SALES TALLY	18
JARS + IOU	19-20
PATCH + CERTIFICATE	21-22
PARENT PREP • BACK	23-24

ONE WEEKEND GO!

The weekend at a glance

Total parent effort: about 45 minutes of prep plus a supervised morning. Your kid does the work. You hold the coffee and the safety brief.

Plan night		ONE WEEK BEFORE (OR THURSDAY)
YOUR KID DOES	YOU DO	
- Names the stand and draws the logo (page 6) - Fills in the Supply Scout price hunt (page 12) - Sets the price and makes a prediction (pages 8 and 9)	- Pick the date and check the weekend forecast - Approve the spot: your yard or driveway is ideal - Set up the investor loan and sign the IOU together (page 20)	
Prep day		THE DAY BEFORE
YOUR KID DOES	YOU DO	
- Shops the list with you, paying attention to prices - Runs the Recipe Lab taste test (page 7) - Colors the signs, cuts the tags, practices the pitch (pages 10, 13 to 17)	- Drive the two shopping trips: grocery, then dollar store ✓ ADULT STEP Handle all knife work and hot water for the taste test - Play the customer in pitch practice, twice	
Open day		SATURDAY, 9:00 TO 11:30 AM
YOUR KID DOES	YOU DO	
- Mixes the batches from the winning recipe - Sets up the stand, signs, and cash pouch with a float - Greets, pours, takes money, and tallies every cup (page 18)	✓ ADULT STEP Juice the lemons, buy the ice that morning - Stay visibly present the whole time, within a few steps - After closing: run the payout ritual (next page)	



Patch says: a \$10 float in ones and quarters means the first \$5 bill never causes a panic.

The money lesson script

The stand teaches selling on its own. The money lesson happens in two scripted moments: the loan before, and the payout after. Do not skip either.

Moment one: the investor loan

Before shopping, count the supply money into your kid's hand, out loud, and say some version of this:

"This is not a gift. It is an investment from your investor, that's me. You pay it back from your first sales, before any profit, and everything after that is yours. Deal?"

Then sign the IOU on page 20 together, both signatures, with the amount filled in. Treat it like a real contract, because to your kid it is one.

Moment two: the payout ritual

After closing, at the kitchen table, in this exact order:

- 1

Count the revenue. All of it, out loud, coins in stacks. Write the total on page 11.
- 2

Repay the loan. Count the loan amount back into your hand and stamp the IOU box: PAID. Shake hands.
- 3

Split the profit. What remains goes into the Spend, Save, and Share jars using page 19.

EXAMPLE PAYOUT	
REVENUE: 28 CUPS x \$1.50	\$42.00
REPAY INVESTOR LOAN	-\$22.00

PROFIT	\$20.00
SPEND \$10 • SAVE \$6 • SHARE \$4	50/30/20

Five questions to ask afterward

Over the counting, or at dinner. Ask, then let the silence work.

1. "Which cup actually made you money?"

Walk them to break-even: every cup up to about 15 paid back the loan. Cup 16 was the first profit.
2. "If you ran it again tomorrow, what price would you pick?"

There is no right answer. You are teaching that price is a decision, not a fact.
3. "What surprised you about the customers?"

Kids notice everything. This turns observations into market research.
4. "What will you do with your Share jar?"

Let them pick the cause. Generosity chosen beats generosity assigned.
5. "What business should we run next?"

The sash on page 21 has five empty slots. Momentum is the whole point.

Safety and troubleshooting

Nothing here is alarming. It is a lemonade stand. But the five minutes you spend on this page is what makes the whole weekend relaxed.

ADULT STEP

Yours, always

- **Knives and juicing.** You cut, they squeeze the press or stir.
- **Hot water.** Dissolving sugar goes faster in hot water. That kettle is yours.
- **Strangers plus money.** Your kid talks and sells. You stay within a few steps, always visible, and step in for anything that feels off.
- **The street.** Set the table a full body length back from the curb. No chasing runaway cups into the road.
- **Sun.** Hat, sunscreen, and a water cup for the boss. Sellers forget to drink.

The weather call

- Check the forecast the night before. Cooler than about 18°C / 65°F, or rainy: postpone. Lemonade keeps 48 hours in the fridge.
- A hot morning can double sales. If a heat wave lands on your weekend, you have hit the lemonade jackpot. Sell early, close before the worst heat.

Shy kid? Normal kid.

- Let them practice the pitch card (page 10) on family until it is boring.
- Arrange the first customer: a neighbor they already know buys cup one.
- Offer a starter job: they pour and take money, you greet. Most kids take over the greeting by cup ten.

Leftover lemonade

- Fridge it: good for two days. Tomorrow's free refills for the crew.
- Freeze it into ice pops: next weekend's product line.
- Deliver a free cup to two neighbors with a "thanks for having us" from the boss. That is called marketing.

When to close early

- Sold out. Best possible problem. Count the money while morale is high.
- Attention gone. Two hours is a long shift for a small boss. End on a sale, not on a meltdown.
- Weather turns, or anything makes you uneasy. The stand can always reopen. Say "reopening soon" and mean it.



Patch says: the goal is not a perfect stand. The goal is a kid who wants to run the next one.

My Big Plan

Every business starts with a name and a plan. You're the boss. Start here.

WRITE YOUR STAND'S NAME IN THE BANNER. BIG LETTERS.

Draw your logo

LOGO LAB

Pick your day

Opening day: _____

Saturday morning is the classic. Ask your grown-up to check the weather.

Who's on your crew?

NAME	JOB

Jobs: pourer, money keeper, sign waver, cheerer. Bosses share the work.



Patch says: names sell! "Maya's Rocket Lemonade" beats plain "Lemonade" every time.

My Recipe Lab

Great stands sell great lemonade. You're about to find your perfect recipe, like a scientist.

THE BASE RECIPE

ONE BATCH • FILLS A PITCHER

LEMONS, JUICED	4
SUGAR	1 CUP
COLD WATER	6 CUPS

MAKES ABOUT 8 CUPS

Three batches is about 30 cups once the ice is in. That's a full morning of selling.

✓ ADULT STEP

Cutting lemons is knife work and dissolving sugar works best in hot water. Both jobs belong to your grown-up. Your jobs: squeeze, stir, measure, and taste.

The taste test: change ONE thing

Scientists change one thing at a time. Yours is sugar. Make three small sample cups: 1 squeezed lemon + 1½ cups water each, then stir in the sugar below. Sip. Rate. Pick a winner.



CUP A

1 TABLESPOON SUGAR



COLOR THE STARS IT EARNS



CUP B

2 TABLESPOONS SUGAR



COLOR THE STARS IT EARNS



CUP C

3 TABLESPOONS SUGAR



COLOR THE STARS IT EARNS

My winning cup is _____ so my batch gets _____

Cup A = ½ cup sugar per batch. Cup B = 1 cup. Cup C = 1½ cups.



Patch says: let your crew vote too.
Customers don't all taste like you!

My Price

You're the boss. You set the price. First find out what one cup costs YOU, then decide what it costs THEM.

What does one cup cost me?

MY SUPPLIES COST (PAGE 12)		CUPS I CAN MAKE		COST PER CUP
\$	÷		=	\$

Hint: three batches make about 30 cups. If your supplies cost \$22, one cup costs about 75 cents. Ask your grown-up to check your math.

Circle your price



Your price must be BIGGER than your cost per cup. That difference is your profit on every cup.

MY PRICE		COST PER CUP		PROFIT PER CUP
\$	-	\$	=	\$

Flip it around: it's a hot day and YOU are the customer. What would YOU pay for an ice-cold cup?

I would pay _____



Patch says: \$1.50 splits the difference. Easy change, fair deal, good profit.

My Prediction

Real scientists guess FIRST, then test. Write your guess in ink. Brave bosses commit.

THE BIG GUESS

How many cups will you sell?

If I'm right, here's my money

CUPS I'LL SELL		×	MY PRICE (PAGE 8)	=	PREDICTED MONEY IN
			\$		\$
PREDICTED MONEY IN		-	MY INVESTOR LOAN (PAGE 20)	=	PREDICTED PROFIT
\$			\$		\$

WORKED EXAMPLE • A STAND LIKE YOURS	
PREDICTION: 30 CUPS x \$1.50	\$45.00
REPAY INVESTOR LOAN	-\$22.00
PREDICTED PROFIT	\$23.00

Lock it in. After closing day, you'll compare this guess with what REALLY happened on page 11.



Patch says: my prediction? You'll beat your prediction.

My Pitch

A pitch is what you say when a customer walks up. Three sentences. You've got this.

Sentence 1 • Say hi and who you are

"Hi! I'm _____ and this is my stand."

Sentence 2 • Say what makes it special

"We _____ today."

Ideas: squeezed it fresh • taste-tested three recipes • made it extra icy

Sentence 3 • Ask for the sale

"It's \$ _____ a cup. Would you like one?"



Patch says: smile, look at their eyes, and ASK. Asking is the whole secret.



CUT OUT • PRACTICE CARD

Pitch practice card

Hand this card to your grown-up. They play a customer. You run your three sentences. Play it three times, one for each customer below.

Boss rule: mess it up, laugh, go again. That IS the practice.

☐

The Speedy One is in a hurry. Keep it quick, count change fast.

☐

The Chatty One asks questions. What's in it? Who made it?

☐

The Maybe One says "hmm, not sure." Tell them what's special, ask once more, and let them go with a smile if it's still no.

How It Went

The stand is closed. The money is counted. Time for the boss report.

I PREDICTED (PAGE 9)

CUPS

MONEY IN

\$

PROFIT

\$

VS

WHAT REALLY HAPPENED

CUPS SOLD (PAGE 18)

MONEY IN

\$

PROFIT

\$

The best moment was...

Next time I would...

Customer count

People who stopped: _____

Weather that day (circle it)



Patch says: beat your guess or learned something? Either way, you earned that patch. Page 21!

The Great Price Hunt

Before you spend a cent, find out what things cost. Hunt prices in the store, in an ad, or ask your grown-up to help you look online. **ADULT STEP** Shopping trips are a two-person job.

WHAT WE NEED	WHERE TO BUY IT	PRICE I FOUND	WHO BUYS IT
Lemons bag of 12			
Sugar 1 bag			
Ice buy it opening morning			
Paper cups about 40			
Pitchers 2			
Poster board 2 sheets			
Markers			
Cash pouch			

Borrow from home, pay \$0:

☐ Table ☐ Chair ☐ Cooler ☐ Ladle ☐ Tape

Borrowing is a real business move. It keeps your costs down and your profit up.



Patch says: add up your PRICE I FOUND column. That number is your loan, and your mission to earn back.

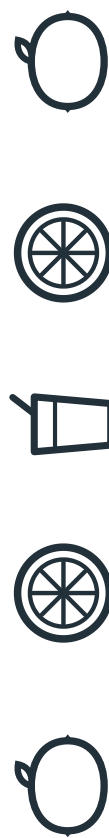
MY TOTAL SUPPLY COST \$ _____

COPY THIS NUMBER TO PAGE 8 (MY PRICE) →

STAND SIGNS • S1

COLOR THE LETTERS • TAPE IT UP HIGH AND FLAT

LEMONADE



BIG. BOLD. READABLE FROM A MOVING CAR. THAT'S THE JOB.



's

LEMONADE
STAND

WRITE YOUR NAME ON THE LINE. HUGE LETTERS. GO.

LEMONADE

\$ _____

WRITE YOUR PRICE BIG

TODAY'S MENU

SMALL **LARGE**

\$ _____ **\$** _____

TWO SIZES, TWO PRICES



**FRESH SQUEEZED
TODAY**



ICE COLD

SAY IT LOUD ON A HOT DAY

MAKE YOUR OWN

YOUR IDEA HERE. SURPRISE US.



 CUT ME OUT

OPEN

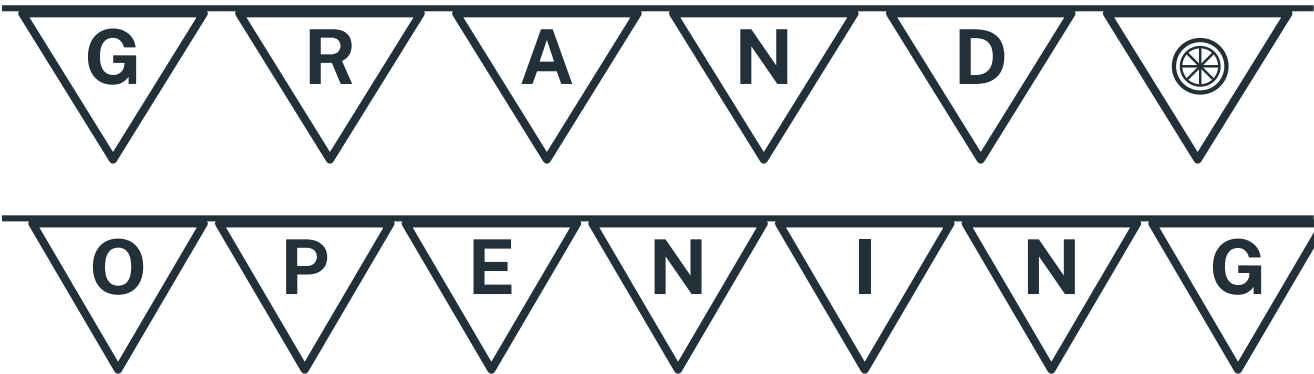
COME GET THE GOOD STUFF

FOLD HERE

THE BOSS IS COUNTING THE MONEY

CLOSED

 GRAND OPENING PENNANTS • CUT, COLOR, TAPE TO STRING



Every cup counts

Color a cup the moment you sell it. No cup left behind: this page becomes your money math tonight.



MY BREAK-EVEN CUP IS #_____

Get it from page 8. When you pass that cup, color this star: every cup after it is pure profit.



Patch says: count your float twice before you open!

1 	2 	3 	4 	5 	CUPS SO FAR _____
6 	7 	8 	9 	10 	CUPS SO FAR _____
11 	12 	13 	14 	15 	CUPS SO FAR _____
16 	17 	18 	19 	20 	CUPS SO FAR _____
21 	22 	23 	24 	25 	CUPS SO FAR _____
26 	27 	28 	29 	30 	CUPS SO FAR _____
31 	32 	33 	34 	35 	CUPS SO FAR _____
36 	37 	38 	39 	40 	CUPS SO FAR _____

CUPS SOLD TODAY _____

COPY TO PAGE 11 (HOW IT WENT) →

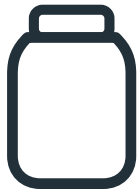


TIP JAR TALLY

Where does the profit go?

Profit is the money left AFTER you repay your investor. Cut out these three labels, tape them to jars, and give every coin a home.

 CUT



SPEND

FUN, NOW. YOU EARNED IT.

 CUT



SAVE

FOR THE NEXT BIG THING.

 CUT



SHARE

MAKE SOMEONE'S DAY.

The split calculator



The 50/30/20 split is a suggestion, not a law. Your family can pick different numbers. The rule that never changes: every jar gets SOMETHING.

EXAMPLE • \$20 PROFIT	
SPEND	\$10.00
SAVE	\$6.00
SHARE	\$4.00
EVERY COIN HAS A JOB	\$20.00



Patch says: investor paid back first, ALWAYS. Then the jars. That's boss law.

EARN YOUR PATCH • OFFICIAL PAPERWORK

INVESTOR LOAN IOU

KIT 01 • ONE STAND • ONE PROMISE

I, _____ (the boss), borrowed \$ _____ from
my investor, _____, to start my lemonade stand. I
promise to repay every cent from my first sales, before I touch one
coin of profit.



This is startup money from an investor, not a debt to worry about. There is no interest. Paying it back first, before profit, is exactly what real businesses do.



Patch says: real bosses shake hands after signing. Firm grip, look 'em in the eye.

SIGNED • THE BOSS

SIGNED • THE INVESTOR

DATE

You earned this. Make it yours.

Color your patch, cut along the dashed circle, and pin it up proud. Cardstock makes it last. Tape, glue, or a safety pin (that's a grown-up's call) gets it on your shirt, backpack, or sash.



STITCH RING • LEMON EMBLEM • YOUR COLORS. MAKE IT LOUD.

CUT OUT • KEEP ME SOMEWHERE SAFE

MY PATCH SASH

SIX BUSINESSES • SIX PATCHES



01 LEMONADE BOSS
EARNED!



02 FIZZ CHEMIST



03 TOP DOG BAKER



04 WASH CAPTAIN



05 GREEN THUMB



06 STUDIO STAR

EARN YOUR PATCH · OFFICIAL DOCUMENT

CERTIFICATE OF FIRST PROFIT

KIT 01 · LEMONADE STAND · LEMONADE BOSS

This certifies that

NAME OF THE BOSS

ran a real lemonade stand, completed all five PATCH steps,
and earned a real profit of

\$

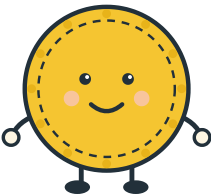
PLAN

ACT

TALLY

COUNT

HAND BACK



THE BOSS

DATE

THE PROUD INVESTOR

The setup shopping list

One grocery trip, one dollar store trip, and a few things you already own. About \$22 all in. This is your grown-up quick reference. Your kid still runs the real price hunt on the Supply Scout, page 12, which is where the money lesson lives.

Grocery runTHE EASY PART

☐ Lemons bag of about 12~\$6

☐ Sugar one bag~\$3

☐ Ice buy it the morning of~\$3

Dollar store runTHE HARDWARE

☐ Paper cups about 40, 2 packs~\$2.50

☐ Pitchers 2, plastic is fine~\$2.50

☐ Poster board 2 sheets, for signs~\$2.50

☐ Thick markers~\$1.25

☐ Cash pouch or small box for the float~\$1.25

Borrow from homePAY \$0

☐ Table\$0

☐ Chair\$0

☐ Cooler keeps the ice\$0

☐ Ladle or big spoon\$0

☐ Tape for the signs\$0

☐ Tray or jug\$0

ADULT STEP

The dollar store is your friend

Everyone knows the lemons. The bit parents ask about is the gear: cups, pitchers, poster board, markers, and a cash box are all at the dollar store for about a dollar each. One trip covers the whole stand.

SETUP COST

GROCERY RUN~\$12

DOLLAR STORE RUN~\$10

BORROWED FROM HOME\$0

TOTAL TO START~\$22



Patch says: prices near you will be a little different. That is the whole point of the price hunt on page 12.

The launch checklist

Tick it off as you go. The whole business fits in one weekend, and every step points to the page that walks your kid through it.

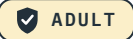
Plan first ONE WEEK BEFORE, OR A FEW DAYS

- ☐ Pick the date and check the weekend forecast
- ☐ Kid names the stand and draws the logo p.6
- ☐ Kid runs the Supply Scout price hunt p.12
- ☐ Set the price and make a prediction p.8-9
- ☐ Sign the Investor Loan IOU together p.20

Prep day THE DAY BEFORE

- ☐ Two shopping trips: grocery, then dollar store
- ☐ Run the Recipe Lab taste test p.7
- ☐ Color signs, cut tags, practice the pitch p.10,13-17
- ☐ Make a \$10 float in ones and quarters

Open day SATURDAY MORNING

- ☐ Buy the ice this morning so it survives
- ☐  ADULT Juice lemons, handle knives and hot water
- ☐ Set up table, signs, cash pouch, tally sheet
- ☐ Sell! Tally every single cup p.18

Payout ritual AFTER CLOSING

- ☐ Count the cash together, out loud
- ☐ Repay the investor, stamp the IOU PAID p.20
- ☐ Split profit into Spend, Save, Share p.19
- ☐ Fill How It Went and the certificate p.11,22
- ☐ Earn the patch! p.21



Patch says: tape this checklist to the fridge. Ticking the last box feels almost as good as the first sale.