



## Stage Nine : Production and Sales

**Duration: (23<sup>rd</sup> January – Through Trading Weeks)**

Stage 9 of the project is a continuation of stage 8. The children will need to ensure they have ordered their materials through the school and begin to keep their accounts.

The children will now begin trading, making this the first week of the manufacturing and selling of the products. All income and expenditure will need to be logged on the spreadsheet provided and completed weekly by each team. This document will need to be sent to the project coordinator each Friday following a week of trading. It is important to note that schools may only trade for a **maximum of 8 weeks** in total, (not consecutively due to school holidays, etc.). Less time trading will be acceptable for the challenge. Of the finalists, it is important to note that the winning team will not necessarily be the team that has made the most profit, but the team with a best quality work submitted within their final presentation in stage 10.

The children should continue to consider the benefits of advertising and may wish to continue through various avenues of advertisements from the previous stage of the challenge.

Stage 9 will run for several weeks. Trading may only take place for a **maximum time of 8 weeks**. This does not need to be consecutive.

A maximum of 20% of sales to family may be included in the final accounts.

If you have any questions about any of these steps please do not hesitate to contact Chloe, the project coordinator, [cfarrant@gec.education](mailto:cfarrant@gec.education)

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|---------|----------------------|---|--|---|
| Stage 9 | Production and sales | <ol style="list-style-type: none"> <li>1. Order materials and manufacture</li> <li>2. Take photos of progress</li> <li>3. Post links on where to purchase materials</li> <li>4. Keep accounts in spreadsheet</li> </ol> | Products made<br>Photos posted on company site<br>Links on site<br>Accounts posted on site | Discuss selling techniques<br><br>Information Sheet 9 |
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- The children should order their materials through the school ordering system in order to manufacture their product.
- Children will continue to produce posters, TV commercials, and other advertising ventures for their product.
- The children will keep accurate accounts for each week of trading and send to the project coordinator weekly.
- The children should photograph the making and selling of their product.