LEARNING OBJECTIVES:
Children will understand the needs of a local charity and how they can be of service to it by fundraising.

Suggested Resources:
Homemade cards from Year 3; a well-stocked float; tables; tablecloths; and ‘Ask me’ stickers.

Script:
In this lesson Year 3 pupils will be working alongside the Year 4 pupils. This is a good opportunity to foster the virtues of friendship, co-operation and flexibility across year groups, in addition to meeting the objectives set out in this lesson and activities.

This time should be spent setting up a couple of stalls at the front of the school in preparation for parents to arrive at the end of the day (it would be worth asking parents to arrive early for the sale and to bring a few 50 pence pieces, so that it does not interfere with the end of the day for Years 3 and 4). Gather children around and explain that shortly parents will arrive to collect children and this is a good opportunity for them to sell their cards. Explain that it is important for parents to know that we are raising money to help serve the local charity and community. Who are we raising money for? Why are we raising money for them? What will it be spent on and what impact will this have on the lives of people in the local community?

Set aside some time for children to set up their stalls, encouraging children to display the cards made by Year 3 in an attractive way. Ensure that an adult or two is positioned at each stall to support children with payments. To encourage conversations between parents and children about the sale, give each child a sticker that says ‘Ask me about our service project / fundraising sale!’ This will mean that children have multiple opportunities to describe the work of the local charity and how the sale will impact on the lives of people in the local community.

Suggested Activities:
During this time the sale will take place. Support children to make exchanges of cards and cash using a well-stocked float. This time, however, should focus primarily on children describing to parents what the sale is in aid of. Children will be wearing ‘Ask me’ stickers, but teachers can support these conversations by prompting children to speak to adults through a series of questions and answers.

Plenary:
Once the sale is over, pupils will most likely need to go home with their parents. A delayed plenary, that takes place the next day, preferably in an assembly, is an opportunity to celebrate the amount raised and reflect on the impact it will have on the local community.

Character Coaching
Meaningful Praise:
Thank you for your service to our community!
You gave an excellent explanation of why we are raising money for a local charity and what impact this service will have on people in the community.

Correction:
Remember that by inviting people to our sale we are asking them to join us in being of service to the community. Unless you explain this clearly to them, they may not want to donate.