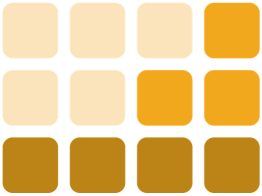
01 CHAPTER ONE



Earn

When Do You Really Earn Money?

₹1,000



from selling lemonade
1 square = ₹10



ANIKA KIARA RANVEER MIKHIL DADU NITYA

Both jugs were empty by eleven.

Anika, Kiara, Ranveer and Mikhil stood around the folding table beside the banyan tree. There was nothing left to sell, and Anika held a fistful of money.


I sold the most cups.


I made the lemonade.


I made the sign.


Excuse me. Who carried the ice?


You also drank a lot of lemonade.


That was hydration.

Anika held up the notes.


We made a thousand rupees.

That stopped the argument, for about three seconds.

Kiara sat down on the grass and opened her Money Journal.


Not exactly.

Three faces turned towards her.



She wrote:

Lemonade Day — KIARA'S MONEY JOURNAL

MONEY THAT CAME IN

₹1,000
from selling lemonade

MONEY THAT WENT OUT

Lemons	₹150	Ice	₹40
Sugar	₹90	Poster paper	₹40
Paper cups	₹80	Markers	₹20

₹420 in all

PROFIT | WHAT WE KEPT **₹1,000 − ₹420 = ₹580**

Mikhil stared at the notes in Anika's hand.



There are one thousand rupees right there. I can see them.

Anika looked at Kiara's list.

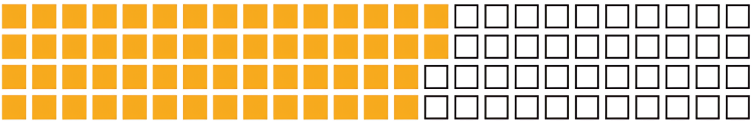


Mum paid for all of this. She gets it back first.

She counted out ₹420 and put it under one of the empty jugs.

Then she counted what remained.

₹580



■ ₹580 □ ₹420 | 1 square = ₹10



We looked much richer a minute ago.

Under the banyan tree, Kiara's grandpa, Dadu, closed his book.



Why did anyone give you money in the first place?



They were thirsty.



And we had cold lemonade.



They wanted lemonade, so they paid for it.

Dadu looked at Mikhil.



Did any customer ask you to carry ice for them?



No. But the lemonade would have been warm without it.



Exactly. You helped make something they wanted to buy.



So they paid for the lemonade. My ice helped.

At the corner of the lane, Raju was crouched beside an upside-down bicycle.

Dadu nodded towards him.



What do people pay Raju for?



Fixing punctures.



And what does that let them do?

Raju spun the bicycle wheel. It went round twice and stopped.



Get where they were going.

Mikhil pointed at Raju.



One puncture can ruin your whole morning.

Dadu laughed.



Especially if you're already late.

Kiara looked down at her journal.

Under the numbers, she wrote:

KIARA'S MONEY JOURNAL

People pay for what they want.

Lemonade →	cold drink when you're thirsty.
Raju →	getting your bicycle working again.

Ranveer looked at the ₹580.



So what do we do with it?

Mikhil opened his mouth.



No.



I haven't said anything yet!



You were going to say pizza.



And garlic bread. Let me finish.

Anika heard a rustle and turned. Nitya from Lane 5 was trying to open the last book on the stone platform.



The pages are stuck.

She tried again, then put it back and looked at Anika.



Is there another one?



That's the only one left.

Nitya glanced at the book, then headed home.



There used to be loads of books here.


What happened to them?


People borrowed them.


And never brought them back?

Dadu glanced at the platform.


Some never came back. The rain got to the ones left here.

Anika went over and picked up the rain-damaged book. She looked down the lane after Nitya.


Can't we fix this?


The book?

Anika looked along the bare platform.


This whole place. We could bring some books back.


And keep them out of the rain.


Like a little book stop.


Book stop sounds like a bus stop.


A book stand?

Kiara looked at the platform.


Book Bay?

Anika tried out the name aloud.


Book Bay.

Ranveer nodded.



That works.

Mikhil looked at the ₹580.

Then at the ruined book.

Then back at the ₹580.



So all of this goes into Book Bay?



We don't even know how much Book Bay costs.

Anika put the book back and returned to the table. She tucked the remaining ₹580 into an envelope.



Then we don't spend it yet.

Mikhil sighed.



Goodbye, pizza. Goodbye, garlic bread. We had plans.



PAUSE HERE

What just happened?

The children collected ₹1,000 from selling lemonade. That was their revenue: the money that customers paid.

The lemonade cost ₹420 to make and sell. That was their expense.

After those costs, ₹580 remained. That was their profit. Why did customers hand over money in the first place? They

wanted cold lemonade, and the children were offering it. Raju's customers wanted their bicycles working again, and he could do that for them.

Mikhil's work mattered because it helped make the lemonade cold. Nobody was buying ice-carrying by itself.

> **Earning happens when someone is willing to pay for what you are offering.**

And when money comes in, you still have to count what it costs you to make it.

THE GROWN-UP WORDS

Revenue

The money that comes in when customers pay for what you sell.

Costs

The money you spend to make and sell something.

Profit

The money left after the costs are taken away from the revenue.