

Work Becomes Income

See how workers trade labor for pay from businesses.

SS5E3.b "Describe how people earn income by selling their labor to businesses."

NAME _____

DATE _____

1 READ AND MARK _____ Read it twice

YOUR JOB Underline each phrase that tells what a worker does or what skill the worker provides.
Circle each phrase that tells how the worker receives income.

Workers at Local Businesses

- ① At Sunrise Bakery, Maya works before school on Saturdays. She measures flour, cleans counters, and packs bread for customers. The bakery is a business that sells food. Maya sells her labor, meaning her time, effort, and baking skills, to the bakery. In return, the owner pays her an hourly wage. That pay is Maya's income.
- ② The bakery needs workers because customers want fresh bread and clean shelves. Maya chooses to work there, and the owner chooses to hire her. Her work helps the business serve customers and earn money from sales. The business pays Maya from the money it earns. Her wage may depend on the hours she works and the job she does.
- ③ Across town, Jordan works at a bicycle repair business after classes. He greets customers, records repair requests, and returns finished bicycles. Jordan is not selling bicycles to the shop. He is selling his labor, including his customer-service skills and time. The shop pays him wages, which become income he can save or spend. Different jobs can provide income when businesses pay workers.

2 ANSWER WITH EVIDENCE Use the passage

1 How does Maya earn income at Sunrise Bakery?

2 What does Sunrise Bakery receive when it hires Maya?

3 Why is Jordan selling labor rather than selling bicycles to the repair business?

4 Name one way a worker's labor helps a business and one way the business pays the worker, according to the passage.

3 YOUR TURN Your own words

Invent a worker at a business that is different from a bakery or bicycle repair business. Write three sentences that name the worker's labor, explain how it helps the business, and tell how the worker earns income.

PART 1 • READ AND MARK

Underline each phrase that tells what a worker does or what skill the worker provides. Circle each phrase that tells how the worker receives income. Accept any marking that follows this job and points at the right text.

PART 2 • ANSWERS

#	QUESTION	ANSWER
1	How does Maya earn income at Sunrise Bakery?	She sells her time, effort, and baking skills to the bakery. The owner pays her an hourly wage.
2	What does Sunrise Bakery receive when it hires Maya?	The bakery receives Maya's labor, including her time, effort, and baking skills.
3	Why is Jordan selling labor rather than selling bicycles to the repair business?	He provides his time and customer-service skills by greeting customers, recording requests, and returning bicycles. The business pays him wages for that work.
4	Name one way a worker's labor helps a business and one way the business pays the worker, according to the passage.	A worker's labor can help a business serve customers and earn money from sales. The business pays the worker wages, which are income.

PART 3 • YOUR TURN (SAMPLE ANSWER)

Lena works at a pet-grooming business on Saturdays. She washes dogs and talks with pet owners, so she sells her time and customer-service skills to the business. The business pays Lena wages, and those wages are her income.

Accept any realistic business, job tasks, skills or time provided by the worker, and payment from the business as income. The response should clearly show that the worker sells labor to the business, not a product to the business.