

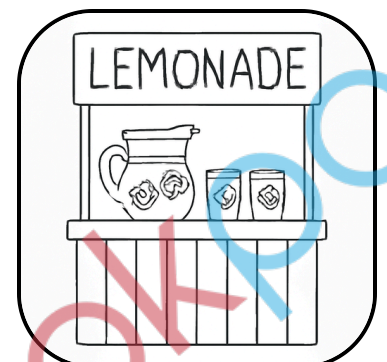
Name: _____

How Lemonade Stands Teach Us About Business

A business is a way people sell products or services to make money. A lemonade stand is a simple business many kids try in their town. The goal is to earn more money than you spend. This is called making a profit.

To run a business, you need a plan. You figure out how much to charge for each cup and how many hours you will work. You also keep track of your expenses. Expenses are the money you spend, like buying lemons, sugar, and cups.

Sometimes, other stands open across the street. This is called competition. Each stand wants to be the best, so they try to have better prices or tastier drinks. Running a stand helps you learn important skills you can use as you grow.



Student Name: _____

Date: _____

How Lemonade Stands Teach Us About Business

A business is a way people sell products or (9)
services to make money. A lemonade stand is a (18)
simple business many kids try in their town. The (27)
goal is to earn more money than you spend. This is (38)
called making a profit. (42)
To run a business, you need a plan. You figure out (53)
how much to charge for each cup and how many hours (64)
you will work. You also keep track of your (73)
expenses. Expenses are the money you spend, like (81)
buying lemons, sugar, and cups. (86)
Sometimes, other stands open across the street. (93)
This is called competition. Each stand wants to be (102)
the best, so they try to have better prices or (112)
tastier drinks. Running a stand helps you learn (120)
important skills you can use as you grow. (128)

Comprehension Questions:

Literal Question:

What is it called when you earn more money than you spend?

Answer:

Making a profit.

Student Answer:

_____ Correct _____ Incorrect

Inferential Question:

Why might someone want their stand to be the best in the area?

Answer:

To get more customers and earn more money.

Student Answer:

_____ Correct _____ Incorrect

Vocabulary Question:

What does 'expenses' mean in the passage?

Answer:

Money spent on things like lemons and cups.

Student Answer:

_____ Correct _____ Incorrect

Notes:

Scoring Guide

Text Level: F&P GRL S Grade Level: 4 Word Count: 128

Total Words Read: _____

Errors: _____

WCPM: (total words read — errors = WCPM) _____

WCPM: Below grade level At grade level Above grade level

Prosody: 1 2 3 4

Comprehension: _____ / 3 correct

How to Administer the Fluency Passage Assessment

Assess Oral Reading Fluency

- Give the student a copy of the passage. **Set a timer or stopwatch for 1 minute.**
- Ask the student to begin reading. As the student reads aloud, assess prosody and mark errors and self-corrections on the evaluation copy using the following guides.
- **Stop the student when one minute has passed.** Take note of the last word the student read.
- Score the passage on the evaluation copy according to the **Scoring Guide**. Use the following chart to compare grade level norms for words correctly read per minute.

Marking Conventions	
Attempted Word = Substitution Error	✓ = Accurate Word Reading
^ = Insertion Error	Attempted Word S/C = Self Correction
— = Omission Error	R = Repetition
— = Omission Error	R = Repetition
T = Intervention Error (telling student the word)	

Prosody Rubric	1	2	3	4
Expression and Volume	monotone or quiet	some expression	appropriate expression	varied, natural expression
Phrasing	word-by-word reading	some phrase groupings	generally smooth phrasing	natural, meaningful phrasing
Smoothness	frequent pauses, starts and stops	occasional breaks	mostly smooth reading	fluent and confident
Pace	too slow or too fast	uneven pace	generally appropriate pace	consistent, conversational pace

Grade Level Norms (WCPM) *							
Grade	Fall	Winter	Spring	Grade	Fall	Winter	Spring
First	0 - 10	10 - 50	30 - 90	Fourth	70 - 120	80 - 130	90 - 140
Second	30 - 80	50 - 100	70 - 130	Fifth	80 - 130	90 - 140	100 - 150
Third	50 - 110	70 - 120	80 - 140	Sixth	90 - 140	100 - 150	110 - 160

* Rasinski Words Correct Per Minute Target Rates

Fluency Builder: How Lemonade Stands Teach Us About Business

Passage Details

Grade Level: 4

Reading Level: F&P GRL 5

Word Count: 128

High-Frequency Words

across, best, better, money, town

Suggestions for Use

Increase Exposure to High-Frequency Words

- Before reading, introduce the list of high-frequency words in the passage.
- Find the words in the passage. Highlight or underline the words.

Illustrate and Label Extension Activity

- Have students draw and label items mentioned in the passage.

Link to Writing or Discussion

- Encourage knowledge transfer and personal connection by asking:
"Describe a business you would like to start and why."
"How would you make your business better than others?"

Use for Repeated Readings

Day 1: Teacher reads aloud, then echo read

Day 2: Partner reading

Day 3: One-minute fluency timing and WCPM tracking

Day 4: Performance reading (with expression!)