

Sell Me a Pen

Description: An opportunity for youth to practice public speaking and being persuasive

Purpose: Help 4-Hers understand that part of being an entrepreneur is being able to explain or “sell” your idea to someone. Sometimes we do that even for 4-H.

Time: 5-15 min.

Age: 5th grade +

Materials: a variety of pens

Instructions:

1. Have each person pick a pen.
2. Then say “sell me the pen.” If necessary prompt them to think about why they chose it and why you need to have it!
3. Have each person sell it to the group as a whole. Bring up the concept of audience and have them try selling their pen the way they would to a friend and to an adult.

Suggestions for the Leader:

- If it is a larger group I would suggest taking smaller groups of between 4-6 4-Hers and a leader of the activity.
- If you are short on time, take a couple volunteers instead of going through everyone one by one.

Reflection Questions:

1. Did you sell your pen differently to a friend than to an adult?
2. What kind of topics do you sell to people? (Examples: movies to watch, books to read, 4-H, games to play, things to do)
3. Who do you normally sell them to?
4. How could this be used from a business perspective?

Compiled By: Elizabeth Rhinehart, September 2017