



## A Pile of Money

### **The Objective:**

Educate everyone on the major categories and results of the company's Income Statement or Profit & Loss Statement.

### **The Idea in Short:**

The financials are often the only report card in the company that show the collective contributions of each and every department and individual in the company. So, why not use them to bring people together? The following demonstration will help your people clearly see the financial picture and how each person plays an important role in driving the bottom line.

### **Approximate time required:**

- Prep Time: 15 minutes
- Play Time: 30 minutes

### **Materials Needed:**

- Play money (organized in stacks of \$10,000 to \$100,000 dollar bundles – depending on the revenue size of your company)
- Wheel Barrel
- Copy of the Company's previous year Income Statement
- A giant, simplified, display of your Income Statement. It should be left blank. Consider using your Huddle Scoreboard that shows the ownership or responsibility for each category and/or line item.
- A blank copy of the simplified income statement for each employee
- Colored markers
- Prizes

### **How it works:**

The initial 'pile of money' will represent the company sales revenue. Load the money into a wheel barrel and ask your sales team to wheel it to the center of the room and dump it on the floor.

As they dump the money, ask them to call out loudly the amount of money in the pile. For example, "\$25 million dollars". Again, this should represent the company's total sales revenue. As they announce the number, write down the number on the giant display of your Income Statement, as well as who is responsible for the number (i.e. Sales). Next, ask those who are responsible for reporting the Cost of Sales to approach the pile and remove the amount of money they spent on purchasing material this past year (This will take a little time, but will serve as a great visual learning point).

Ask them to announce the dollar amount they are taking out of the pile. For example, "\$10 million dollars". Write this number on the giant display of your Income Statement, as well as who is responsible for the number (i.e. Purchasing).

### **Hints and Tips**

You can also provide a blank Income Statement to all employees so they can write down the numbers as you continue down the income statement. Continue to process all the way down removing money from the pile as needed. Incorporate as many categories as you would like to make the activity interesting and relevant to your team.

As the teams continue to pull their share out, the pile will get smaller. If you are like many businesses, the minimal amount left in the end will shock your team. You'll also have a fully filled out Income Statement for everyone to see.

### **Make it Interesting, Maybe Even a Little Fun:**

Ask your employees what happens with all the money that is left over (if you have some). Explain the difference between profits and cash. Consider having a 'customer' take money out for Accounts Receivables. Have accounting take out money for Capital Expenditures, Principle Debt payments, inventory, etc.