

R1.0001

We're now organizing HUNTER's CARDSSET using the letters M.A.T.R.I.X. Each letter has four rows—M1, M2, M3, M4—and each row contains seven sub-cards, labeled M1.001, M1.002, M1.003, and so on up to M1.007. This card arrangement is inspired by Niklas Luhmann's note-taking method, and we encourage you to create your own cards in each row. Download the 7 cards from the link below, and let's build them together!

R1.001: "They Said It's Cool, But They Didn't Buy It!"

Objective:

Help children understand the difference between compliments and purchases through a lively interaction between HUNTER, a friendly herb named Sage, and the child reader. This card also explores real-life examples and prompts a discussion through questions and answers.

Part 1: HUNTER's Story and Imaginative Interaction

Story Example (HUNTER's Experience):

HUNTER walks down the street after visiting Uncle Joe, feeling puzzled as he holds his painting. Suddenly, his pocket plant, Sage, starts talking.

Sage:

"Hey, HUNTER, you look confused! What's up?"

HUNTER:

"Well, Uncle Joe said my painting was awesome, but then he didn't buy it! I don't get it."

Sage:

"Hmm... That's tricky. Sometimes people say they like something, but they don't always need it. Do you think it's because your painting isn't cool enough?"

HUNTER:

"No way! It's awesome! Maybe... Maybe he didn't really want it?"

Sage:

"Exactly! People might like things, but they don't always want to buy them. Sometimes they're just being nice, or maybe they didn't have the money."

The page is framed by a teal border decorated with white dice and black confetti. The dice are scattered at the corners and along the sides. The text is centered on a white background.

Explaining the Situation:

Now, HUNTER is thinking hard. Why didn't Uncle Joe buy it, even though he said it was awesome?

"Sometimes, people say nice things to be kind. Maybe they don't really need what you're selling, or it's just not the right time for them to buy it. It's okay if they don't buy it—it doesn't mean your painting isn't amazing."

Key Concept - Compliments vs. Purchases:

"Just because someone says they like what you made doesn't mean they'll always buy it. People buy things when they need them or really want them."

Sage:

"So, it's not about your painting—it's about whether Uncle Joe needed it. That's a different thing!"

Fun Activity - Sage's Sales Test:

Sage:

"Wanna do an experiment like HUNTER? Ask someone in your family if they like your drawing, toy, or craft. Then, ask them if they would buy it. What did they say? Write down their answers and think: did they smile? What did you learn?"

- **Space for Kids to Write/Draw:** Let kids draw their "sales moment" and write down how the conversation went.

Part 2: Real-Life Examples and Q&A Discussion

Now that HUNTER has started to understand why Uncle Joe didn't buy his painting, let's think about some real-life situations where people say something is cool, but they don't buy it. Here are a few examples:

Examples from Real Life:

Example 1: The Toy at the Store

You're at a toy store with your parent. You find a cool toy and show it to them. They say, "That's awesome!" but they don't buy it. Maybe they think it's cool, but they don't think you need another toy right now.

Example 2: The Snack at the Supermarket

You show your favorite snack to a friend, and they say, "That looks tasty!" but they don't buy it because they're not hungry. Even though they liked it, they didn't need it at that moment.

Example 3: The T-shirt at a Store

You see a T-shirt you really like, and your friend says, "That's so cool!" but they don't buy it. Maybe they already have a lot of T-shirts, so they don't need another one, even though they think it's nice.



Q&A Discussion:

Now let's talk about why people might not buy something, even if they think it's cool. Can you think of other examples? Let's answer a few questions together:

1. Why do you think people don't buy everything they like?

- Answer: People buy things when they need them or when they really want them. Just because something is cool doesn't mean it's something they need.

2. Have you ever said something was cool, but didn't buy it? Why?

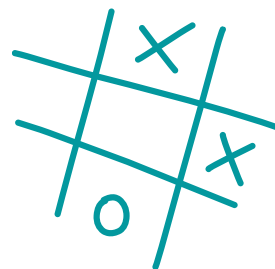
- Answer: Maybe you didn't need it, didn't have enough money, or already had something similar.

3. If someone doesn't buy something, does that mean it's not good?

- Answer: No! It just means they didn't need it right then. It doesn't mean your drawing, toy, or painting isn't great!

Activity Reflection:

- **Think About It:** Have you ever seen something cool but didn't buy it? Draw or write about a time when you liked something but didn't need it.
- **Space for Reflection:** Provide space for children to write their thoughts or draw an example.



Conclusion:

Wrap up the card with a friendly message from Sage:

Sage:

"Remember, HUNTER learned that even though people like something, they won't always buy it. And that's okay! It doesn't mean your work isn't great—it just means they didn't need it right now. Keep creating amazing things, and one day, you'll find someone who really needs what you've made!"

Optional Business Principle Section:

At the end, a small note for parents or curious children:

Business Principle:

"People buy things when they need them or see value in them. It's important to find people who need what you're selling. This is called finding your buyer!"

Suggested Reading:

"Learn more about selling things and what makes people buy them! Ask your parents to help you find a book about how stores work at the library."

