



## Helpful Hints

**Thank you** for volunteering to assist the students at *JA BizTown*. The job you have today is very important. Please read and use the helpful hints listed below as you work with this business. If you have any questions or concerns, please ask a *JA BizTown* staff member.

1. After entering the Loan Amount from the **Business Cost Sheet**, the CFO should first print a \$5.00 check to the Distribution Center for supplies, then enter the employee information and print payroll checks using the **Accounts Payable Checklist** before the Opening Town Meeting.
2. Before the Pledge of Allegiance, the Sales Manager will go to the Distribution Center with the \$5.00 check to purchase supplies.
3. Other checks to pay bills should be printed **only** after the CFO receives an invoice. All payments will be mailed (accept the utilities bill) using the self addressed envelope which will be provided with the invoice. The envelopes will then be placed in the BLUE mailbox in town square.
4. The International Shop will borrow money from the Bank. The CEO will take the **Loan Application** and **Promissory Note** to the Bank after the Pledge of Allegiance.
5. When the CFO takes a business deposit to the Bank, the deposit will consist of a business deposit ticket and the multiple checks making up the total deposit
6. When the supplies are brought back from the Distribution Center, Sales Managers should divide the number of scarce items into three groups and place them in the correct container for each color break.
7. Only trained employees should use the sales computer.
8. As students begin to **price products**, give guidance and reminders through the following pricing techniques:
  - a. Know the amount of money needed, with interest, to pay off the bank loan.
  - b. Divide the loan amount by the total number of products to get an average sales price.
  - c. Set prices for each product. Nothing should be priced under \$1.00.
  - d. The price of scarce items should be set at the highest level and will be well above the average price.
  - e. The total of all item prices must be enough to pay off the loan.
  - f. Do not open for business until pricing is completed.



## Volunteer Manual International Shop

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- g. Do not allow students to lower prices at anytime, without your approval. Check with a *JA BizTown* staff member first.
9. As the students price products, have the CEO write the prices on the **Setting prices/Calculating Income Worksheet** (laminated) and calculate the total possible income. Compare the total possible income with the loan amount. Be certain prices are high enough to pay off the bank loan. Be patient, as most sales will take place during the second set of breaks, later in the day.
  10. Sales Managers should display their items attractively, and place a price tag near each group of items to be sold.
  11. Encourage students to use creative promotions, to draw customers into their business.
  12. When the Sales Manager goes on break, if another Sales Manager is not available, the CEO should take over to assist customers.
  13. All unsold merchandise must remain in the business. Students may take home **only** the items they purchased during their breaks.
  14. At the end of the day, be certain that all unsold merchandise, student Simulation Folders and Volunteer Manuals remain in the business, and are returned to their original location.



## **Facilitator Directions**

### **START-UP TIME**

(45 minutes)

Start-Up Time lasts a total of 45 minutes. This Start-Up time involves:

- **First 10-15 minutes is uninterrupted time for Staff Meeting #1.** This meeting allows time for the discussion listed below and time for students to read their own Job Simulation Folders.
- At the conclusion of this uninterrupted time, the Pledge of Allegiance signals that those students whose jobs take them out into *JA BizTown* may begin to perform their tasks. (Note: the only student who will be allowed to leave the business before the Pledge of Allegiance is the Sales Manager. This person will go to the Distribution Center with a \$5.00 check from the CFO to purchase supplies.)
- All employees remain in their business to continue with Start-Up tasks unless their job requires them to leave.
- At the conclusion of the 45 minutes, a *JA BizTown* staff member will request all employees to sit in front of their business for the Opening Town Meeting.

### **Staff Meeting #1**

Gather your employees around you. Spend about 10 minutes to complete the following:

#### **Introduce yourself and meet the business employees.**

Ask the CEO to hand out each employee's name tag and personal checkbook, which are located in the white BizPrep Envelope they brought from school.

Ask students to introduce themselves and state their job title. Using the **Break Schedule Chart**, give each employee the correct colored dot (red, yellow or green) to place on their name tag.

#### **Assist students to prepare their checkbooks for the first trip to the Bank:**

Ask students to open their checkbooks. Review their deposit ticket, \$1.50 check payable to the Bank for their savings account, and the entries written in the check register. There is no money in their account until they actually deposit the check.

The first deposit ticket should show their net pay (see chart below) and \$2.00 cash back. The amount of the net deposit (net pay minus \$2.00 cash back) should be written on the first line of their check register.



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Use this chart to confirm each employee's net pay.

Job Title	Gross Pay	Net Pay
CEO	\$9.00	\$8.82
CFO	\$8.50	\$8.33
Sales Manager	\$8.00	\$7.84

If these steps have not been completed at school, help the student complete these tasks now so they are ready for this first visit to the Bank.

Advise employees that they will receive an ID card from the Bank this morning. When it is time for their break, they will need to deposit their paycheck and receive their cash back before going to lunch.

Ask the employees to get their yellow **Job Simulation Folder** from the wall pocket and begin reading the information to become familiar with their job responsibilities.

Have the CFO begin working as soon as possible. Check with the CFO to be sure he/she has printed a \$5.00 check for business supplies and has begun entering the employee names and payroll information into the computer. Payroll checks for Pay Period #1 and Pay Period #2 should be printed and signed before the Opening Town Meeting.

All employees should begin working, but remind them that they may not leave the business until after the Pledge of Allegiance.

### Opening Town Meeting

*JA BizTown* staff will instruct students to sit in front of their business for this meeting. Please remind students to be seated quickly and quietly.

### Break Rotation #1

Students are divided into three groups and will rotate to take breaks. While one group is at break, the other two groups are to continue working. Remind students to check in with their boss (the CEO) before leaving for break or work-related duties. Also, remind students going to break that they must go to the Bank to deposit their paychecks, open their savings accounts and eat lunch, before doing other activities.



## **Volunteer Manual International Shop**

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### **Staff Meeting # 2**

(10 minutes at the conclusion of Break Rotation #1)

Have the students meet with you in a group and **bring their checkbooks and pencils**. Please use the entire 10 minutes and these pointers to assure that you complete all necessary tasks.

#### **Prepare for the second and final break:**

Ask students to open their checkbooks and complete a new deposit ticket. (Be sure each student has not asked for more than \$2.00 in cash. Be sure students enter the net deposit, which is the bottom number on the deposit ticket, in their checkbook register. Have them add to get a new balance.

Check each employee's check register to make sure he/she has opened their savings account. Any checks he/she wrote while on break should also be entered and subtracted from their balance.

Remind employees that this is their last chance to go shopping. Remind them to spend their money wisely...but to be sure to spend it, since they can't take it with them. Be sure each employee knows how much money they have available.

#### **If time allows, discuss the day so far by asking the following questions:**

ASK: *Are we courteous to all of our customers?*

ASK: *Have we created attractive displays to advertise our products?*

ASK: *Do our products seem to be priced properly to attract customers?*

ASK: *Are we using good sales technique to persuade customers to buy?*

ASK: *Is each one of us doing our job?*

### **Break Rotation #2**

Students are divided into three groups and will rotate to take breaks. While one group is at break, the other two groups are to continue working. Remind students to check in with their boss (the CEO) before leaving for break or work-related duties. Also remind students going to break that they must go to the Bank to deposit their paychecks before going shopping.

**Businesses are officially closed when Green Shopping Break is over.**



## **Volunteer Manual International Shop**

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### **Closing Staff Meeting and Clean-Up** (20 minutes)

Have the students bring their checkbooks and pencils to again meet with you in a group. Remember, this is the final business staff meeting of the day. The time allotted for this Closing Staff Meeting and Clean-Up period is 20 minutes. All business activity is over, and it is time to reflect on the day.

#### **Reflection**

- Review with the students what they felt went well and what they believe they could have done better as a business team.
- Ask the students to share some of the things that they learned today, both as part of the business team and individually.
- Ask students to name some of the challenges they had today and what solutions they found successful.

#### **Clean-Up – Have all employees do the following:**

- All unsold merchandise must remain in the business.
- Put all materials and supplies back in the original location.
- Pick-up everything on the floor.
- Check to make sure **all** student job folders and Volunteer Manuals are returned.
- **Do not** turn off the computers.
- Teachers may be interested in taking completed business paperwork back to school for follow-up, especially student checkbooks. Collect these items and place them in the Biz Prep Envelope. Give this envelope to a teacher.

#### **Money Collection**

- Collect **all** *JA BizTown* coins, dollar bills, and any other *JA BizTown* re-usable student materials from students and adults. Give them to a *JA BizTown* staff member or to a Bank employee when he/she come to collect them.

### **Closing Town Meeting**

Have students wait in their business until the announcement for the Closing Town Meeting. *JA BizTown* staff will instruct students to sit in front of their shop for this meeting. Please remind students to be seated quickly and quietly.

### **Dismissal**

As you leave, please return the Facilitator Comment Form to the *JA BizTown* staff or leave it on the counter in your business.

**Thank you for your assistance today. We couldn't have managed without you!!!**



## **On-Task Checklist for Volunteers**

\*This check list is to help guide you throughout the day. A more detailed description of each item will be on the Citizen's **Detailed Job Instructions** (found in the yellow job folders in your business). Please refer to those instructions to help guide the citizens further.

### During Business Set-up:

#### **All Employees**

- Reading the information in their yellow Job Simulation folder
- Working together to complete the **Pricing Worksheet**

#### **CEO**

- Taking out **Business Costs Sheet** and giving it to the CFO
- Signing the \$5 Distribution Center check after the CFO prints it
- Completing the **Opening Town Meeting Speech** and practicing with the adult volunteer
- After Pledge of Allegiance, taking **Loan Application** and **Promissory Note** to the Bank CEO
- Signing all payroll checks when CFO is done printing them
- Distributing **Bank ID Cards** to each employee after the Bank Tellers deliver them

#### **CFO**

- Entering loan amount
- Printing \$5 Distribution Center check
- Entering Payroll information
- Printing Payroll checks for Pay Period #1 and Pay Period #2

#### **Sales Manager(s)**

- Taking the \$5 check to the Distribution Center for supplies
- Working with CEO and Adult Volunteer to set prices for products, using the **Pricing Worksheet**
- Dividing scarce items into separate containers for each break color
- Preparing an attractive sales table display
- Learning how to use the point of sale computer

### At some point in the day:

#### **CEO**

- Signing the Rental Agreement when Leasing Agent brings it
- Having the Philanthropy Pledge Sheet, Newspaper Ad, TV Ad, Web Page Ad, and Radio Ad ready when someone from that business come to collect them



## Volunteer Manual International Shop

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### During First Break Rotation:

#### **CEO**

- Reviewing the **Supplies Re-Ordering Instructions**
- Substituting for Sales Manager when needed
- Supervising employees to be certain that break schedules are followed and everyone is doing his/her job

#### **CFO**

- Printing checks to pay bills only as bills come due. (*Bills are due when the CFO receives an invoice.*)
- Using the **CFO Accounts Payable Checklist** to keep track of which bills have been paid
- Making Business Deposits on computer and taking checks and Deposit ticket to Bank CEO (*can enter 8 checks into the computer at a time. Do not just enter one check for a business Deposit*)
- Filling in for the CEO when he/she goes on break

#### **Sales Manager(s)**

- Assisting customers with purchasing items
- Answering customer questions about products
- Following computer directions to for entering customer sales in the computer

### During Second Break Rotation:

#### **CEO**

- Determining if more inventory is needed and following the **Supplies Re-Ordering Instructions** to reorder supplies (*Re-orders can total no more than \$2 for the rest of the day, which is the amount budgeted on the Business Costs Sheet.*)
- Substituting for Sales Manager when needed
- Supervising employees to be certain that break schedules are followed and everyone is doing his/her job

#### **CFO**

- Printing checks to pay bills only as bills come due. (*Bills are due when the CFO receives an invoice.*)
- Using the **CFO Accounts Payable Checklist** to keep track of which bills have been paid
- Making Business Deposits on computer and taking checks and Deposit ticket to Bank CEO (*can enter 8 checks into the computer at a time. Do not just enter one check for a business Deposit*)
- Filling in for the CEO when he/she goes on break

#### **Sales Manager(s)**

- Assisting customers with purchasing items
- Answering customer questions about products
- Following computer directions for entering customer sales in the computer



## **Volunteer Manual International Shop**

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### End of Day (Business Clean Up):

#### **All Employees**

- Assisting with clean-up as needed

#### **CFO**

- Making final business deposit ticket and taking the checks and deposit ticket to the Bank CEO
- Printing the **Business Accounting Report** and placing it in the BizPrep Envelope

#### **Adult Volunteer Facilitator(s)**

- Gathering all of the paperwork and checkbooks for the day and placing them in the BizPrep Envelope to be returned to school.
- Checking to make sure students are **NOT** taking home any JA BizTown money or coins.
- Assuring that citizens take home the products they bought while on their breaks.
- Filling out Volunteer evaluation when a JA BizTown Staff Member brings one by. Return it to a Staff Member or leave it on a counter in your business.

**Reminder:** All unsold merchandise or supplies should remain in the display case or on the work tables.



# JA BizTown™ Jobs

## International Shop Job Descriptions

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<p style="text-align: center;"><b>CEO</b></p> <ol style="list-style-type: none"><li>1. Obtains bank loan.</li><li>2. Signs all business payroll and expense checks.</li><li>3. Signs Rental Agreement for business space.</li><li>4. Works with employees to determine prices of products.</li><li>5. Prepares and gives speech at the Opening Town Meeting.</li><li>6. Fills in for the CFO when he/she is on break.</li><li>7. Assists with all business duties as needed.</li></ol>	<p style="text-align: center;"><b>CFO</b></p> <ol style="list-style-type: none"><li>1. Inputs employee payroll information.</li><li>2. Prints and distributes employee payroll checks.</li><li>3. Prints and distributes business expense checks to pay bills.</li><li>4. Keeps all records of business expenses and payments.</li><li>5. Makes business deposits at Bank.</li><li>6. Signs business checks if CEO is not available.</li></ol>
<p style="text-align: center;"><b>SALES MANAGER</b></p> <ol style="list-style-type: none"><li>1. Purchases business supplies from Distribution Center.</li><li>2. Works with CEO to determine product prices.</li><li>3. Prepares sales area with product display and keeps display attractive throughout the day.</li><li>4. Greets customers, assists them with sales, and accepts payments for sale of products.</li><li>5. Forwards all customer payments to CFO.</li><li>6. Assists with all business duties as needed.</li></ol>	

# JA BizTown™

## International Shop CEO

You are responsible for the smooth operation of this Retail Shop. Many customers will be visiting your business during the day to purchase items. Be certain all employees are familiar with their responsibilities and are courteous to customers.

1. Remain in your business until after the Pledge of Allegiance to help with business start-up. Your business needs everyone's help before it opens.
2. You should have brought your completed BizPrep Booklet from school. Give the **Business Costs Sheet** to the CFO. Keep the other pages until someone from the other businesses comes to collect them.
3. Call a meeting of the Sales Managers.
  - a. Work with your Volunteer Facilitator to set prices for items to be sold today after the Sales Manager brings these items from the Distribution Center. No item should be priced under \$1.00.
  - b. Use the **Setting Prices/Calculating Income Worksheet** (laminated worksheet in Volunteer's folder) to record selling prices and calculate the shop's potential income.
  - c. Discuss the importance of using the sales computer carefully and correctly.
  - d. Be certain your employees realize that only the items purchased from the Distribution Center will be for sale during the day.
  - e. Inform your employees that your business wants to give all citizens today an equal opportunity to purchase scarce items. To help allow for this, all products should be divided evenly between the three product bins which are provided. Items from each bin may only be sold during the designated break.
  - f. Some products may be priced high enough that customers will not be able to afford them until after their second paycheck.
4. The Bank Tellers will bring **Bank ID Cards** for each of the employees in your business. Accept these **Bank ID Cards**, distribute one to each employee and tell them to complete the ID Card before going to the Bank for the first paycheck deposit.
5. Following the Pledge of Allegiance, take the **Loan Application** and the **Promissory Note** to the Bank CEO to apply for your business loan.
6. Complete the **CEO Speech Guideline** and practice your presentation with your volunteer facilitator. You will give this speech at the Opening Town Meeting.
7. Sign all business checks after they have been printed by the CFO.

*(continued)*

*(International Shop CEO continued)*

8. Review the **Supplies Re-Ordering Instructions** in the **Re-Order Folder** to learn how your business can obtain additional supplies today. You need to be aware of this process so you can determine if, when, and how additional supplies will be ordered. Remember, a check in the amount of the order must be taken to the Distribution Center along with the order form.
9. Sign the **Rental Agreement** when the Leasing Agent brings it to your business.
10. Allow the Non-Profit Director to place a container for individual contributions in your business. Give him/her your **Philanthropy Pledge Sheet**. Encourage your employees to contribute. The Non-Profit Director will return later in the day for the container. Remember, this container is for **your** employees to use when making a donation, if they wish to do so.
11. Meet with the Utility Agent representative when he/she comes to talk with you about ways your business can conserve energy.
12. Later in the day, after your utility invoice has been received, see your CFO for payment and take the check along with the invoice to the Realty Office for payment.
13. Substitute for the Sales Manager(s) when he/she is on break.
14. Supervise your staff to be certain that schedules are followed, that everyone does his/her job, and works together as a team.
15. As the CEO, if your own work is caught up, you should always help your business wherever it is needed most.
16. Assist with business clean-up at the end of the day.



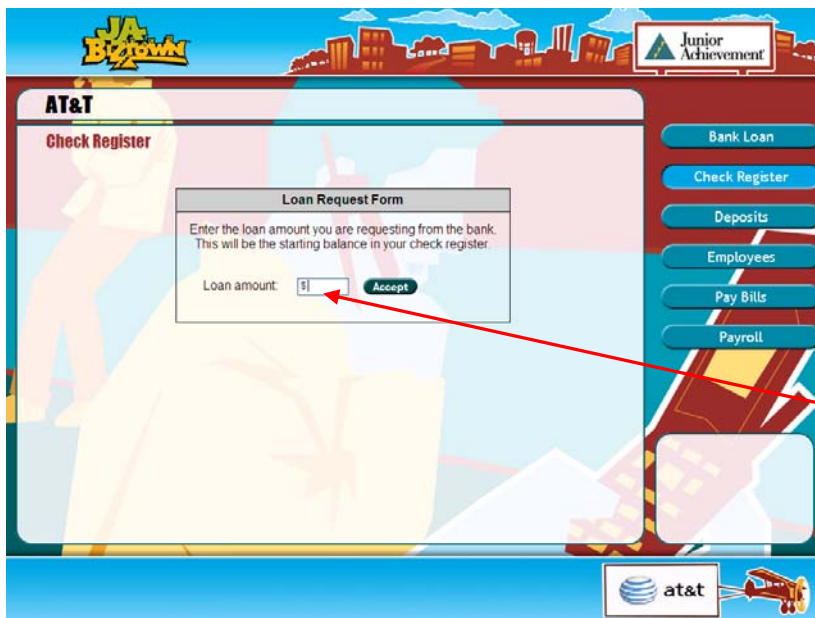
# International Shop CFO

Using the computer at your desk, you will print payroll checks and checks to pay bills. You will also deposit business income in the Bank. The CEO will sign all checks. If the CEO is not available, you may sign them yourself.

Remain in your business until the Opening Town Meeting to help with business start-up. Your business needs everyone's help before it opens.

## 1. Submit a Loan Request

- Ask the CEO for the **Business Costs Sheet** found in the JA BizPrep envelope.
- The opening screen on your computer should look like this. If it doesn't, please find a JA staff member.



JA BizTown™ BizPrep  
AG Edwards Business Costs Sheet

Student Name	Account #	Salary	Periods	Salary
CEO		\$0.00	X 2 =	
CFO		\$8.00	X 2 =	
Financial Consultant 1		\$8.00	X 2 =	
Financial Consultant 2		\$8.00	X 2 =	
Financial Consultant 3		\$8.00	X 2 =	
Financial Consultant 4		\$8.00	X 2 =	
Total of All Salaries				\$

OPERATING COSTS		
Advertising	\$4 to St. Louis Post-Dispatch, \$4 to KJAB Radio, \$4 to CWI1	\$12.00
Taxes	\$5.00 to City Hall (property taxes)	\$5.00
Health Care	\$2 to St. Louis Children's Hospital	\$2.00
Professional Services	\$2 to Deloitte (accounting), \$2 to Bryan Cave (legal services), and \$2 to American Family Insurance (insurance)	\$6.00
Rent	\$5 to Bally Office	\$5.00
Supplies	\$5 to Warehouse	\$5.00
Philanthropy	\$2 to Justice Achievement (nonprofit organization)	\$2.00
Utilities	\$5 to Ameren and Pubody Energy (electric), \$5 to AT&T (phone), and \$2 to Ameren and Pubody Energy (water)	\$12.00
Recycling	\$2 to City Hall	\$2.00
Total Operating Costs		
Total Business Costs (Salaries plus Operating Costs)		\$

- In the box next to **Loan amount** on the computer, enter the amount of **Total Business Costs**, found in the box at the bottom of the **Business Costs Sheet**.
- Look at the amount you entered. If it is correct, click on the **Accept** button.
- If you entered a wrong number and clicked on **Accept**, then find a JA staff member to make any necessary change.
- Do **NOT** click on the **Print Accounting Report** button – you will do that later.
- Turn the page for instructions on your next step.

## 2. Write a Check to Distribution

- Click on **Pay Bills**.

**AT&T**

**Check Register**

Loan Amount Owed: \$ 210.00

Number	Transaction Description	Payment / Debit (-)	Deposit / Credit (+)	Balance
	Bank Loan		\$ 200.00	\$ 200.00

Balance: \$ 200.00

Print Accounting Report

at&t

- After you click on **Pay Bills**, you will see the screen below. Complete these steps,

**AT&T**

**Pay Bills**

Select the business: Warehouse

Select what the payment is for: Supplies

Enter the check amount: \$ 5.00

AT&T 0001  
103 Revenue Row  
JA BizTown, MO 63005  
October 22, 2007

PAY TO THE ORDER OF Warehouse \$ \_\_\_\_\_ Dollars

Memo: Supplies

007005074+05001002003 Acct.#

Cancel Reprint Checks Print Check

at&t

Select **Distribution Center** as the business to receive the check.

Select **Supplies** to show what the check is for.

Enter **5.00** for the amount of the check.

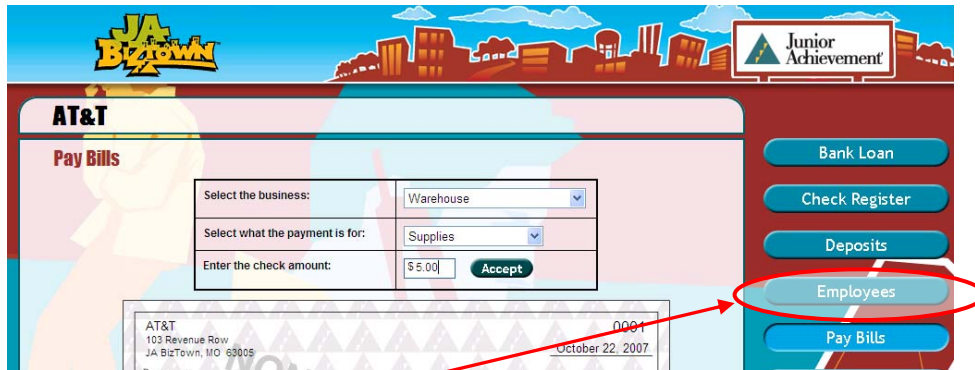
Click on **Accept** to complete the check. Then click on **Print Check**.

Remove & throw away the bottom part of the check

Have the **CEO** sign the check and give it to the employee who goes to the **Distribution Center**.

- Put a checkmark beside **Distribution Center** on the purple **Accounts Payable Checklist**.
- Turn to the next page to learn about payroll.

### 3. Enter Employee Names and Jobs



● Click on the **Employees** button, and you will see the screen above.

● Using the **Business Costs Sheet**, complete the steps below.

**Enter the employee's account number found on the Business Costs Sheet.**

**Enter the first name like this: John.**

**Enter the last name like this: Smith.**

**Click on the down arrow to click on the employee's job title.**

● The salary and tax amounts appear on the screen! Be sure that the salary on the computer matches the **Business Costs Sheet**.

● Click on **Add Employee**, then click on **OK** if all is correct, and the following box will appear on the screen.


Acct	Employee	Job Title		
999	John Smith	CEO	<a href="#">Edit</a>	<a href="#">Delete</a>

● If you made a mistake, click on **Cancel** and start over for that employee.

● Add all employees, and then turn to the next page for payroll directions.

## 4. Print Payroll Checks

- Now that employees have been entered. Click on the **Payroll** button.

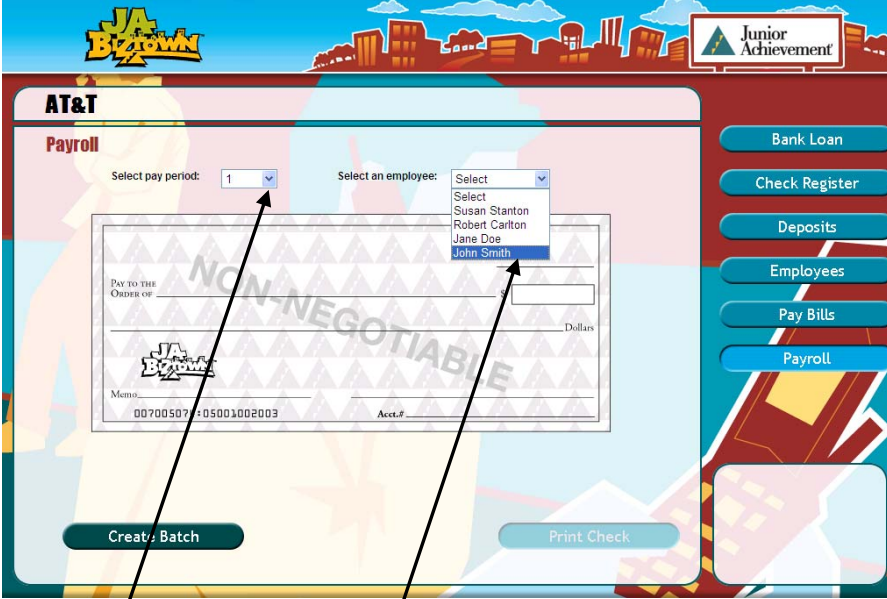


The screenshot shows the 'AT&T Employees' management interface. On the left, there are input fields for employee details: 'Enter the employee's account number:', 'Enter the employee's first name:', 'Enter the employee's last name:', 'Select a job title:', 'Gross pay amount:', 'Payroll tax amount:', and 'Payroll check amount:'. In the center, there is a table of employees:

Acct	Employee	Job Title	Edit	Delete
990	Susan Stanton	Sales Associate	Edit	Delete
992	Robert Carlton	Installation Specialist	Edit	Delete
993	Jane Doe	CFO	Edit	Delete
999	John Smith	CEO	Edit	Delete

On the right side, there is a vertical menu with buttons: 'Bank Loan', 'Check Register', 'Deposits', 'Employees', 'Pay Bills', and 'Payroll'. The 'Payroll' button is circled in red.

- The following screen will appear.



The screenshot shows the 'AT&T Payroll' screen. At the top, there are dropdowns for 'Select pay period:' (set to 1) and 'Select an employee:' (showing a list with 'John Smith' selected). Below these is a check form with fields for 'Pay to the Order of', 'Amount', and 'Memo:'. The memo field contains '00700507 : 05001002003' and 'Acct.#'. At the bottom, there are buttons for 'Create Batch' and 'Print Check'. A large 'NON-NEGOTIABLE' watermark is visible across the check form.

- **Select pay period 1** and **select an employee**. The check will be filled out automatically.
- Click on **Print Check**. Continue by selecting each employee's name until all payroll checks have been printed for all employees.
- Put a checkmark next to First Pay Period on the purple **Accounts Payable Checklist**,
- Have the CEO sign all of these payroll checks. Do not detach the pay stub. Place all checks in the black **Payroll Folder** (in the pocket labeled Payroll #1).
- Go to the next page for more instructions on payroll.



## 6. Business Deposits

- During the day, you will receive checks from customers for purchase of various retail products.
- Use the computer to record deposits and print deposit tickets. Click on the **Deposits** button, and the screen below will appear.

**AT&T**

**Deposits**  
Maximum of 8 checks in a deposit.

Deposit number:	1
Enter the account number on the check (optional):	
Enter the check amount:	\$

**Add Item**

**Cancel** **Print Deposit Ticket**

Bank Loan  
Check Register  
Deposits  
Employees  
Pay Bills  
Payroll

at&t

- **The Deposit** number will fill in automatically (starting with **1**).
- Enter each check into a deposit. **You may enter only 8 (eight) checks into a single deposit.** Click on **Add Item** after you enter each check. If you have more than 8 checks, set the rest aside for the next deposit.
- Put 1 piece of plain paper into your printer and click on **Print Deposit Ticket**.
- Stamp the back of each check using the “For Deposit Only” stamp.
- Place the Deposit Ticket **on top** of the checks and staple them together.
- The screen above will appear, showing **Deposit number 2**. You are ready for your second deposit of checks if you receive more. Follow the procedure above for making an additional deposit.
- Place the deposit into your bank bag and take it to the Bank CEO.

## 7. Loan Balance

- Because your business takes out a loan, use the following procedure to determine your current loan balance recorded by The Bank.
- When you make a business bank deposit, the deposit is entered into the business check register. Click on the **Check Register** button and you will see the deposit (and any bills that you have paid).

**AT&T**  
**Check Register**

Loan Amount Owed: \$ 190.00

Number	Transaction Description	Payment / Debit (-)	Deposit / Credit (+)	Balance
	Bank Loan		\$ 200.00	\$ 200.00
01	Business Income		\$ 20.00	\$ 220.00
	- Loan Payment	\$ 20.00		\$ 200.00

Balance: \$ 200.00

Print Accounting Report

- Note: an **automatic withdrawal** or **payment** of that deposit toward your business loan balance occurs. With each deposit you are repaying your business loan.
- Click on the **“Loan Balance”** button. You will see the business loan amount, interest, and a list of all payments (your deposits) entered.
- If your total deposits for the day are equal to or greater than the amount of your loan, you have successfully paid off your loan.
- Note: If a deposit is marked “pending,” the Bank CEO has not yet entered the deposit into the Bank’s records. Be sure that you take the printed deposit ticket and checks to the Bank to be entered and “approved.”

## 8. Final Step

- At the end of the day, put 3 pieces of plain paper into your printer and click on **Check Register**.
- Print the **Accounting Report** for your business.
- Put the report into the JA BizPrep envelope to be taken back to school.
- This report will show if your business successfully repaid its loan and if it earned a profit.
- Assist with business clean-up.

**Congratulations on a job well  
done!**

## International Shop Sales Manager

You are responsible for receiving all checks for items purchased at the International Shop as well as for greeting and assisting customers. Remember to always be friendly and courteous to customers.

1. Remain in your business until after the Pledge of Allegiance to help with business start-up. Your business needs everyone's help before it opens.
2. Attend any meetings called by the CEO.
3. Work with the CEO and other employees to set prices for items to be sold during the day. No item should sell for less than \$1.00.
  - a. Sales Manager One will get the \$5.00 check for supplies from the CEO, and go to the Distribution Center to pick up the supply container for the Sports Shop.
  - b. Work through the pricing activity with the help of your Volunteer Facilitator. Using the **Setting Prices/Calculating Income Worksheet**.
  - c. Divide your scarce inventory into 3 sets, assuring that any scarce items are evenly divided into the separate bins. This will assure that all citizens have an equal opportunity to purchase retail products no matter which shopping break they are assigned to.
  - d. Set up your sales area. Display products attractively and be sure prices are clearly visible.
  - e. The Volunteer Facilitator or a *JA BizTown* staff member will help you learn the operation of the Sales computer. **Please wait until you receive instructions before using the computer.**
4. Assist customers as they come in to purchase items.
5. Stay with your customers until they purchase their item(s) or leave the store. Show them where they can locate items for sale and answer any questions.
6. Accept payment for merchandise from the customers. Remember to follow computer directions carefully, as you enter sales into the computer. It is very important that this is done correctly. Be sure to place all checks received in the money basket/tray.
7. Be courteous to all customers and maintain merchandise to assure attractive displays for customers.
8. The CEO or another Sales Manager will substitute for you when you are on break.
9. Assist with business clean-up at the end of the day.