CARDINAL COMPASS - NO. 3

Earning and Honest Work

VOL. 3 Money Sense - Volume 3 - Version 5

How people earn by meeting a need, at a stand or at a job.



HANDS-ON LEARNING | WITH CARL THE CARDINAL

Read this aloud together. People earn money in two main ways. Some run a small business and serve customers directly. Others do a job and are paid by the person or company they work for. This book starts with a small stand, then looks at jobs and wages too.

Everything here is pretend, with practice tokens, not real money.



Meet Carl

Carl the Cardinal is learning how honest work serves other people. At his little stand he asks a simple question first: what does my customer need, and how can I meet that need well?

Color your own Carl on the last page.

READ ALOUD

Earning Means Meeting a Need

On a hot afternoon, a thirsty neighbor is glad to find a cold cup of lemonade. A reader who keeps losing her place is glad to find a sturdy bookmark. In both cases, someone noticed a need and did work to meet it.

That is the heart of earning. People earn when their work or their goods meet someone else's need, and that person is glad to pay for it.

> **Earn:** to receive money for work you do or for goods you provide.
>
> **Customer:** a person who buys a good or a service from you.
>
> **Honest work:** work done truthfully and well, with fair measures, true words, and a job finished as promised.

This book leads with running a small stand. A stand is a business in its simplest form: you offer something, a customer chooses it, and you serve that customer well. Jobs and wages come right after, because most people earn that way too.

The big idea to keep

Useful work can create an opportunity to earn. Customers may choose not to buy, and valuable work is not always paid. Ask first what need you can meet, not just what money you can make. Serving people well is the spine of honest earning, but serving well does not promise that money will follow.

Say it in your own words: what need could a small stand meet on a hot day, and who would the customers be?

Try it: name the need first

Read each line and say the need out loud. One: walkers on a hot day need a cold drink. Two: readers need a way to keep their place in a book. Three, in your own words: on a busy morning, families in my neighborhood need: