

CAREERSVILLE FUNDRAISER

CAREER MATCH-UP ACTIVITY

LEARN ABOUT SALES CAREERS.

TIME

Part 1: 25–40 minutes

Part 2: 25–40 minutes

STRUCTURE

Whole group, individual

MATERIALS

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

PREPARE AHEAD OF TIME

Note: Part 1 (Steps 1–10) of this activity is suggested for kindergarteners; Parts 1 and 2 (Steps 1-18) are suggested for first and second graders. For groups doing both parts, it is recommended that you do Part 2 within a week of doing Part 1.

- ✓ Review the ASL sign for **Think Differently**: <https://youtu.be/2rhcl54OACs>
- ✓ Print 1 copy of the **Sales Career Definitions** Handout (or project).
- ✓ Print 1 copy of the 4 **Career Images**. Cut out each career picture. (Do not include the name of the career under each.) Make sure the number is included in the image.
 - Tape them in order, 1–4, to a wall or a large poster board. Select an area that is open enough for children to walk up to.
- ✓ Print or project **Careersville Dollar Store Picture**, **Toy Display Picture**, **Money Jar Picture**, and **Video Game Picture**
- ✓ Print 1 copy per child of the **Career Creation** Handout.
- ✓ Have crayons, markers, or colored pencils accessible.

CAREER CLUSTER

Sales

CAREERS

Merchandise Displayer, Wholesale Sales Representative, Fundraising Manager, Cashier

SUCCESS SKILL CONNECTION

Think Differently



*Each time you say **think differently** in this activity, please do the following as a corresponding ASL sign: Form a fist with one hand, leaving your pointer finger up. Touch your temple using your finger. Then bring both hands in front of your chest, forming fists with both hands. Leave both pointer fingers out and bring them together, so that the tips of your fingers are touching. Move your fingers away from each other while moving them up and down repeatedly, until your hands are in front of your shoulders.

ASL Video Link: <https://youtu.be/2rhcl54OACs>

PART 1

5 MIN: INTRODUCTION (whole group)

1. Begin by introducing children to the word *career*. Ask children what they know about careers.
 - *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 people have.
 - *What careers have they heard of?*
 - *What careers are they 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.

15 MIN: LEARN (whole group)

5. Explain to children that they will play “Match the Career.” Share that you will read off a definition of the career, and their responsibility is to match the definition to a career image. Before matching, they will first view the career images.
6. In small groups of 3–4, have children go up to the career images and take a close look at each image. Give groups about 2 minutes to observe the careers.
7. Ask children to share what they noticed about the career images. Have a few children share out loud:
 - *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 definitions 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 definition, 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.
 - *Have you seen these careers in your community?*
 - *Do you know anyone with one of these careers?*
10. (Optional) Ask children the following and review Success Skill definitions as needed:
 - *In what other ways do you think these careers use the **Think Differently** Success Skill?*

(Prompts: A merchandise displayer 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; etc.)

- What other Success Skills do you think these careers use?

PART 2

Note: Please take time to review the **Sales Career Definitions** Handout if you are doing Part 2 on a different day than Part 1.

10 MIN: PRACTICE (whole group)

Create a career to solve the problem

11. **Say,** “Now that you know more about these sales careers, we are going to do a career mashup. We are going to “mash” a couple of these sales careers to create a new career to solve a problem. These problems need help from more than one career to solve them. 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 away to help others. Examples of donations include food, books, and clothing. A fundraiser is an event where people raise money for something, like when schools have a bake sale or host a car wash.
 - Have you ever heard of the word “donation”? What do you think it means?
 - What are some things that can be donated?
 - Have you ever heard of 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 **Careersville Dollar Store Picture**.

Say, “The Careersville 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 that children can get their new backpacks.”

14. Explain to children that you will read a problem for the Careersville Dollar Store, and it is up to the group to name two careers that can be “mashed” to create a new career that will help solve the problem. Display the 4 **Career Images** during this time so children know which careers to choose from. Read each scenario for the people at the Careersville 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 that 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 we mash together 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 that the money gets to Careersville Elementary School for the backpacks. What two careers can we mash together so that 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 (individual)

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

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

Say, *"The Careersville 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 their store. They need someone who can help display the video game, make it look fun, and can answer all 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 we mash together to make sure the Careersville 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)

5 MIN: REFLECTION (whole group)

17. (Optional) Children may use the **Career Creation** Handout to arrange their thoughts. On the handout, children may draw a sales career to make sure all 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 information on the **Sales Definitions** as needed to help children complete the task.
18. Have children share out loud what new sales career they created (what careers they mashed) 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 they would mash, display the **Backpacks Picture**.

Say, *"Now that we have mashed the careers together, the store was able to sell plenty of items! The store sold most of the robots and all of the video games. They had to empty out the glass jar full of money several times. There was enough money to get new backpacks for everyone at Careersville Elementary School. They even have extra money they can use to make sure everyone has a different backpack color!"*

SUCCESS SKILLS

Use these words when talking with children. Listen for children to use these words.

Success Skill	Definition
Focus	Pay attention to something, even when distractions happen around you.
Organize	Keep track of different information and belongings and put them in an order that makes sense to you.
Think Differently	Try new things and find creative ways to solve a problem. Learn from your mistakes and make changes.
Remember	Hold new information in your mind to use when you need it.
Feel	Check and show your emotions.



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Career information included in Skillsville™ program materials was informed by O*Net OnLine job descriptions. All job descriptions and career information are current as of the date of publication.

Sales Career Definitions

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	Definition
Merchandise Displayer <i>Child-friendly career name:</i> Display Decorator	<p>Makes and sets up displays, like in windows and shelves, in stores so that people are interested in buying the items shown.</p> <p>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.</p>
Cashier <i>Child-friendly career name:</i> Money Counter	<p>Takes and counts money from customers when they pay for something. Answer questions people have about items being sold at the store.</p> <p>They use the Think Differently Success Skill when they have to think through ways of helping a customer when the item they want to buy is sold out.</p>
Fundraising Manager <i>Child-friendly career name:</i> Money Raiser	<p>Puts together a plan to collect donations (like money, food, or clothing) for projects people care about. Responsible for making sure donations get to where they need to go.</p> <p>They use the Think Differently Success Skill to come up with different ideas on how to raise money to reach their goals.</p>
Wholesale Sales Representative <i>Child-friendly career name:</i> Seller	<p>Sells large amounts of items, like food or clothing, to stores for their customers to buy. Knows all about the items they sell, and which stores need them.</p> <p>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.</p>

Career Images



Merchandise Displayer

Career Images



2

Cashier

Career Images



Fundraising Manager

Career Images



Wholesale Sales Representative

DOLLAR STORE PICTURE

CAREERSVILLE



TOY DISPLAY PICTURE

SCENARIO 1



MONEY JAR PICTURE

SCENARIO 2



VIDEO GAME PICTURE

SCENARIO 3



BACKPACKS PICTURE

REFLECTION



CAREER CREATION

HANDOUT

Name: _____

Draw your **NEW** Sales career here: