

Calling All Kid and Teen  
Entrepreneurs!

# ODV CRAFTY KIDS' COLLECTIONS SALE

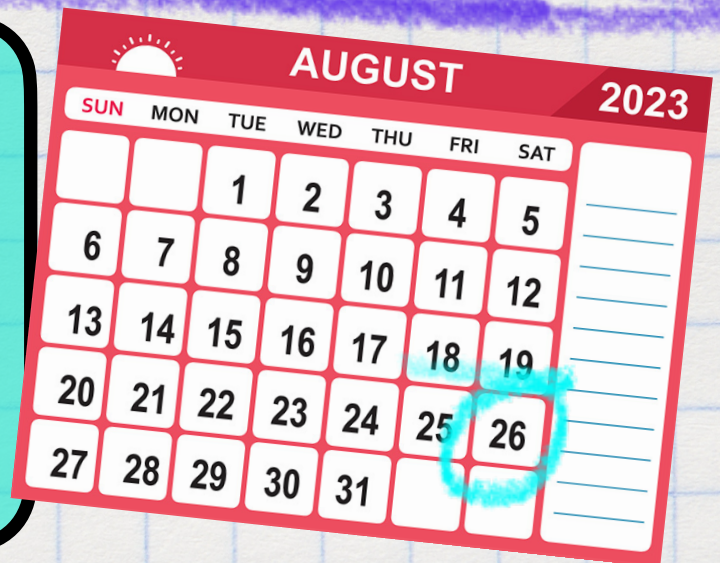
**DATE: Saturday, August 26th, 2023**

**TIME: 10:00 am - 12:00 noon**

**LOCATION: ODV Neighborhood**

**Participants are invited to set up their stands  
in the front yard or driveway of their personal  
residence.**

**Rain Date: Sunday, August 27th, 2023**



The ODV Social committee is hosting a Kids' sale event to encourage our young community members to get excited about showing their entrepreneurial spirit. Clean out your closets, create new art or crafts to share, or bake some cookies for a good cause. The sky is the limit, and this is the event to let your talents shine!

Let's get started! Use this guide to begin organizing your ideas and planning out the details of your sales strategy. Parents and families can find helpful information here too!

Turn the page!



# 1

# WHAT SHOULD I SELL?

Deciding what you want to sell is a good place to start.

Think about the things you like to do, or the things that you are good at. Perhaps you have been inspired by things that other people sell in stories, tv shows, or real life friends. Remember that people don't always buy "things". They also pay for services that they want or need. Below are two lists with examples of **Goods** and **Services** to get you started. Try to brainstorm some more ideas to add to each column.

## Goods

1. Jewelry
2. Paintings
3. Baked Goods
4. Gently Used Toys
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_

## Services

1. Lawn Mowing
2. Babysitting
3. Pet Care
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_

Circle your top **2** ideas!



# 2

## WHAT ARE MY GOALS?

Are you hoping to use your earnings to buy a new Lego set? Perhaps you want to pay for guitar lessons? There are many different reasons to want to earn money, and identifying your goals can help you stay motivated. In addition to making profits for yourself, some participants may use the sale as an opportunity to raise money for their sports' teams or school clubs through fundraising efforts. Another option is donating to a charity organization that is important to you. Whatever you choose, setting a goal can be fun and rewarding!



**My Earnings Goal:**

\$ \_\_\_\_\_

I hope to use the money that I earn to:

\_\_\_\_\_



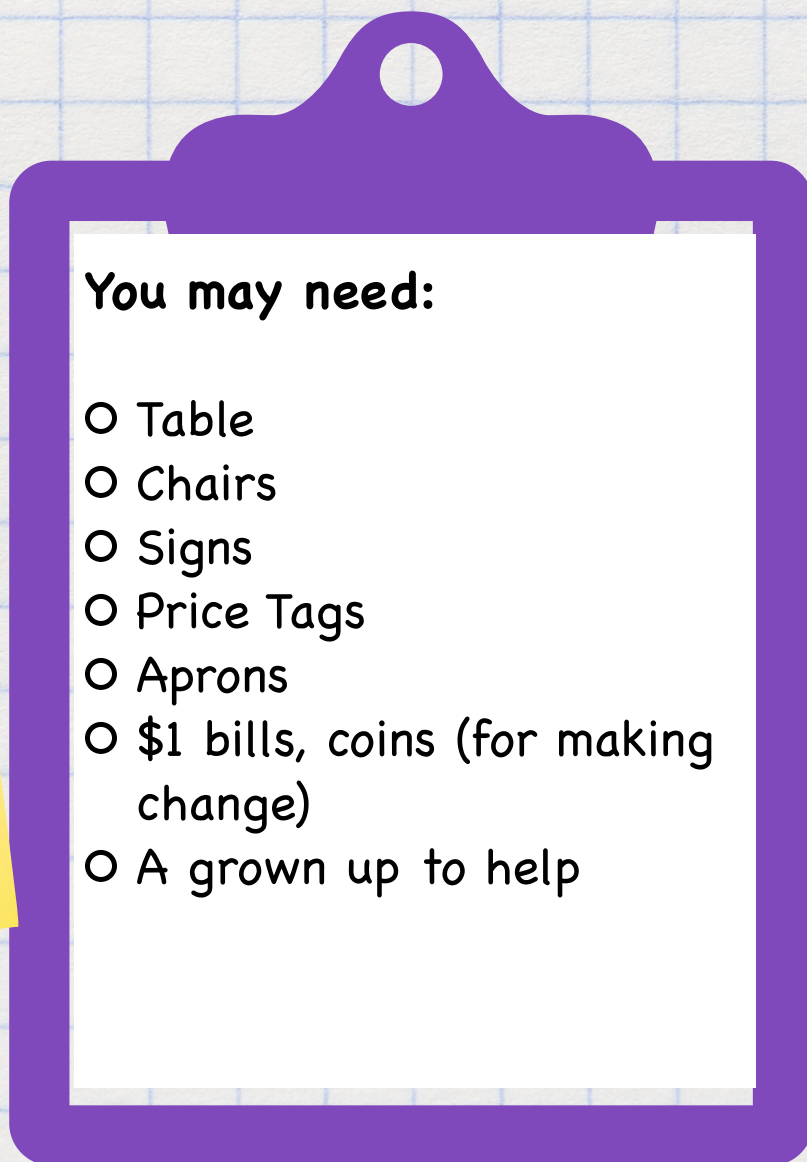
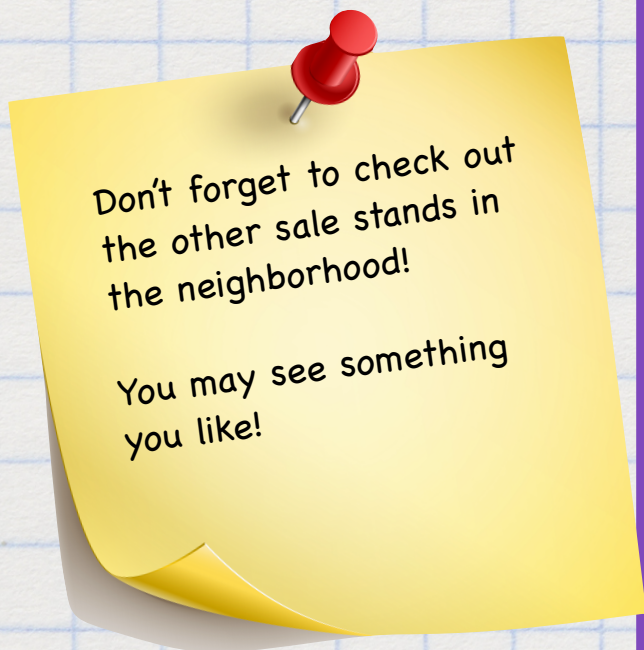




# 4

## OPEN FOR BUSINESS!

It is sale day! All of your hard work will be showcased today for friends and neighbors to see. It is important to wake up early so that you have plenty of time to set up.



### **A Special Note About Selling Food or Drinks:**

**We recommend that if you are selling homemade food or drinks, kindly display a list of ingredients used.**



# A note for the grown ups...

Dear Parents and Caregivers:

We hope that your kids are excited about their ideas, and we hope that you are equally excited about helping them to be successful! While this event is kid centered, it is important for you to be involved in the process, encouraging and guiding along the way.

We ask that you closely supervise the following areas:

- Appropriateness / safety of goods and services
- Safety of participants on day of sale (i.e. road traffic, interacting with strangers)

Kids of all ages can experience learning opportunities in this event. Taking an introspective look at talents and skills, working collaboratively with others, and time management are just a few of the concepts that present during this activity. Below is a list of talking points that you may have an opportunity to discuss with your child.

## Preparation

- Goods and Services
- Supply and Demand
- Price Points
- Time Management

## Day of Sale

- Advertising and Marketing
- Customer Service
- Making Change
- Bartering with Others
- Safety

## Wrap Up

- Successes and Challenges

We can't wait to see all the fun and creative things our community kids come up with! To help you get started, here are a few great online articles and books that are sure to get the wheels turning!

Turn the page for some handy resources!



# ONLINE ARTICLES

**Getting Kids Involved in Garage & Yard Sales**

**31 Fun and Creative Things for Kids to Make and Sell**

# BOOKS

**Kidpreneurs: Young Entrepreneurs With Big Ideas!**  
by Adam & Matthew Toren

**What Does It Mean to Be an Entrepreneur?**  
by Rana DiOrio & Emma D. Dryden

**Millionaire Kids: Inspiring Stories of Young Entrepreneurs Who Became Rich Before Graduating High School**  
by Emily Lin

**The Lemonade War**  
by Jacqueline Davies

**The Inventor In The Pink Pajamas | If Not You, Then Who? Series**  
by David Pridham & Emberli Pridham