

The Entrepreneur in YOU!

"The meaning of life is to **find your gift**. The purpose of life is to **give it away**." - Pablo Picasso

What Do You Like to Do? Think of products that are related to popular hobbies, habits, and sports. Think of 3 or more...

THINGS I LIKE TO DO	RELATED PRODUCTS THAT I COULD MAKE AND SELL
<i>Example: Garden</i>	<i>I could help my neighbor plant flowers in their yard</i>
1	
2	
3	

A Few of My Favorite Things? Do you collect stickers? Love to wear funky shoelaces? Fill in the chart below with products you like and ways you could make them new, different, or better.

ITEMS I LIKE	WAYS TO CHANGE OR IMPROVE THEM
<i>Example: Laptop</i>	<i>I could add stickers to them or purchase a wireless mouse</i>
1	
2	
3	

Take Your Skills to the Next Level? List your interests and skills in the chart below, then brainstorm some business ideas that use those skills.

INTERESTS AND SKILLS	BUSINESS IDEAS
<i>I like to spend time with animals. I am responsible.</i>	<i>Dog walking, cleaning fish aquariums, bathing and brushing dogs, pet daycare.</i>
1	
2	
3	

Set Your Sights on New Skills? You don't already have to be an expert in something to want to build a business around it. If you have a vision of a business that is needed in your neighborhood or if there are skills you know you'd like to learn, you can work step-by-step to learn what you need to know to make a successful enterprise.

SKILLS I HAVE	SKILLS I'D LIKE TO HAVE	BUSINESSES I'D LIKE TO CREATE
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<i>Ballet & jazz dance</i>	<i>Tap dance, choreography</i>	<i>An after-school class or club where I teach different kids of dance to the kids who join.</i>
1		
2		
3		

Table5:

Services Your Neighbors Need? Are there lots of working people in your neighborhood who might need help with leaf raking in the fall? Maybe there are parents who need someone to meet their kids at the bus stop and walk them home after school? Investigating what is in demand can be a great source of business ideas. Make a list of what may be needed in your neighborhood, then come up with a business solution.

MY NEIGHBORHOOD HAS LOTS OF	IT PROBABLY NEEDS
<i>Example: Cyclists</i>	<i>Someone to clean and maintain bikes (tighten bolts, rease the chain, etc.)</i>

Identify a problem, need, challenge, or opportunity:

Entrepreneurs don’t look around and only see **problems**; they see **opportunities** to **innovate**, **create**, and **help** others. In order to do this, entrepreneurs use **observation** and **empathy** to understand how people **feel** and what’s important to them (the **customer**). Understanding others’ needs allows entrepreneurs to develop **solutions**, **products**, **services**, or **businesses** with a higher chance of **success**.

Your Turn:

Think about your friends, family, everyone at school, and fellow community members. Take time to observe and speak with them. What do they need? What challenges do they face? What problems do they have?

My Observations

	Example	Your Turn (List 1 or more Problems/Challenges/Needs each group has:)
A Friend	<i>Missing school supplies</i>	
Family	<i>Schedules, dinner chores.</i>	
School	<i>Feeding kids, recess, etc</i>	
Community	<i>Traffic issues, racial tension</i>	
Local	<i>Overcrowded parks</i>	
Health	<i>Children eat unhealthy food</i>	

Environmental	<i>Trash on the roads</i>	
Education	<i>Kids don't have access to technology</i>	
Economic	<i>Financial education</i>	
Humanitarian	<i>Many people don't have access to food, clothing, or shelter</i>	