

# R1.003

*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!*

The page is framed by a teal border decorated with white dice and black confetti. The dice are scattered around the edges, showing various faces with dots. The confetti consists of small black circles and lines.

## R1.003: "Wait, Why Won't They Buy My Stuff?"

### Objective:

Help children explore why people might not buy something, even if they like it. This card will focus on understanding the practical and emotional reasons behind purchasing decisions.

### Part 1: HUNTER's Story and Imaginative Interaction

#### Story Example (HUNTER's Experience):

HUNTER continues to think about why some people don't buy things, even if they say it's cool. He sits down with Sage, who's been growing taller as their conversations go on.

Sage:

"Hey, HUNTER, what are you thinking about now?"

HUNTER:

"I've been thinking about why people like things but don't always buy them. It's kinda frustrating! Why do people say they like my stuff but don't buy it?"

Sage:

"Well, sometimes people like something, but there are other reasons they won't buy it. It could be because they don't need it right now, or maybe they're saving their money for something else."

HUNTER:

"Really? So, it's not because my painting isn't good?"

Sage:

"Not at all! Your painting could be awesome, but people have to think about other things, too. Maybe they don't have enough money, or maybe they're just waiting for something they need more."

## Explaining the Situation:

**HUNTER** is learning that there are lots of reasons why people don't buy things, and it's not always about how cool the thing is.

"People don't just buy things because they like them. They think about other things, like how much money they have or if they need it right now. Even if your painting is amazing, maybe they need to save their money for something else, like food or clothes."

## Key Concept - Understanding People's Choices:

"People don't always buy things they like. Sometimes they have to think about what they really need or if they have enough money. It doesn't mean your creation isn't great!"

## Fun Activity - What Would You Buy?

**Sage:**

"Let's play a game! Think about a time when you wanted to buy something, but didn't. Maybe you saw a toy or a snack you really liked, but you didn't buy it. Why didn't you buy it? Did you need to save your money? Did you already have something similar?"

- **Space for Kids to Write/Draw:** Let kids write about or draw what they wanted to buy but didn't. Encourage them to think about why they decided not to buy it.

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

Now let's think about real-life situations where people didn't buy something, even though they liked it. Here are a few examples:

## Examples from Real Life:

### Example 1: The Toy at the Fair

You're at a fair and see a cool toy, but it costs more money than you have with you. Even though you like it, you can't buy it right now because you don't have enough money.

### Example 2: The Ice Cream on a Cold Day

You see your favorite ice cream at the store, but it's freezing cold outside. You love ice cream, but you don't buy it because it's not the right time to eat something cold.

### Example 3: The Fancy Backpack

You find a super cool backpack that you love, but you already have a backpack that works just fine. Even though the new one is great, you don't need it right now.

## Q&A Discussion:

Let's talk about why people don't always buy things. Can you think of other times when someone liked something but didn't buy it? Let's answer a few questions:

### 1. Why don't people buy things just because they like them?

- **Answer:** People have to think about what they really need and how much money they have. Sometimes they save their money for something else.

**2. Have you ever decided not to buy something you liked? Why?**

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

**3. Does not buying something mean it's not good?**

- **Answer:** No! It just means the person didn't need it right then. It doesn't mean the thing isn't great.

### Activity Reflection:

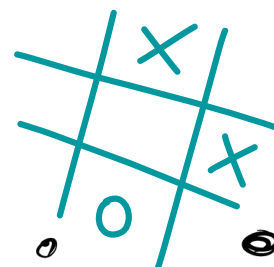
- **Think About It:** Have you ever wanted to buy something but didn't? Draw or write about what it was and why you decided not to buy it.
- **Space for Reflection:** Provide space for children to reflect on their own experiences.

### Conclusion:

Wrap up the card with a friendly message from Sage:

**Sage:**

"Remember, just because someone didn't buy your cool stuff doesn't mean it's not awesome. People have to think about other things, like if they really need it or if they have enough money. Keep creating amazing things, and one day, you'll find the right time and the right person!"



Optional Business Principle Section:

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

Business Principle:

"In business, people have to make choices about what they buy. They think about what they need and how much money they have before deciding."

Suggested Reading:

"Learn more about how people make decisions when buying things! Ask your parents to help you find a book about money or shopping at the library."

