



CAREERSVILLE FUNDRAISER

MATCH-UP



Learn about careers that help make customers excited to buy products and services.



Career Cluster

Sales



Success Skill

Think Differently



Estimated Activity Time

Part 1: 25–40 mins

Part 2: 25–40 mins



Group Size

Individuals, pairs, or group

Materials

- **Sales Career Descriptions** (projection or printout)
- **Career Images** (1 printout for educator, preferably in color)
- **Dollar Store** (projection or printout)
- **Toy Display** (projection or printout)
- **Money Jar** (projection or printout)
- **Video Game** (projection or printout)
- **Backpack** (projection or printout)
- **Career Creation** (1 handout per child)
- Large poster board (optional)
- Crayons, markers, or colored pencils

Prepare Ahead of Time

Note: Parts 1 and 2 (steps 1–10) of this activity are suggested for kindergartners; all 19 steps of this activity are suggested for first and second graders. For groups doing all parts, it is recommended that you do part 3 within a week of doing parts 1 and 2.

- Print materials.
- Cut off the career names under the **Career Images**. Make sure the number is included in the image.
- Tape the **Career Images** to a wall or a large poster board in order from 1 to 4. Select an open area so children can walk up to the pictures.

Think Differently Definition

Try new things and find creative ways to solve a problem. Learn from your mistakes and make changes.

PART 1

5 MIN: INTRODUCTION

1. Begin by introducing children to the word *career*. Ask children what they know about careers.

Ask: *"What is a career?"*

2. After acknowledging answers, explain to children that a career is a job that a person chooses and has special education and training for. Explain that there are many different types of careers.

Ask:

- *"What careers have you heard of?"*
- *"What careers are you interested in?"*

3. **Say,** *"We're going to learn about four different Sales careers today! Before we get started, let's talk about Success Skills. All careers have important Success Skills that people need to do their work. Children and adults use Success Skills every day to do different tasks. Along with learning about new careers, we will learn about the Think Differently Success Skill and why it's needed for Sales careers. Think Differently means to try new things and find creative ways to solve a problem. It also means to learn from your mistakes and make changes. If you are offered a new food to try and you eat it, even though you don't know how it will taste, you know what it's like to Think Differently."*
4. Have a brief conversation about how they use the Think Differently Success Skill in their everyday lives.

PART 2

15 MIN: LEARN

Learn about the careers.

5. Explain to children that they will play Match the Career. Share that you will read a description of the career, and their responsibility is to match the description to a career image. Before matching, they will first view the **Career Images**.
6. Have children go up to the **Career Images** in small groups of 3–4 to take a close look at each image.
7. Ask children to share what they noticed about the **Career Images**. Have a few children share out loud.

Ask:

- *"What did you notice?"*
- *"What does it look like they are doing?"*
- *"Where does it look like they are?"*
- *"What makes you think that?"*

8. Read one of the career descriptions out loud (out of order, without naming the career). Ask children which career image they think it is, using the number assigned to each career. If there is more than one answer to a description, have children vote for their selection by raising their hands. Name the career out loud once children have made their final selection.
9. Have a brief discussion about whether children have heard about those careers before. Repeat the career names as needed.

Ask:

- *"Have you seen these careers in your community?"*
- *"Do you know anyone with one of these careers?"*

10. (Optional) Ask children the following questions, and review Success Skill definitions as needed.

Ask:

- *"In what other ways do you think these careers use the **Think Differently** Success Skill?"*

If necessary, provide prompts like these:

- *"A Merchandise Display needs to **Think Differently** when they are choosing which items they want to display."*
- *"A Fundraising Manager uses the **Think Differently** Success Skill when they think about how to bring attention to their event."*
- *"What other Success Skills do you think these careers use?"*

PART 3

Note: Please take time to review the **Sales Career Descriptions** if you are doing part 3 on a different day than parts 1 and 2.

10 MIN: PRACTICE

Create a career to solve the problem.

11. Say, *"Now that you know more about these Sales careers, we are going to blend a couple of them to create a new career to solve some problems. These problems need help from more than one career to be solved. Let's try it out and see what we can come up with."*

12. Have a brief discussion with children about the words *donation* and *fundraiser*. Explain that a donation is when you give money or an item to help others. Examples of donations include food, books, and clothing. A fundraiser is an event where people raise money for something, such as when schools have a bake sale or host a car wash.

Ask:

- *"Have you ever heard the word donation? What do you think it means?"*
- *"What are some things that can be donated?"*
- *"Have you ever heard the word fundraiser? What do you think it means?"*
- *"Have you ever seen or heard about a fundraiser in your community? If so, what was it for?"*

13. Hold up a printout or display a projection of the **Dollar Store** picture.

Say, *"The Dollar Store is a big store that sells everything you can think of: food, clothes, and even toys! There are a lot of people who work there to help things run smoothly. The store is hosting a big fundraiser event for a few days that will raise money for backpacks for all the students at Careersville Elementary School. The store wants to sell as many items as they can because some of that money will be donated to the school for backpacks. The store has even placed an empty glass jar near the cash register for people who would like to donate even more money. The students are going to be so excited to get new backpacks! The store has contacted us to help create new careers that will help get a lot of people to visit the store and buy items so children can get their new backpacks."*

14. Explain to children that you will read about problems at the Dollar Store, and it is up to the whole group to name two careers that can work together to help solve the problem. Display the four **Career Images** during this time so children know which careers to choose from. Read each scenario for the people at the Dollar Store. (Repeat scenarios and display pictures as necessary.)

- **Scenario 1**

Display the **Toy Display** picture.

Say, *"The backpack fundraiser starts tomorrow! All the people who work there are getting ready for the store to open. There is a robot toy that needs to be put together before the store opens, but there are no instructions on how to do it! They also need to set up all the toys so the store looks fun and interesting. The store is looking for someone who knows about the items at the store so they can build the robot. They also need them to display it in a way that will make people want to buy it. What two careers can you blend to help set up the robot and make it look good?"*

[Possible answer: Merchandise Displayer and Wholesale Sales Representative]

- **Scenario 2**

Display the **Money Jar** picture.

Say, "The store is now open, and it's so busy! A lot of people have donated money in the glass jar next to the cash register. It looks like the jar may be overflowing! The jar needs to be emptied out, and all the money must be counted to see how much was donated for the school's backpack fundraiser. After the money has been counted, they need to have a plan so the money gets to Careersville Elementary School for the backpacks. What two careers can you blend, so the money gets counted carefully and gets to the school?"

[Possible answer: Cashier and Fundraising Manager]

15. Children may have more than one answer to each scenario. This is an opportunity to discuss why they selected their answers.

15 MIN: ON YOUR OWN

16. Explain to children that they will now blend two or three careers on their own based on the following scenario:

- **Scenario 3**
Display the **Video Game** picture.

Say, "The Dollar Store needs more customers to come in to reach the backpack fundraiser goal—they are so close! The store comes up with an idea to display a new video game that just arrived at the store. They need someone who can help display the video game, make it look fun, and answer all the questions about the game. Since the new video game will get more customers to visit, they will also need them to keep track of all the donations in the glass jar and answer questions about the backpack fundraiser. What two careers can you blend to make sure the Dollar Store sells plenty of items for the backpack fundraiser?"

[Possible answers: Merchandise Displayer and Cashier; Fundraising Manager and Wholesale Sales Representative; Merchandise Displayer and Fundraising Manager]

17. Children may use the **Career Creation** handout to arrange their thoughts. On the handout, children may draw a Sales career to make sure the store sells plenty of items for the backpack fundraiser. Lay out all materials for children to access, or equally distribute them. Every child should be given one sheet of paper and a pencil. Encourage creativity, and review the **Sales Career Descriptions** as needed to help children complete the task.

5 MIN: REFLECTION

18. Have children share out loud what new Sales career they created based on what they know. Ask children how this new career would use the **Think Differently** Success Skill.
19. After children have gotten a chance to share the careers that they would blend, display the **Backpack** picture.

Say, "Because we blended the careers, the store was able to sell plenty of items! The store sold most of the robots and all of the video games. It had to empty the glass money jar several times. There was enough money to get new backpacks for everyone at Careersville Elementary School."



Sales Career Descriptions

Please use the career name as often as possible. Only use the child-friendly career name to initially explain the career to children if they are unfamiliar with or confused by the career name.

Sales Career	Description
Merchandise Displayer Child-friendly career name: Display Decorator	Makes and sets up displays in stores—often in windows and on shelves—so people are interested in buying the items shown. They use the Think Differently Success Skill when they find new ways of getting people to look at their displays by using different colors, designs, or items.
Cashier Child-friendly career name: Money Counter	Takes and counts money from customers when they are paying for something. They also answers questions people have about things being sold at a store. When a customer wants an item that is sold out, they use the Think Differently Success Skill to help them find something else to buy.
Fundraising Manager Child-friendly career name: Money Raiser	Puts together a plan to collect donations (such as money, food, or clothing) for projects that people care about. They are also responsible for making sure donations get to where they need to go. They use the Think Differently Success Skill to come up with different ideas on how to raise money to reach their goal.
Wholesale Sales Representative Child-friendly career name: Seller	Sells a large number of items, such as food or clothing, to stores for customers to buy. They also know all about the items they sell and which stores need them. They use the Think Differently Success Skill to work with stores to figure out what items they should sell based on what the store needs.

Career Images



Merchandise Displayer

Career Images



Cashier

Career Images



Fundraising Manager

Career Images



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Wholesale Sales Representative

Dollar Store Picture



Toy Display (for scenario 1)



Money Jar (for scenario 2)



Video Game (for scenario 3)



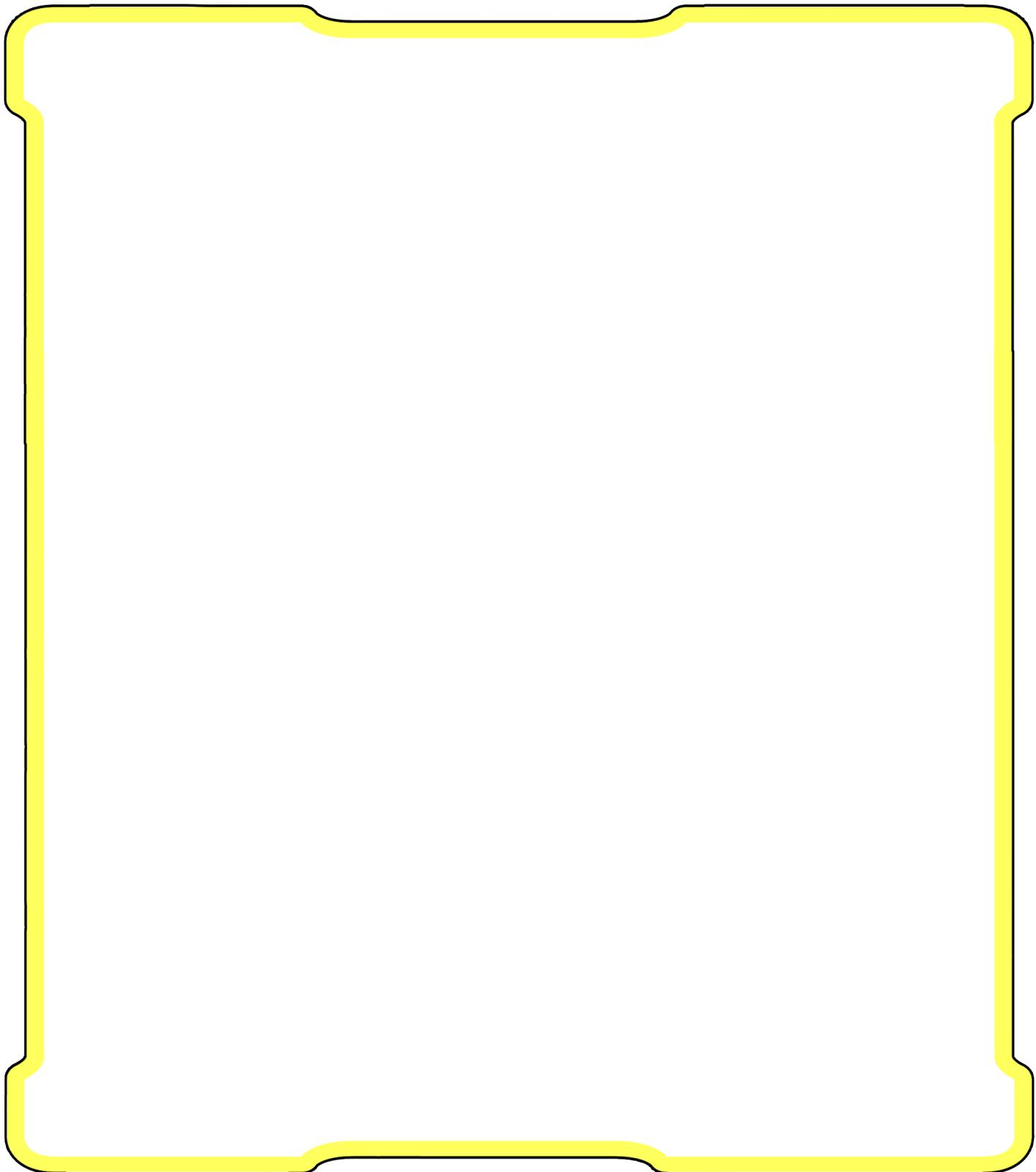
Backpack



CAREER CREATION

Name _____

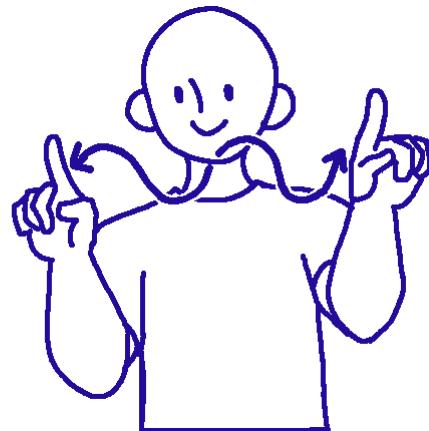
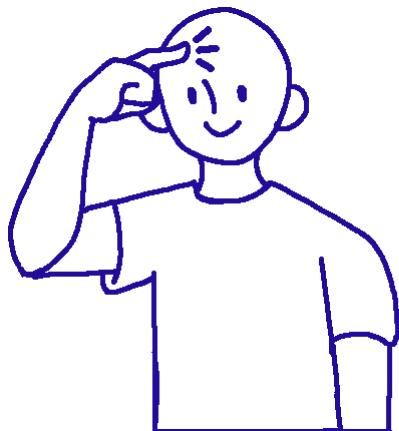
Draw your **NEW** Sales career here:



THINK DIFFERENTLY ASL SIGN



To help children learn the Success Skill, use the ASL sign each time you say "Think Differently."



1. Form a fist with one hand, leaving your pointer finger up. Touch your temple using your finger.
2. Then, bring both hands in front of your chest, pointer fingers out, and bring them together so that the tips of your fingers are touching.
3. Move your fingers away from each other in opposite directions, tracing opposite arcs with your fingers until your hands are in front of your shoulders.



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