



Camp Fire

# CANDY *sale*

# ACTIVITIES

Featuring

**PUYALLUP**  
CHOCOLATES



# Overview

## MAKING MONEY DECISIONS.....PG. 1

Objective: Young people will practice making money decisions and researching to make money choices. They will learn the difference between a “need” and a “want” and practice making a shopping list.

Activities:

1. Needs vs Wants
2. Shopping Demo
3. Extension: Advertising All Around Us from the Achievery.

## KNOWING YOUR PRODUCT.....PG. 4

Objective: Young people will learn more about the Puyallup Tribe and Puyallup Chocolates so they can tell the story of their product. They will consider how to give recommendations to different customers.

Activities:

1. Learn about the Puyallup Tribe
2. Taste Test

## SETTING FUNDRAISING GOALS.....PG. 6

Objective: Young people will learn about setting fundraising goals, make a plan for selling, and set package goals as well as goals for what to do with the funds they raise.

Activities:

1. Make Plan and Set Goals
2. Create a Sales Pitch
3. Extension: Make a Sales Poster

## PRINTOUTS AND WORKSHEETS.....PG. 9



# NEEDS *vs* WANTS

## MATERIALS

- Pictures of different items, cut out OR items/empty boxes to actually sort
  - Examples of items: bread, apples, carrots, notebook, pencils, headphones, a new book, a new video game, cereal box, a new toy, socks, trading cards, makeup or fancier skincare items (facemasks, etc), toothpaste,
- Space for youth to spread out items and sort in small groups



## STEPS

- Gather youth together. Work with the group in discussion to define “need” vs “want”. Ask youth to define the difference in their own words. Land on a definition together. Here’s an example:
  - Need: Something required, a necessity, can’t stay healthy without it
  - Want: A wish to have something, may make you happy but isn’t necessary for basic needs
- Explain to youth that needs and wants can be different for different people and families. For example – some families need more rice and some families need more bread – it depends on what they eat! Some people may think of a notebook and pens as a need because of school but others may use their phone to take notes. Allow youth to share some other examples.
- Split youth into small groups of 3-4 each. Have them sort pictures or actual items into two categories – a need or a want. Note that they may disagree – use their time as a group to share their different ideas and perspectives.
- Once all groups have sorted their items, have groups share what they put into each category, or have youth walk around the room to see the other group’s sorting. Discuss as a larger group:
  - Did everyone have the same needs vs wants?
  - What differences do you see?
  - Did any items make it on everyone’s need list? Which items? Why do you think that is?
  - Did you agree with your group? What differences in opinion did you face?



# SHOPPING *demo*



## MATERIALS

- Budget sheet
- Either:
  - Access to a grocery store (as a field trip with the group or youth can do this part with their family and report back their results) OR;
  - Access to computers or tablets and a grocery store website (use one local to you) to look up prices OR;
  - Weekly grocery store ads

## STEPS

- Gather the group and ask: "When I say budget, what does that make you think of?" There's no wrong answer to these questions – just ask young people what they think and collect their answers. Then define budget together: a budget is a plan for how someone or a company will spend money during a period of time.
- For this activity, youth will create a budget with \$45 of pretend money (this may need to be adjusted for your local cost of living – adjust to a number that seems reasonable but also presents a challenge for youth). Their goal is to create a shopping list that is within budget. For their grocery shopping trip, they need:
  - 1 starch (bread, rice, tortillas, etc)
  - 1 protein (meat, tofu, beans, etc)
  - 2 vegetables
  - 2 fruits
  - 1 dessert or sweet treat
  - 1 drink (soda, juice, etc)
  - 1 personal care item (toothpaste, shampoo, etc)
  - 1 item of your choice – a fun item, snack, etc.
- Either visiting a store or by researching online, determine the cost of the items they need to get. Can they get everything within their budget? Have them consider generics vs name brands. The image below shows Walmart generics vs. name brand options at the same store.
- Reflect together:
  - Were you able to stay within budget?
  - Did you have to change what you wanted to stay in budget?
  - What did you change to stay within budget?
  - What was the hardest part of this challenge? The easiest?
  - What object on your list was the most expensive? What was the least?

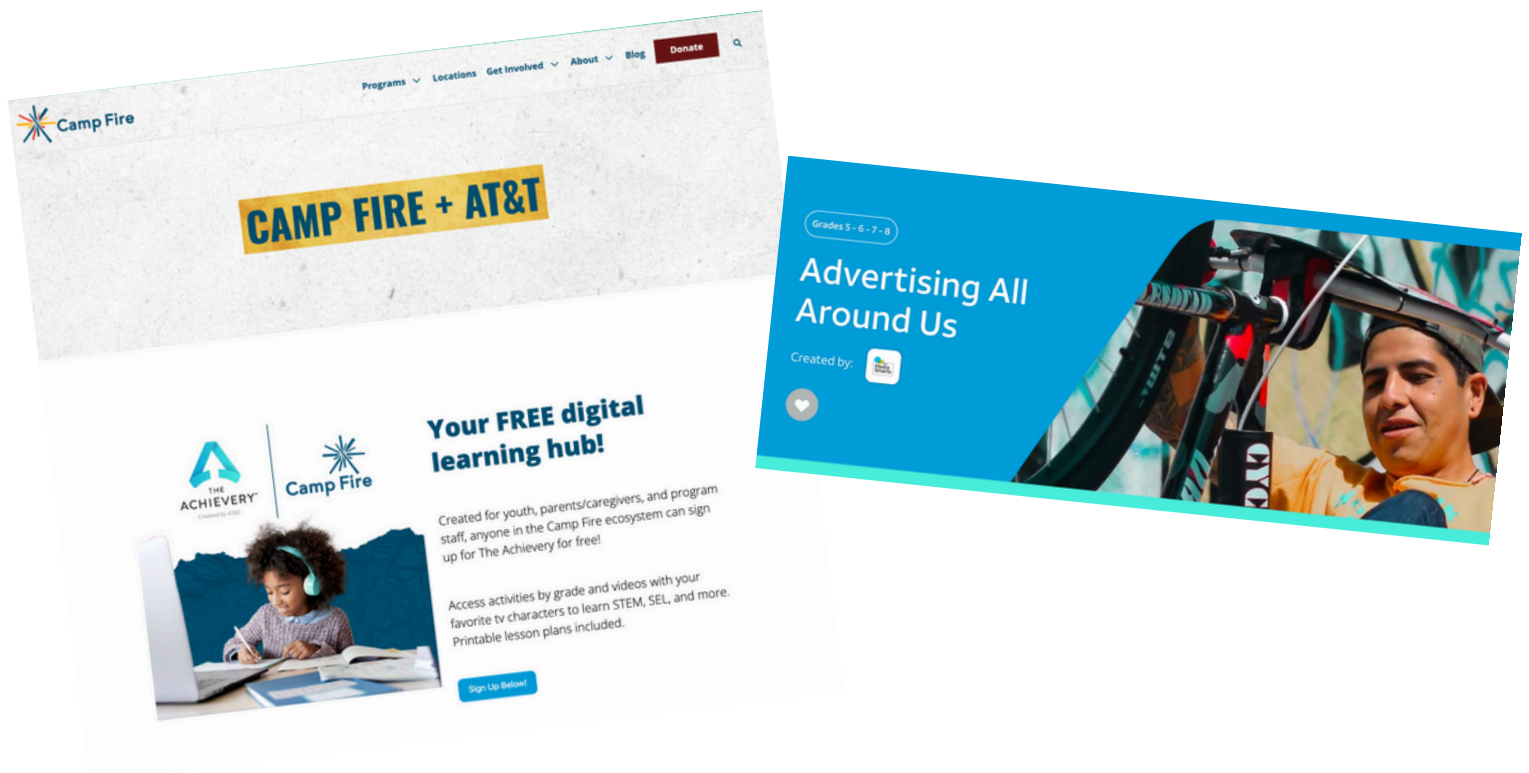




## *extension:*

# ADVERTISING ALL AROUND US

For this optional extension, the facilitator of the lesson will need an Achievery account. [You can sign up here](#) – please select your Camp Fire affiliate so they can credit for your registration! Once logged in, you can access the [Advertising All Around Us](#) lesson. This lesson teaches young people the “language of advertising” and how ads appeal to different audiences, covers National Core standards, and teaches responsible decision-making.



# LEARN PUYALLUP TRIBE'S *story*

## MATERIALS

- Youtube video: <https://www.youtube.com/watch?v=7MB3Omc1Qxw>
- A way to watch the video together – a screen, projector, computer, tablet, etc.

Note: Youth may also want to practice pronouncing “Puyallup” so they feel confident. It’s pronounced “pew-al-up”.



## STEPS

- Explain to young people that this year’s sale has a new provider – the Puyallup Tribe and their company Puyallup Chocolates. Something special about this provider of chocolate is the story and values of the Puyallup Tribe. Understanding this history is both valuable and can allow you to tell the story of the Tribe and the partnership with Camp Fire when you are selling candy.
- Watch the Puyallup Tribe history video: <https://www.youtube.com/watch?v=7MB3Omc1Qxw>
- Discuss as a group:
  - What stood out to you or what was most interesting to you?
  - What would you want to highlight about the Puyallup Tribe’s history when selling chocolate?



## *taste* TEST

### MATERIALS

- Samples of each Puyallup chocolate we're selling
- [The Product information sheet](#)
- [Review card printout](#), one for each young person

### STEPS

- Explain to youth that to sell candy (or any product) well, you need to understand it and be able to talk about the product.
- Pass out the review sheets, and have young people try each candy. Have them write down a few facts about each candy and what they like about it. These are things they can tell potential customers.
- Optional extension: Explore [Puyallup Chocolate's website](#) to learn more about the company.
- Discuss as a group:
  - Which chocolate is your favorite? Why?
  - How might you still sell the candy you didn't like as much? What nice things can you say about it?
  - What items would you recommend to each customer?
    - A customer allergic to nuts
    - A customer who loved the older Camp Fire mints
    - A customer who loves s'mores
    - A customer who is buying to share with young children

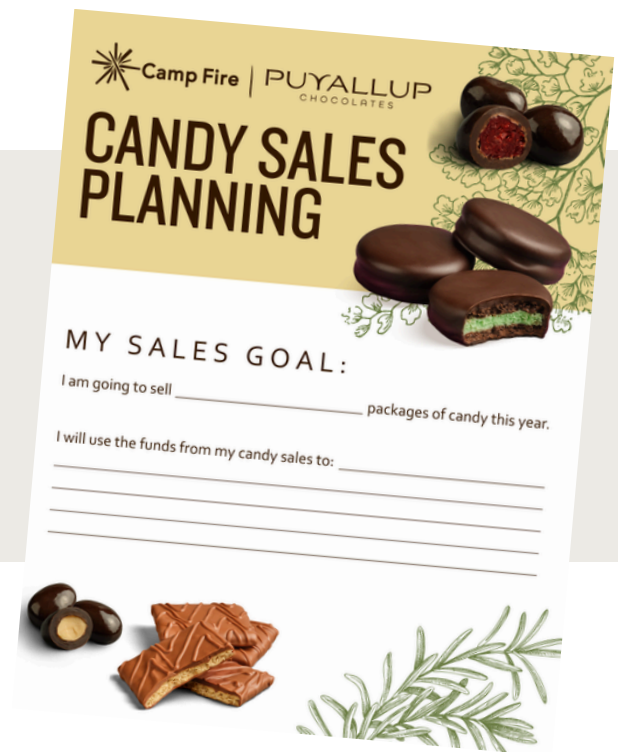




# MAKE PLANS & SET GOALS

## MATERIALS

- [Sales plan worksheet](#)
- [Goal-setting worksheet](#)
- Pencils or other writing options



## STEPS

- To raise money by selling products, you need to have a plan. Have young people pair up or work alone to fill out their sales plan worksheet. In the worksheet, they'll identify:
  - 3 people they can ask to buy candy directly
  - 3 places they may try selling (neighborhood, school, a local business at a booth, caregiver's workplace, etc)
- Gather youth together to discuss their ideas. What did they fill out? Youth can get ideas from other youth while they share.
- Next youth will identify how many packages they think they can sell and what they want to use their raised funds for. Work with your local affiliate to determine how much your Camp Fire group will get for each Candy sale. You may choose to fill this out individually or as a group depending on what you're planning. Some ideas might include:
  - Going on a field trip
  - Going to camp
  - Donating to a cause you care about
  - Getting materials for a project, emblem, or service project you'll do





# *create* A SALES PITCH



## STEPS

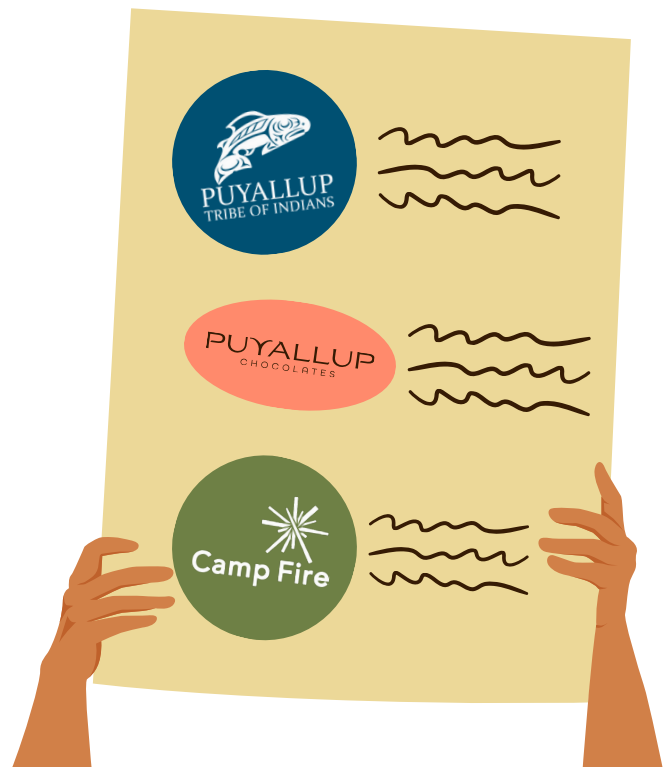
- Explain to youth that now they understand the product and the story of Puyallup, as well as their own sales goals, they are ready to create a “pitch”. A sales “pitch” is a short explanation that encourages someone to purchase candy.
- Have young people work in pairs or alone to craft their own sales pitch. Make it only a few sentences so you can say it quickly! Each pitch can include:
  - Explanation of the product
  - Share Puyallup Tribe Partnership
  - Share what you will do with the money you raise
  - Share prices
  - Ask customer to buy
- Once pitches are done, have each young person or pair present their pitch to the group for cheers of encouragement!



*extension:*

## MAKE A SALES POSTER

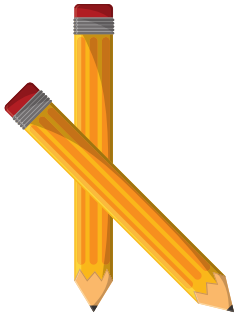
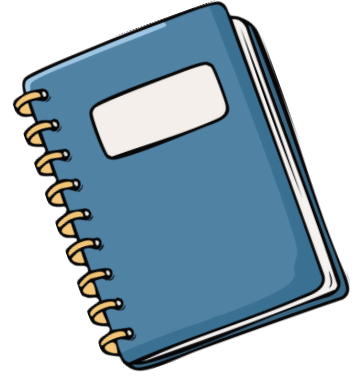
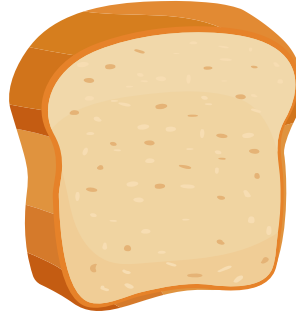
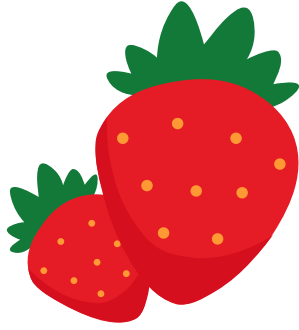
If you have time and materials, provide youth with large paper/posters, printouts of the marketing materials for candy sale, other magazines to clip, construction paper, glue, and large markers. They can create a poster to advertise their sale that can go along with the pitch! Share posters alongside pitches or separately.





# PRINTOUTS & WORKSHEETS







# BUDGET SHEET



Needed Item	Brand	Price
1 starch (like bread, rice, or tortillas)		
1 protein (like meat or beans)		
2 vegetables		
2 fruits		
1 dessert or sweet treat		
1 drink (soda, juice, etc)		
1 personal care item (toothpaste, shampoo, etc)		
1 item of your choice – a fun item, snack, etc.		
Total Cost		

# REVIEW CARD

Candy	What I think about it	Who'd I recommend it to
<p>Milk Chocolate Grahams</p> 		
<p>Dark Sea Salted Chocolate Almonds</p> 		
<p>Dark Chocolate Cherries</p> 		
<p>Dark Chocolate Mint Stacks</p> 		



## SALES PLAN WORKSHEET

3 people I can ask to buy candy:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

3 places I can try to sell candy:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_