



Lesson 3 We Are a Team

You will need:

- Online Interactive Charity Carwash Challenge Activity
- **RESOURCE 3.1 – 3.6** Business Plan Template.
- **RESOURCE 1.8** Outcomes of the “Who We Want to Help” lesson from this unit.

Lesson Outcomes

Children will use the Online Interactive Charity Carwash Entrepreneur Challenge Activity to explore the processes involved in planning a charity carwash, including price setting, calculation of time and task planning.

Children will create a business plan for their charity event, based on the roles and duties they have created.

The Activity

The purpose of the activity is to test the children’s business skills in relation to planning the carwash and considering the optimum profit that could be made through considering a number of mental arithmetic challenges around car washing.

- Working as a group, on the whiteboard, the children explore the Charity Carwash Entrepreneur Challenge Activity.
- The first screen provides a bridge to the previous lesson and allows them to revisit some of the skills they have practiced, taking them into the activity.

- The calculations allow children to set, review and change the pricing structure as they explore a range of time and cost combinations until you improve awareness of how planning using mathematics can form the basis of a business plan.

Less able/younger children may wish to use paper/whiteboards and pens to help them work out the calculation.

Tasks that can be explored through discussion during the group task are as follows:

Pricing the job

Minimum and maximum price parameters are set within the activity so they can think about over or under charging for services and the impact this can have on business.

Challenge: To set a fair and attractive/competitive price for washing various items.

Time effective working

Children explore how their pricing structure performs within the market environment (a 4 hour event) through calculating a range of washing and time combinations. Challenge: To understand how to maximise their profit within the constraints of fixed elements (such as time it takes to complete each item wash). To adjust their pricing accordingly and consider which items are most time/cost effective to wash. Ask them to consider a reasonable target for profit.

Move back and forth within the activity until you feel the class has an understanding of what they might charge and what is most profitable to wash in the shortest time.

Writing the Business Plan

1. Working in small business groups, the children use the Car Wash Factsheet and Business Plan Proforma to begin planning their own car wash event. They can add responsibilities for each ‘newly employed’ team member (imagined or actual) and decide on a timeline for the actions they devise. It may be helpful to make stickers for each child with their role written on it. This will help everyone stay in role during discussions.
2. Each part of the plan relates to the roles and jobs that will need to be done as well as setting targets, forecasting the work they will need to do to meet their targets, expected expenses and profit. Ask groups to work through the Business Plan template adding all the information they have learned from the activities so far.
3. Once the plans are written and reviewed, the class can create a single plan for the event and begin to work towards organising their event. They will already have considered which charity they will support in the lesson “Who we Want to Help”.

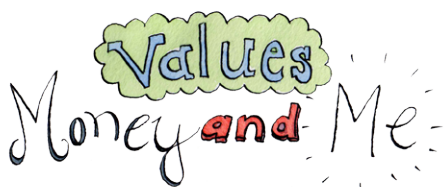
Calculation tips

- Remember: If a small car takes 20 minutes to wash, 2 people will be able to do it in 10 minutes.
- When calculating what you will be able to plan to wash in 4 hours (240 minutes) it is useful to first calculate the number of person/hours available.
 $Number\ of\ washers \times 240\ (minutes) = Person\ minutes$
Alternatively you can multiply the expected targets by the number of washers to arrive at a final figure.



Your company name:

Role	Our team members
Car Washer/s	
Manager	
Coordinator	
Treasurer/Accountant	
Marketing Person/s	
Secretary	
Graphic Artist/s	
Supervisor	



Our fundraising target £	
Our Charity or Cause	
Amount of time required to plan event	
Date of event	
Equipment needed	

Consider venues where you might be able to run the event

Remember if it is not safe for children it is not okay to do it there

Somewhere you could find lots of cars	Would that place be safe for children? <input type="checkbox"/> Yes <input type="checkbox"/> No	Because:
Places where you could ask people to bring bicycles	Would that place be safe for children? <input type="checkbox"/> Yes <input type="checkbox"/> No	Because:
Places where you could find lots of wheelie bins	Would that place be safe for children? <input type="checkbox"/> Yes <input type="checkbox"/> No	Because:
Places where you could find caravans	Would that place be safe for children? <input type="checkbox"/> Yes <input type="checkbox"/> No	Because:







Where would be the best place/s to run the event?

Where could you advertise the event to attract more customers to come along?

Who might be able to sponsor (give money or a venue) or promote (tell people about) your event?



Projected Workload for _____ washers

Item	No. in 4 hours	Time needed	Predicted earnings
Small Cars 			£
Big Cars 			£
Vans 			£
Bicycles 			£
Wheelie bins 			£
Caravans 			£
Totals			£

Projected expenses (include equipment)

Item	Cost
	£
	£
	£
	£
	£
	£
Total predicted expenses	£

