

The Lemonade War
By Jacqueline Davies

Summary: Evan Treski is people-smart. He is good at talking with people, even grownups. His younger sister, Jessie, on the other hand, is math-smart-but not especially good at understanding people. She knows that feelings are her weakest subject. When their lemonade war begins, there really is no telling who will win-or if their fight will ever end.

Here is a clever blend of humor, math fun, and savvy marketing tips (on how to make money at just about any business). It captures the one of a kind bond between brother and sister, this novel explores how arguments can escalate beyond anyone's intent.

Pre-Reading Activities:

- Have you ever started a business? Describe what business and how you started it.
- Did you ever want to start a business to make money? What kind of businesses could kids start? Brainstorm a list.
- Have you ever been jealous of a brother, sister, or friend? Write a story about your experiences.

Chapter 1: Slump

- **Vocabulary**
 - slump
 - bare
 - install
 - avoid
 - complicated
 - hurtful
 - humiliated
 - swollen

Pre-Reading Questions:

- Have you ever ignored somebody you like? Why?
- How do you feel when you are the one being mean to someone else? Do you feel as bad as the victim?
- What kind of activities do you do to calm yourself down?

Discussion Questions:

- What is Evan and Jessie's relationship? Cite examples from the story to help support your answer?

- What does Evan do to calm himself down?
- What do you think the letter is about? Make a prediction.

After Reading Activities:

- Write about a time you were mad at a brother, sister, or friend. Why were you angry? How did you calm down? Was the problem solved?
- Brainstorm a list of activities you can do to calm down if you were angry.
- In the story, Evan chose not to help his parents with the air conditioner. What are some grown up jobs that you do around the house to help your parents?
- Create a business vocabulary book to keep definitions and examples.

Chapter 2: Breakup

- **Vocabulary**
 - Breakup
 - Growth spurt
 - Complaint
 - Puny
 - Frustrated
 - Competition
 - Bankrolling
 - Change
 - deserted

Pre-Reading Questions:

- What are some important tools you need if you were going to set up a “lemonade” stand?
- How would you feel if you had a brother or sister in your class?
- Have you ever played a game that you did not want to play for a brother, sister, or friend?
- Brothers and sisters are known for being different and alike. What makes you similar to your siblings? What makes you different from your siblings?

Discussion Questions:

- Evan is very angry at his sister. Why?
- Why did Jessie get a letter this summer? What did it tell her parents?
- Is Jessie to blame for her moving into the fourth grade?
- If you were Evan, how would you be feeling?

After Reading Activities:

- Pretend to open your own lemonade stand. Plan out the supplies you need, where you will set up and sell lemonade, who will help you, and how much start up money you will need.
- Write about how important third grade was to you. What was your favorite memories?
- What have you done to make your brother, sister, or friend jealous of you? Write about it or create a skit from your experiences.

Chapter 3:

- **Vocabulary**
 - Joint venture
 - Vendors
 - Satisfied
 - Profits
 - Pedestrians
 - Lull
 - Weasel

Pre-Reading Questions:

- Have you tried working on a project with another person?
- Do you work better alone or by yourself?
- Can friends work well together?

Discussion Questions:

- Evan does not like Scott Spencer. What can you tell about Scott from the reading?
- On page 30, Evan said to Scott, “You’ll drink all our profits if you do that.” What does this mean?
- Why was there a lull in sells at Evan’s Lemonade stand?
- What is Scott and Evan saving up for?
- Do you think Jessie was bragging to Evan that she was making more money than he was?

After Reading Activities:

- What could help the kids sell lemonade? Write down some strategies that would help the students who are selling lemonade.
- Create a poster, advertising for lemonade.

- Write about an experience where you had a challenging time working with someone else. What did you have to complete? How did you solve the problems?

Chapter 4: Partnership

- **Vocabulary**
 - Partnership
 - Impressed
 - Misery
 - Pathetic
 - Deflating

Pre-Reading Questions:

- Are you a number person or a picture person? Is it easier to solve problems with numbers or pictures?
- Describe a time when you met a new friend. What did you say? How did you ask them to play with you?
- Have you ever had to speak up for yourself and tell someone what you wanted?

Discussion Questions:

- Jessie did not understand why Evan was mad at her. Describe Evan's side of the story. Describe Jessie's side of the story.
- How did Jessie ask Megan to play?
- What are some character traits you would use to describe Jessie?
- Why were more people going to Jessie's lemonade stand than Evan's stand?
- Why did Jessie use pictures to explain how much money they would make?
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After Reading Activities:

- Decorate your own lemonade stand to draw customers.
- Describe a time where you met someone new, draw a picture.
- What would you have done to convince Megan to play lemonade stand with you?
- Create a math problem and solve it by drawing a picture.

Chapter 5: Competition

- **Vocabulary**
 - Competition

- Irritated
- Showoff
- Miser
- Charity
- Vow

Pre-Reading Questions:

- Have you ever had a bet with a brother, sister, or friend? What was it? Did you win or lose?
- How do you feel when you fight with a brother, sister, or friend? How do you think your parents feel when you fight?
- Why do people compete with one another?

Discussion Questions:

- Why is Evan mad that Jessie became friends with Megan?
- Why does Evan feel like Jessie is racing him to get the dishes done?
- What does Jessie plan to spend her lemonade money on?
- What was the “spit-vow?”
- Why does Evan and Jessie’s mom feel sad when they argue?
- What is the bet?
- When will they determine who wins the bet?

After Reading Activities:

- Make a bet with the students and keep track of the results.
- Write an essay about what students compete in.
- Discuss what you would spend your lemonade earnings on if you started the business. Draw a picture of it.

Chapter 6: Underselling

- **Vocabulary**
 - Underselling
 - Satisfaction
 - Complicated
 - Value added
 - Goodwill

Pre-Reading Questions:

- Meeting new people is difficult. How do you feel when you meet a group of kids?
- What are some ways we communicate?
- When items in the store are cheaper, do you find yourself buying more?

Discussion Questions:

- Jessie said girls communicate in different ways. What does she mean by that? How do girls communicate differently from boys?
- Jessie brought up the term, value added. What does it mean? What did she do to add value to her lemonade stand?
- Who made the most sells that day?
- Evan used the idea of Goodwill? What does that mean? How did he earn so much money?
- Why did Jessie like Evan's friend, Paul, the most?

After Reading Activities:

- What are ways you can add value to something you sell? Brainstorm a list.
- Write about a time that you experienced goodwill?
- Act out ways people communicate.

Chapter 7: Location, Location, Location

- **Vocabulary**
 - Location
 - Permit
 - Priviledge
 - Town hall
 - Enforce

Pre-Reading Questions:

- Have you ever tried to save for an object for a very long time?
- Are you a 'saver' or a 'spender'?
- If you could open your own store, where would you set it up?

Discussion Questions:

- How did Evan figure out how much he had to earn to buy the Ipad?
- Why did Evan feel proud of himself for solving that math problem?
- Where did Evan go to sell lemonade? Why did he go there?
- Evan checked out the competition. He went by the Big Dipper and asked how much they sold their drinks for. Why would he do this?
- What is a permit? Why did Evan need one?
- Who is Officer Ken and why wasn't he smiling?
- What happened once Officer Ken talked to Evan?
- How much did Evan earn so far?

After Reading Activities:

- If you designed your own store, what are some other “competitors?” Brainstorm a list.
- Write about a time you were trying to save up for something.
- Create a math problem and solve by drawing a picture.
- Act out the scene when Officer Ken was confronting Evan.
- Perspective taking—How would you feel if you were Evan’s shoes?
- Research areas in town where it would be good to open a lemonade stand or other business.

Chapter 8: Global

- **Vocabulary**
 - Global
 - Profit margin
 - Earnings
 - Sunstroke
 - Franchise
 - Comment card
 - Receipts

Pre-Reading Questions:

- Think about chain stores in the United States. Do they make more money than just an average store?
- Have you ever sold something and earned a profit?
- How would you convince your friends to start a lemonade stand with you?

Discussion Questions:

- Jessie placed two new business terms in her lock box, franchise and profit margin. What do they mean? Can you provide examples?
- How did the Jessie and Megan convince the girls to sell lemonade?
- What is a comment card? Have you ever received something like this?
- Did the girls make a profit by having several franchises?
- What are the girls going to do with their money?

After Reading Activities:

- Research stores that have several franchises
- Assign students a country and research how business is conducted in that country. Give a presentation.
- Implement a comment card activity in the classroom.
- Write a persuasive letter to your friends, convincing them to help with the lemonade stand.

Chapter 9: Negotiation

- **Vocabulary**
 - Negotiation

Pre-Reading Questions:

- Did you ever try to negotiate something?
- Have you ever been so proud, but then someone did better, and you did not share your work with a friend?

Discussion Questions:

- Why did Jessie not jump at the chance to end the lemonade war?
- Why did Evan want to end the lemonade war?
- Why did Evan take back his wish to end the lemonade war?

After Reading Activities:

- Write about a time where you had to negotiate a deal?

Chapter 10: Malicious mischief

- **Vocabulary**
 - Malicious Mischief

Pre-Reading Questions:

- Who do you confide in?
- Do you have a rule in your house about not going into each other's bedrooms?
- Have you ever stolen anything before?
- Have you ever had a disagreement with someone where the argument went on too long and you forgot what you were fighting about?

Discussion Questions:

- What was Jessie's original plan when she went into Evan's room? Did she go through with her plan?
- Who did Jessie confide in when she could not hold back her tears any longer?
- What did her mother suggest to help her solve her problems with Evan?
- What did Evan come home with?
- Why was Jessie mad at Evan again?
- What did she do to ruin Evan's lemonade?

After Reading Activities:

- Have you ever done something to intentionally hurt someone? What happened? How did you feel when you were doing it? How did that person feel? What did you feel like after you did it? Write about it.
- Draw a picture of the person you confide in. Send them a thank you letter for always being there to help you.
- If you are fighting with a friend, how do you solve the problem? Act it out.

Chapter 11: A Total Loss

- **Vocabulary**
 - Total Loss
 - Bejeweled
 - Nudging

Pre-Reading Questions:

- Have you ever spent your money on something and were not allowed to use it or it broke? How did you feel?
- How do you feel when your brother, sister, or friend breaks the rules?
- What is revenge?

Discussion Questions:

- What did Evan have to do with his “bug”-filled lemonade?
- Did Evan find out what happened? What clues did he piece together?
- Use \$100 words to describe how Evan is feeling right now?
- Is Evan plotting revenge?
- What will Evan do to get Jessie back?

After Reading Activities:

- Write about a time where you wanted revenge? What are some other options for handling the situation without using revenge?
- Who do you think should win the war, Jessie or Evan? Write a persuasive essay on who you think should win the lemonade war and why.

Chapter 12 and 13: Waiting Period and Crisis Management

- **Vocabulary**
 - Waiting Period
 - Crisis Management

Pre-Reading Questions:

- Discuss a time when you were looking forward to something but became too distracted with a problem or concern.
- Discuss a time when a brother, sister, or friend stole something from you.

Discussion Questions:

- Why was Jessie not having a fun time at the beach?
- Why did Evan not play his best at basketball?
- Who stole the money from Evan?

After Reading Activities:

- Describe or invent a good hiding place for money. Draw a picture.
- Write about a time when you felt guilty.

Chapter 14: Reconciliation

- **Vocabulary**
 - Reconciliation
 - Skeptical
 - Pulverize
 - Philosophers

Pre-Reading Questions:

- What are some ways you can apologize to a friend?
- Do you find talking things is a better way to solve a problem?
- If money was taken from you, what would you do?

Discussion Questions:

- How did Jessie and Evan become friends again?
- Were they able to get their money back? If so, what did they do to earn it back?
- What did you learn from Jessie and Evan's experience

After Reading Activities:

- What would you do as a project for the annual Rotary Club Learning Contest? Write a plan.
- Design a poster on what you learned from Jessie and Evan's Experience.
- Have a Lemonade War with your students. Design stores to sell and use the terminology to help create their business. Provide "play" money and allow students to practice concepts.

