

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.