

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

# R1.0006

*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!*



**R1.006: "Sales Are a Conversation, Not a Question"**

**Objective:**

Help children understand that selling something isn't just about asking, "Will you buy this?" but about having a conversation that helps others see the value in what they're offering. This card will emphasize the importance of connecting with potential buyers through meaningful interactions.

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

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

HUNTER has learned a lot about presenting his artwork, but he's still unsure how to actually sell it. Sage steps in with another important lesson.

**HUNTER:**

"So, Sage, I've made my painting look super cool, but when I ask people, 'Do you want to buy it?' they still don't say yes. What am I doing wrong?"

**Sage:**

"Well, HUNTER, selling something isn't just about asking people if they want to buy it. It's more like a conversation. You need to talk to them about why it's special and why they might want it, instead of just asking if they'll buy it."

**HUNTER:**

"Oh, so instead of just saying, 'Will you buy this?' I should tell them why it's awesome?"

**Sage:**

"Exactly! Think about it like when you're talking to a friend about your favorite toy. You don't just ask them to buy it—you tell them all the cool things about it first."

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## Explaining the Situation:

**HUNTER** is learning that selling something is about connecting with people and explaining why they might like it, not just asking them to buy it right away.

"When you're selling something, it's important to talk about why it's special. Instead of just asking, 'Will you buy this?' you can share what makes it interesting, fun, or useful. It's like telling a story about why your creation is awesome!"

## Key Concept - Sales as a Conversation:

"Sales are not just about asking questions—they're about having a conversation. You need to explain why someone might want what you're offering and make them feel excited about it."

## Fun Activity - Practice Your Conversation Skills!

### Sage:

"Let's practice! Think of something you made or something you love, like a toy or a drawing. Now, imagine you're talking to a friend about it. How would you explain why it's special? Write down or practice what you would say to help them see how cool it is!"

- **Space for Kids to Write/Draw:** Let kids practice writing or drawing how they would talk about their creation to someone else. Encourage them to think about what makes it fun or useful.

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

Let's think about how conversations can help people decide to buy something. Here are some real-life examples of how talking about something can make a difference:

### Examples from Real Life:

#### Example 1: Talking About a New Game

Imagine you just got a cool new board game. Instead of asking your friend, "Do you want to buy this game?" you tell them how much fun it is to play, how the rules work, and why it's exciting. After hearing about it, your friend might want to try it too!

#### Example 2: Sharing a Favorite Snack

You have a favorite snack that you love, but your friend hasn't tried it yet. Instead of asking, "Do you want to buy this snack?" you explain why it's so yummy—maybe it's crunchy, sweet, or your favorite flavor. By talking about it, your friend might get excited to try it!

#### Example 3: Telling a Story About a Toy

You have a toy that's really fun to play with, and you want your friend to like it too. Instead of saying, "Do you want to buy this toy?" you tell them all about the cool things the toy can do and why you love playing with it. Now your friend might want one too!

### Q&A Discussion:

Let's talk about why conversations are important when selling something. Can you think of a time when talking about something helped someone get excited about it? Let's answer a few questions:

1. Why is it important to have a conversation when selling something?

- Answer: Because when you talk about why something is special, it helps people see why they might want it. It's more exciting than just asking if they'll buy it.

2. Have you ever talked to someone about something you liked? What did you say?

- Answer: I talked about why I thought it was fun, interesting, or useful, so they could understand why I liked it.

3. How would you talk about something you want to sell to someone else?

- Answer: I would tell them all the cool things about it, why I made it, and what makes it special.

### Activity Reflection:

- **Think About It:** Have you ever told someone about something you love and made them excited about it? Draw or write about what you said and how they reacted.
- **Space for Reflection:** Provide space for children to reflect on how talking about something made it more exciting for someone else.

**Conclusion:**

**Wrap up the card with a friendly message from Sage:**

**Sage:**

**"Remember, HUNTER learned that selling isn't just about asking if people want to buy something. It's about having a conversation! When you explain why your creation is awesome, people get excited and might want to buy it. So, keep talking about what makes your work special!"**

**Optional Business Principle Section:**

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

**Business Principle:**

**"In business, sales are about conversations. When businesses explain why their products are special, it helps customers see the value and get excited to buy."**

**Suggested Reading:**

**"Want to learn more about how conversations can help sell things? Ask your parents to help you find a book about communication or sales at the library!"**

