

## FAMILY ACTIVITIES

Look at ads on television or in a newspaper. Discuss the items you want and why you want them.

Visit a bank with your family. What do banks do to help us with our money?

Make a sign to advertise for a lemonade stand you might want to start. What information should you include? Will your sign look more like Jessie's or Evan's?

Sequence the steps for producing lemonade.

What do you do with your money?  
Discuss spending and saving actions.  
SAVER actions   SPENDER actions

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For more information visit:  
<http://vcee.org/elementary-school/virginia-reads-one-book/>



## *The Lemonade War*



**Book Synopsis:** Siblings, Evan and Jessie Treski, usually have a pretty good relationship. However, Evan gets upset when he finds out that Jessie will be skipping third grade and joining him in his fourth-grade classroom. During an argument they make a high stakes wager all riding on who can sell the most lemonade before school starts. Each has their own skills. Jessie is a math whiz, and can easily compute the cost of production and the potential profit from a pitcher of lemonade, but she has a difficult time communicating with others. Evan is much better at understanding people, but has a hard time planning the business side of things. Thus he often loses money because of poor financial planning. After a competition filled with successes and missteps, they learn that Evan's entrepreneurial nature and Jessie's analytical skills are both needed to create a winning partnership

## The Lemonade War K-1 Family Guide



This Financial Family Guide is provided by:

**VIRGINIA**  
**COUNCIL ON**  
**ECONOMIC**  
**EDUCATION**

 Read to Them®

With special appreciation to Economics  
Arkansas for much of the content.

**Chapter by Chapter  
Family Discussion Questions**

**Chapter 1: Slump**

Even though Jessie and Evan are brother and sister, they seem different. Do you think they are more alike or different?

Jessie suggested several options of things they could do together, but they all involved money. Based on what you read, how would you describe Jessie and Evan when it comes to money? Is money important to you? Why or why not?

**Chapter 2: Breakup**

What was Evan upset about? How did Jessie feel about it?

What resources are needed to produce lemonade?

If you were a customer at a lemonade stand, and the table was really dirty, would you buy a cup?

**Chapter 3: Joint Venture**

Do you think more people would buy lemonade if it is cold outside or hot outside? Why? Can you think of reasons customers would want to buy lemonade? Reasons they would not?

**Chapter 4: Partnership**

Jessie and Megan become partners in this chapter. What were skills Jessie had that were important for their business? What were skills Megan had that were important for their business?

What does Jessie say or do that lets you know she is a saver? What does Megan say or do that lets you know she is a spender?

**Chapter by Chapter  
Family Discussion Questions**

**Chapter 5: Competition**

Discuss some ways you compete at school, in sports or other ways.

Jessie tells Evan she is going to share part of her money with the animal shelter. Have you ever shared your money before?

**Chapter 6: Underselling**

What was the price for lemonade at Jessie's stand and at Evan's stand?

Would you choose to buy lemonade from Jessie and Megan's stand and get your face painted, or would you choose to buy from Evan and Scott where the price is less expensive? Why?

**Chapter 7: Location, Location, Location**

How would you decide where to set your lemonade stand up in your neighborhood?

Have you ever worked to earn money?

Do you think Officer Ken was being fair or unfair when he shut down Evan's business?

**Chapter 8: Going Global**

To sell more lemonade, Jessie and Megan need to get 10-15 people to set up their own lemonade stands. Would you be willing to work for Jessie and Megan? How would you convince your friends to start a lemonade stand with you?

**Chapter 9: Negotiation**

Have you ever tried to negotiate something with family or friends? How did it turn out? Why did Evan want to end the lemonade war? Why did Jessie not?

**Chapter by Chapter  
Family Discussion Questions**

**Chapter 10: Malicious Mischief**

How did Jessie sabotage Evan's lemonade stand business? Evan and Jessie each made decisions they regretted. Share a time when you made a choice that you wish you could change.

**Chapter 11: A Total Loss**

How did Jessie's choice affect Evan's lemonade stand business?

What did the mother of the little girl make Evan do with his bug-filled lemonade?

Do two wrongs make a right?

**Chapter 12: Waiting Period** Discuss a time you couldn't immediately buy something you wanted and had to save money to buy it. What did that feel like? Where you glad you waited?

**Chapter 13: Crisis Management**

Where do you put your money? Is it safe there? Where would be a safe place to keep money? Did Jessie have fun at the beach? Did Evan have fun with his friends? Why or why not?

**Chapter 14: Reconciliation**

What did you learn from reading this book? The Rotary Club is sponsoring a contest at the end of the book. Rotary asks 4 questions. Pick examples of Jessie's and Evan's actions and answer these questions.

1. Is it the TRUTH?
2. Is it FAIR to all concerned?
3. Will it build GOODWILL and BETTER FRIENDSHIPS?
4. Will it be BENEFICIAL to all concerned?