

## Max's Lemonade Stand Dilemma A Readers Theater

**Characters:** Max, Eloise, Terry, Juan and Carla.

**Setting:** The sidewalk in front of Max's house.

**Open:** Max is standing behind a lemonade stand as Eloise and Carla walk by. Terry is sitting in the audience with the other class members.

**Eloise:** "What are you doing?"

**Max:** "What does the sign say Eloise?"

**Eloise:** "Lemonade for sale! How much?"

**Max:** "Fifty cents a cup."

**Carla:** "Fifty cents a cup! Are you crazy Max? Fruit punch is only 30 cents at the drugstore."

**Max:** "But Carla, I want to buy Spike a new dog house. His old one is falling apart, and a new one costs a fortune -- \$95.00!"

**Eloise:** "I don't think you will sell much lemonade at 50 cents a cup."

**Max:** "I've just got to get the money before Spike's birthday and I have only saved \$15.00 from my allowance." (*enter Juan*)

**Juan:** "Hey Max! What are you doing?"

**Carla:** "Max is selling lemonade, Juan, but it is too expensive for me to buy."

**Juan:** "How much is it?"

**Max:** "Fifty cents a cup is what I said, but maybe it is too much. How much would you pay for one cup?"

**Eloise:** "I might give you 30 cents a cup since it is for a good cause."

**Juan:** "I have only 10 cents left from my allowance."

**Max:** “That is not enough. I have to pay for the lemons, sugar, and the cups, you know. Plus my little sister let me use the stand on the condition that I pay her two cents on each cup I sell.”

**Juan:** (*Turning to the audience*) “Here comes some friends. Maybe they will pay you 50 cents a cup for your lemonade.”

**Terry:** Hi Max! Are you selling lemonade?

**Max:** “Yes, Terry. Would you like to buy some? It’s good.”

**Terry:** “How much?”

**Max:** “I haven’t decided on a price. Maybe the gang can help.” (*points to the audience/class*)

**Carla:** “That’s a great idea.”

**Max;** (*pretending to be counting hands*) “How many cups of lemonade would you be willing to buy each day at 50 cents a cup? 1, 2, 3. How many cups of lemonade at 30 cents a cup? 1, 2, 3, 4, 5. How many cups of lemonade would you buy at 20 cents a cup? 1, 2, 3, 4, 5, 6. How much lemonade would you buy at 10 cents a cup? Wow 8! Thanks Gang!”

(*Turning back to the other characters.*) “Come back in half an hour. Some friends of mine are going to help me find out how much I should charge for my lemonade. “(*Exit Eloise, Jake, Carla and Juan.*)

“To be able to tell me at what price I should sell my lemonade, you must also know how much lemonade I would supply per day at each price based on just one pitcher of lemonade. At 50 cents, I would supply 10 cups to the gang, at 40 cents, I would supply 8 cups. At 30 cents, I would supply 5 cups to the gang. But at 20 cents, I would not supply any because each cup costs me 18 cents, and at 20 cents per cup I would only make 2 cents profit on each cup.” (*To the class*) “So, please find out at what price I should sell my lemonade.”