**Entrepreneurship in Action!**

*Facilitator’s Workshop Guide*

**FEE.org/Courses**

The Foundation for Economic Education (FEE) is a non-political, non-profit, tax-exempt educational foundation and is entrusted by parents and teachers since 1946 to captivate and inspire tomorrow’s leaders with sound economic principles and the entrepreneurial mindset.

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# Before Hosting The Workshop

## Overview

This hands-on workshop is designed to teach teens about the importance of entrepreneurship in just five hours. Students will feel empowered as they learn invaluable economic concepts, leadership skills, critical and creative thinking, and participate in individual and group projects which culminate in a Shark Tank competition! Whether they go on to start a business or not, learning to think with an entrepreneurial mindset is a must for all students no matter the career path they choose.

This dynamic workshop can be facilitated by anyone by simply following the facilitator instructions below. Join FEE in our mission to inspire the next generation to become value creators for themselves and their communities by hosting an *Entrepreneurship in Action!* workshop for your students.

## Facilitator’s Preparation Checklist

* **Step 1:** Read through this facilitator guide to familiarize yourself with the workshop content and materials. FEE has prepared the following materials to help you facilitate your *Entrepreneurship in Action!* workshop:

1. Facilitator Guide (this document)

2. Workshop Slideshow Presentation

3. Pre-Workshop Student Prep Activity

4. Student Workbook

5. Shark Tank Scoring Rubric

6. Workshop Feedback Survey

* **Step 2:** Confirm your workshop location. Make sure you have access to a projector to display slides and show video (test the A/V ahead of time)
* **Step 3:** Test the PowerPoint slides and videos using the technology you will use during the workshop (videos available as separate download and slides are available as a .pdf file if needed)
* **Step 4:** Arrange for a local entrepreneur to speak to your students during the workshop. Let the guest entrepreneur know he or she has 5-10 min to give an overview of the business (name of company, industry name and worth, number of employers, etc.) followed by 35 minutes of interview-style questions from the facilitator and Q&A from the students
* **Step 5:** Send the ***Pre-Workshop Student Prep Activity*** to students approximately 1 week in advance. Here is an email draft you can use when sending to your students:

Thank you for registering for *Entrepreneurship in Action!* - An interactive teen workshop focused on the importance of entrepreneurship where students will get to apply what they've learned by putting a business plan together and present it at the end of the day for a chance to win prizes!

In order to get the most out of this workshop, please have your student fill out the attached worksheet. You might also want to check out a few examples of pitches from the show, Shark Tank, just to get an idea of how it works (available on YouTube).

Date:

Time:

Location:

Bring:

Lunch:

Please plan to arrive 15 minutes early and bring something to write with. If you have any questions, please don’t hesitate to contact me.

Thank you,

\_\_\_\_\_\_\_\_\_\_\_\_\_

* **Step 6**: Print the following workshop materials:
  + Print a copy of your ***Facilitator Guide***.
  + Print copies of the ***Student Workbook*** for each student
  + Print a ***Scoring Rubric*** sheet for each judge helping to score the Shark Tank presentations. ***Note:*** *The facilitator can be the sole judge or can invite others to participate as Shark Tank judges.*
  + Identify up to 3 judges (parents or teachers)
  + Print ***Feedback Survey*** forms for each student
* **Step 7:** Bring the following materials to your workshop:
  + Poster board & markers for each team (max 10 teams)
  + Extra pens/pencils
  + Arrange for lunch to be provided, or ask students to bring a sack lunch
  + Small prizes for Shark Tank winners ($5 gift cards work well)
  + FEE flag

## After the Workshop

* Take group photo with FEE flag
* Share photo and surveys with FEE by sending to **courses@FEE.org**

## Tips for following the Facilitator Script

The remainder of this document contains instructions and a script for leading your workshop. Here are a few tips for using this guide effectively:

* As the Facilitator, you should follow the script and read aloud all lesson introductions, activity instructions, discussion questions, key concept reviews, and activity recaps as you work through the activities with your group.
* Follow any instructions that are in **[RED, BOLD, BRACKETED, AND ALL CAPS]**. These are instructions for the facilitator and should not be read aloud.
* Videos should play directly from the slideshow, but links are provided in case you need to access the videos online.
* Dim the lights when playing videos. This helps to get the students’ attention as well.
* Provide one workbook for each of the students as they arrive and sign in.

**FACILITATOR SCRIPT**

# WELCOME (5 mins)

**[DISPLAY SLIDE 1 – WELCOME TO ENTREPRENEURSHIP IN ACTION]**

Hi! Thank you everyone for coming. My name is (\_\_\_\_) and today we are going to have a lot of fun!

We will learn about entrepreneurship and why it’s important, talk to a real entrepreneur, generate our own business ideas, and work in groups to develop our business plans. At the end, each group will present a brief Shark Tank pitch for the opportunity to win prizes!

**[ADVANCE TO SLIDE 2 – TODAY’S WORKSHOP]**

Our workshop today will be divided into 6 parts:

* *Welcome and Opening Remarks* (5 mins)
* **Part 1:** What is Entrepreneurship? (25 mins)
* **Part 2:** Traits and Skills of an Entrepreneur (25 mins: Group Discussion)
* *Break* (5 mins)
* **Part 3:** Interview with an Entrepreneur (45 mins)
* **Part 4:** Generate Your Business Idea (10 mins)
* **Part 5:** Create Your Business Plan (100 mins: Group Activity & Lunch)
* **Part 6:** Shark Tank Presentations (60 mins)
* *Conclusion & Awards* (15 mins)

Let’s begin!

# Part 1: What is Entrepreneurship? (25 mins)

We will start with a brief video.  Our videos are fast-paced so be sure to pay close attention!

**[ADVANCE TO SLIDE 3 and PLAY VIDEO #1]**

[Video 1 - Entrepreneurs Can Change the World](https://www.youtube.com/watch?v=T6MhAwQ64c0)

(<https://www.youtube.com/watch?v=T6MhAwQ64c0>)

So what is entrepreneurship, and why is it important?

**[ALLOW FOR 2-3 ANSWERS FROM THE STUDENTS]**

That’s a nice start! Let’s see if this next video can offer some more explanation…

**[ADVANCE TO SLIDE 4 and PLAY VIDEO #2]:**

[Video 2 - How To Be an Entrepreneur](http://www.criticalcommons.org/Members/FEE/clips/eoe-1-3-aa-how-to-be-an-entrepreneur/view) (3:24) (<http://www.criticalcommons.org/Members/FEE/clips/eoe-1-3-aa-how-to-be-an-entrepreneur/view>)

**[ADVANCE TO SLIDE 5]: (bolded phrases below are listed in ppt slide)**

As we saw from the video, an entrepreneur is someone who **discovers an unmet need in society and provides a solution** by producing value for others in the community *and* for themselves. When done so effectively, the entrepreneur earns a profit.

They are **innovators and problem solvers**.

We usually think about entrepreneurs as people who start a business, but everyone can benefit from having an **entrepreneurial mindset**. By thinking like an entrepreneur, you can help create an exciting and fulfilling life for yourself whether you start your own business or not. Look out for ways to **do something better, smarter, cheaper, faster, or more efficiently or effectively whether you work for yourself or someone else.**

Often, discovering an opportunity is as simple as realizing what parts of day-to-day life are frustrating. Listen when others complain about something or say the words, "I wish there was some way to…” **Every unhappiness is really a new business just waiting to be born.**

So, how would you like to be your own boss? All it takes is being alert to the needs of your community and coming up with a solution that fits with your strengths. You can start small with little or no money. Does anyone have an idea of a business they could start right now?

**[ALLOW FOR 1-2 ANSWERS]**

This next video is a perfect example…

**[ADVANCE TO SLIDE 6 and PLAY VIDEO #3]**

[Video 3 - The Entrepreneur](https://www.youtube.com/watch?v=q7K9RXqAK6s)

(<https://www.youtube.com/watch?v=q7K9RXqAK6s>)

**[ADVANCE TO SLIDE 7 – DISCUSS “THE ENTREPRENEUR”]**

At the end of the video, the girl says that they are calling her an entrepreneur. What kinds of things does she do in the video that are entrepreneurial?

**[ALLOW FOR 1-2 ANSWERS, THEN READ THE LIST BELOW]**

1. She **discovers an unmet need** by identifying unhappiness in her community for the cleaning of messy and cluttered garages and **starts her own business**.
2. Through hard work, **she creates value for herself and her customers.**
3. She **thinks of innovative ways to improve** her business in order to stay ahead of the competition and attract more customers.

**[ADVANCE TO SLIDE 8 – RESPONDING TO COMPETITION]**

How did the girl in the video respond to the new competition?

**[ALLOW FOR 1-2 ANSWERS, THEN READ THE LIST BELOW]**

In order to retain her customers, the girl in the video **lowers her prices, offers additional services, and advertises in creative ways.**

What does *your* neighbor need? The answer to that question could be your next business! You can **serve yourself by serving others well!**

Ok, so we’ve seen how entrepreneurs like the girl from the video can impact their local communities.  But let’s see how entrepreneurs impact our economy…

**[ADVANCE TO SLIDE 9 and PLAY VIDEO #4]**

[Video 4 - The Three Things Entrepreneurs Do for Our Economy](https://www.youtube.com/watch?v=M7VZIbeUrSU)

(<https://www.youtube.com/watch?v=M7VZIbeUrSU>)

**[ADVANCE TO SLIDE 10]**

Let’s recap the video, because it went pretty quickly: Entrepreneurs support the economy in three ways:

1. First, they “birth the new.” In other words, they **innovate.**
2. Second, they **create jobs.** Entrepreneurs create about 3 million new jobs every year, many of which are the result of firms less than 5 years old.
3. Third, they create **new net wealth in society**. Some entrepreneurs become very wealthy, but these entrepreneurs only make small fraction of the new wealth their companies generate for society.

Do you think societies that are more entrepreneurial show a higher or lower standard of living for its citizens?

**[ALLOW FOR 1-2 ANSWERS]**

Higher! Economists agree there is a strong link between entrepreneurship and economic prosperity.

Please take out your workbooks. We will use these as our guide and as a place for you to take notes. Please take a couple minutes and in your own words go ahead and fill out your answers to both parts of question #1.

**[ADVANCE TO SLIDE 11 – PART 2: TRAITS AND SKILLS]**

# Part 2: Traits and Skills of an Entrepreneur (25 mins)

We’ve talked about what entrepreneurship is and why it is important. Now, let’s think about what qualities and skills it takes to be an entrepreneur. Be sure to take notes in your workbook as we discuss as a group.

What are some personal qualities or character traits of an entrepreneur?

**[ALLOW FOR 3-4 ANSWERS]**

Some people say that entrepreneurs are modern-day heroes. Let’s watch this next video and see if you agree.

**[ADVANCE TO SLIDE 12 and PLAY VIDEO #5]**

[Video 5 - Are Entrepreneurs Modern Day Heroes?](https://www.youtube.com/watch?v=ChEImWVj_kY) (<https://www.youtube.com/watch?v=ChEImWVj_kY>)

Here are a few personal qualities we think heroes should have.

**[ADVANCE TO SLIDE 13]**

Do we think any of these also apply to entrepreneurs?

·        Courage  
·        Bravery  
·        Strong Leadership  
·        Vision

·        Wisdom  
·        Honesty/Strong Ethics  
·        Principled Belief  
·        Integrity to stand up for what is right even when no one's watching  
·        Persistence in the face of challenge  
·        and Ability to Inspire

Alright; we’ve learned some characteristics of heroes and how they relate to entrepreneurship.  What about you, though?  In challenging circumstances, how would you act?

Let’s explore a scenario that you, as an entrepreneur, might encounter.

**[ADVANCE TO SLIDE 14 and SELECT A STUDENT TO READ THE SCENARIO ALOUD]**

**Ethical Dilemma:** You are employed as swim coach at your neighborhood YMCA. You get paid $10 per hour to teach private swimming lessons. Your employee agreement states you are not allowed to teach private lessons to YMCA students outside the facility (non-compete).

One day, a parent approaches you and asks if you would teach private lessons to her son at their house for $30 per hour! You know that she normally pays more to the YMCA because they have overhead costs of maintaining the building, insurance, advertising, staff pay, and more.

But if no one finds out, you can make so much more money by taking the YMCA students and teaching them independently! **What should you do and why? [ALLOW FOR 2-3 ANSWERS]**

What is **character**?

**[ALLOW FOR 1-2 ANSWERS]**

Character is a person’s moral qualities expressed by his or her behavior and actions. Having strong character is important for being a good person, but it is also important for being a successful entrepreneur.  Why is it important to be ethical in business?

**[ALLOW FOR 1-2 ANSWERS]**

It’s important to do the right thing, even when no one is watching. If you have integrity and set high ethical standards, you will earn a good reputation. Word of mouth between other businesses and consumers is invaluable for future growth and success. Plus, one bad decision could cost you your business. Or, even worse, you might put another person’s health or safety in danger.

**[ADVANCE TO SLIDE 15]**

We’ve talked about the important character traits of an entrepreneur. Now, let’s have a group discussion about the concrete skills an entrepreneur must acquire.

Don’t forget to take notes in your workbook under question #2 as we talk about each skill.

**[ADVANCE THE SLIDESHOW TO DISPLAY EACH TERM AS YOU DISCUSS THE LIST BELOW AS A GROUP. BE SURE TO HIGHLIGHT AND EMPHASIZE ANY IMPORTANT POINTS RAISED BY STUDENTS.]**

A. Why is **clear communication** important?

**[ALLOW FOR 1-2 ANSWERS, READ THE DEFINITION BELOW ALOUD ONLY IF NEEDED]**

*Entrepreneurs need to be able to communicate clearly with their customers, suppliers, and employees. Good speaking, listening, and writing skills are essential for long-term success. An entrepreneur should be able to clearly communicate his or her vision, priorities, and plan of action. Speak clearly and maintain eye contact.*

B. Why is **planning** important for entrepreneurs?

**[ALLOW FOR 1-2 ANSWERS, READ THE DESCRIPTION BELOW ALOUD ONLY IF NEEDED]**

*Entrepreneurs are successful when they have a plan for achieving their goals. That plan will almost always change and evolve, but it is important that you start with a plan. Your plan is like a map that helps to guide how you will use your time, money, and other resources.*

C. Why do entrepreneurs need **organization** skills?

**[ALLOW FOR 1-2 ANSWERS, READ THE DESCRIPTION BELOW ALOUD ONLY IF NEEDED]**

*Staying well-organized will save you time, money, and stress. As your business grows, so will the number of responsibilities you will need to manage. In order to stay on track, it is essential for an entrepreneur to develop his or her system for staying organized.*  
D. Why do entrepreneurs need **problem solving** skills?

**[ALLOW FOR 1-2 ANSWERS, READ THE DESCRIPTION BELOW ALOUD ONLY IF NEEDED]**

*The essence of entrepreneurship is finding solutions to problems. This means staying alert and thinking critically about the challenges you face. For entrepreneurs, every problem is also an opportunity.*

E. How about **decision-making** skills?

**[ALLOW FOR 1-2 ANSWERS, READ THE DESCRIPTION BELOW ALOUD ONLY IF NEEDED]**

*Entrepreneurs are responsible for making decisions that will determine the success of their business. Decisions must be made about hiring and firing employees, what sort of products to create and in what quantities, where and how to advertise, and many other choices.*

F. Do you think it is important for entrepreneurs to have **basic math skills**?

**[ALLOW FOR 1-2 ANSWERS, READ THE DESCRIPTION BELOW ALOUD ONLY IF NEEDED]**

*Entrepreneurs use math to calculate their costs and revenues, as well as planning the company’s short and long-term goals. Without math skills it will be very difficult for your business to remain profitable.*

G. Why do entrepreneurs need **technical skills**?

**[ALLOW FOR 1-2 ANSWERS, READ THE DESCRIPTION BELOW ALOUD ONLY IF NEEDED]**

*Entrepreneurs need technical skills to deliver their products or services effectively. Technical skills represent the specific practical knowledge needed to run your particular line of business.*

H. Do you think **adaptability** is an important skill for a successful entrepreneur?

**[ALLOW FOR 1-2 ANSWERS, READ THE DESCRIPTION BELOW ALOUD ONLY IF NEEDED]**

*Problems arise, competitors make their moves, bad weather strikes, and the government sometimes gets in your way. Entrepreneurs need to be able to adapt to changing circumstances and failures to ensure success. (Learning from failure is key. Edison failed over 10,000 times before succeeding!)*

J. Why is **teamwork** important for entrepreneurs?

**[ALLOW FOR 1-2 ANSWERS, READ THE DESCRIPTION BELOW ALOUD ONLY IF NEEDED]**

*Most businesses require teamwork. It’s nearly impossible to run a business from start to finish on your own. People have different skills and talents, and no single person can do it all. Successful entrepreneurs work with their team to accomplish the common vision of the business.*

K. Why do entrepreneurs need **leadership** skills?

**[ALLOW FOR 1-2 ANSWERS, READ THE DESCRIPTION BELOW ALOUD ONLY IF NEEDED]**

*A good leader motivates the team to strive for success, and often the best leaders lead by example. Personal responsibility is required to build and maintain your own project, for which you are accountable to yourself as well as your employees and customers. Good leaders also recognize it’s good to have a mentor!*  
**Does anyone have any questions or need to review anything we have discussed so far today?**

Awesome work, everyone!  Let’s take a short break to finish filling out the workbook or use the restroom.

Please be back in your seats in 5 minutes. Thank you.

**[ADVANCE TO SLIDE 16. DURING THE BREAK, SETUP TWO CHAIRS FOR AN INTERVIEW BETWEEN YOU AND THE ENTREPRENEUR.]**

# Part 3: Interview with an Entrepreneur (45 min)

We’ve learned a lot about the important traits and skills of an entrepreneur.  Now let’s hear from a real entrepreneur!  After a brief presentation and interview, we will take questions at the end. Please join me in welcoming (Guest Entrepreneur Name).

**[GIVE YOUR GUEST ENTREPRENEUR 5-10 MINUTES TO SPEAK]**

Thank you so much, (Guest Entrepreneur Name).  We’re now going to continue with a few prepared questions. Make sure to takes notes in your workbook under question #3.

**[ASK THE ENTREPRENEUR THE FOLLOWING QUESTIONS, BUDGETING ABOUT 1-2 MINUTES PER RESPONSE]**

1. Tell us a little about your educational background.
2. What kind of early work experience did you have before becoming an entrepreneur?
3. How did you come up with the idea for your business?
4. What were the first steps you took for starting your business?
5. How did you raise the money needed to start your business?
6. What have been some of your greatest successes as an entrepreneur?
7. We know failure plays a key role in any success story.  What are some examples of failures that you’ve had to overcome and learn from along the way?
8. What has been the greatest challenge you’ve faced as an entrepreneur?
9. How is business today? What are your future plans for your business?

Thank you so much, (Guest Entrepreneur Name). We now have time for a few questions from the students.

**[ALLOW FOR QUESTIONS FROM THE STUDENTS UP TO THE 45MIN MARK FOR THIS SECTION]**

Unfortunately, we’re out of time.  Let’s give one more round of applause for our guest entrepreneur!  Thanks so much (Guest Entrepreneur Name).

Now students, in your own words, please finish answering the “Interview an Entrepreneur” questions in your workbook.

**[GIVE STUDENTS 1-2 MINUTES TO FINISH ANSWERING QUESTION #3 IN THEIR WORKBOOK]**

# Part 4: Generate Your Business Idea (15 mins)

Now that we’ve heard from a real entrepreneur, it’s time for you to put these ideas into practice.

**[ADVANCE TO SLIDE 17]**

Entrepreneurship is about identifying ways to better satisfy an unmet need. It is about discovering an opportunity, innovating new solutions to solve problems, and creating value. In short, entrepreneurs make money when they serve other people well.

In a moment, you will list the ways you can be entrepreneurial and meet a need in your community with little or zero cost to start. You should consider your strengths and passions but also focus on a problem you can solve by providing a product or service to people.

Be careful not to fall into the trap of thinking your idea has to be “ground breaking.” Some of the best ideas are the simplest. Does a neighbor need help with his or her lawn mowing, pet-walking or setting up a computer? Is a family friend looking for a babysitter? Be creative and think of other ways you might be able to provide a service or value for others.

**[ADVANCE TO SLIDE 18]**

For question #4 in your workbook list your ideas for businesses you could start right now. If you did the pre-workshop activity, you already have a list to choose from. From your list, pick the top three ideas you think have the best chance for success.

When thinking of ideas for how your business can serve people, ask yourself:

* What is the need? What problem are you solving?
* How will your product or service solve the problem?
* Do you have the money and equipment needed to actually start this business?
* Are people likely to pay for this product or service?
* Can you start small and test the market?

**[GIVE STUDENTS 10 MINUTES TO COME UP WITH THEIR INDIVIDUAL BUSINESS IDEAS]**

# Part 5: Create Your Business Plan (Group Activity & Lunch) (100 minutes)

**[ADVANCE TO SLIDE 19]**

Now the moment you have all been waiting for…

Please turn to question #5 in your workbook. In a few minutes, we will assign you into groups, and you will work together to develop a business plan by answering the remaining questions in your workbook. You will have 1 ½ hours to eat lunch, develop your business plan, and create an advertisement using the poster and markers provided. You will finalize your product, your poster, and your pitch in preparation for the Shark Tank competition!

So let’s go over the rules:

**[ADVANCE TO SLIDE 20]**

Once you get into your groups:

1. Choose **one** business idea that you all agree to work on for this activity.
2. Answer the Business Plan questions in your workbook (questions 5 & 6)
3. Create a promotional poster
4. Develop a brief pitch (2 minutes or less). Really “sell” your product!  Your pitch should identify the following:
   * Problem
   * Solution
   * Customers (Target Market)
   * Competition
   * Finances (How will you make money? What are your costs?)
   * Goals

Here are a few tips:

1. Your business idea should be realistic and not require any money, equipment, or skills you don’t have access to acquire.
2. Be sure to complete all of the sections under questions 5 and 6 before lunch is over.

**[ADVANCE TO SLIDE 21]**

1. Here is how presentations will be scored:
   1. You will be awarded up to 4 points for your business idea and knowledge of the subject.
   2. You will also be awarded up to 4 points for your presentation, so make sure to rehearse your 2-minute pitch. You can earn additional points by not reading from a script or from your workbook!
   3. Judges can award up to 4 additional bonus points for groups who go above and beyond.

Winners will receive a prize. Any questions?

**[BREAK STUDENTS INTO GROUPS OF 2 OR MORE. WITH A MAXIMUM OF 10 TOTAL GROUPS. PASS OUT MARKERS AND ONE POSTER BOARD PER TEAM.]**

Go enjoy your lunch and come back with a completed workbook, poster, and pitch!

**[GIVE STUDENTS 90 MINUTES FOR LUNCH AND TO PREPARE PRESENTATIONS.]**

**[PREPARE JUDGES WITH SCORING RUBRIC AND ENCOURAGE THEM TO WALK AROUND AND OFFER ASSISTANCE/CHECK ON PROGRESS]**

**[GIVE STUDENTS A 30 MINUTE WARNING.]**

**[GIVE STUDENTS A 5 MINUTE WARNING.]**

# Part 6: Shark Tank Presentations, Conclusion & Awards (45 minutes)

**[ADVANCE TO SLIDE 22]**

Welcome back from lunch, everyone!  I hope you all enjoyed working with your group to design a business that will solve a real-world problem.  Now we’re ready for presentations!

You will have up to 2 minutes to present your pitch. After your pitch we will have 3 minutes for questions; first from the judges and then from the audience if time allows.

Please remember to be respectful of the presenters by staying quiet during the presentations and paying attention.

**[CALL UP ONE GROUP AT A TIME TO PRESENT. USE A CLOCK OR STOPWATCH TO KEEP TIME. ALLOW FOR 1-2 QUESTIONS FROM EACH JUDGE BEFORE OPENING IT UP TO AUDIENCE QUESTIONS]**

**[AFTER ALL GROUPS PRESENT, ASK THE JUDGES TO TALLY THE SCORES WHILE YOU BEGIN THE CONCLUDING REMARKS.]**

# CONCLUSION (15 mins)

**[ADVANCE TO SLIDE 23]**

Wow. Those were fantastic presentations! I hope you all had fun pitching your ideas.  Remember, a society that embraces entrepreneurship creates more jobs, produces more wealth, and allows individuals to exercise their creative talents so they can prosper.

A free market economy provides the type of environment necessary for entrepreneurship to flourish. Societies are shaped by the ideas they embrace, so if we think entrepreneurship is a good thing, we should encourage more entrepreneurship by celebrating entrepreneurs, encouraging economic freedom and the entrepreneurial mindset.

How many of you are inspired to go be an entrepreneur?

**[ADVANCE TO SLIDE 23 and PLAY VIDEO #6]**

[Video 6 - Kauffman Sketchbook - "Go Be An Entrepreneur"](https://www.youtube.com/watch?v=FOFm8fPP2Kc)

(<https://www.youtube.com/watch?v=FOFm8fPP2Kc>)

**[ADVANCE TO SLIDE 24]**

Today we learned that entrepreneurs are innovators, problem solvers, and value creators. As an entrepreneur, you can serve yourself by serving other people well.

My hope is that you put these ideas into action.

As Walt Disney said, “The way to get started is to quit talking and begin doing.”

Before we announce the winners of the Shark Tank competition, please take a few minutes to fill out this brief feedback survey so we know what you liked and what we can improve for next time.

**[Students & Adults complete Survey: https://info.fee.org/eiasurvey Or pass out printed version]**

What’s Next?

**[ADVANCE TO SLIDE 25]**

Thank you for participating in *Entrepreneurship in Action*! I hope you take the next step on your journey to discovering the power of economic thinking. Here are some things you can do right now:

1. For a more in depth study, please visit FEE’s (free) Online Courses including the complete 40-lesson course on the Economics of Entrepreneurship. These courses can be used to refresh the ideas discussed today or dig a little deeper into the concepts you find most interesting. [FEE.org/Courses](https://courses.fee.org/)
2. Experience the power of ideas at a 3-Day FEE Seminar. Each year, FEE hosts student programs around the country where participants engage in life-changing presentations and discussions with top students, professors, and business leaders. Visit [FEE.org/seminars](file:///C:\Users\Marianna\Documents\BSA\FEE.org\seminars) for a schedule of upcoming programs. Tuition and travel scholarships available.
3. Take advantage of FEE’s free books program by requesting a Classroom Kit. Available in the U.S. only. [FEE.org/ClassroomKit](file:///C:\Users\Marianna\Documents\BSA\FEE.org\ClassroomKit)

**[ADVANCE TO SLIDE 26 and ANNOUNCE WINNERS.]**

**[TAKE A GROUP PHOTO WITH THE FEE FLAG]**

**[PLEASE SEND PHOTO AND FEEDBACK SURVEY RESULTS TO** [**courses@fee.org**](mailto:courses@fee.org)**]**



FEE has made these materials available free of charge. The only thing we ask is for you to send photos and feedback about your workshop experience to [**Courses@FEE.org**](mailto:Courses@FEE.org)**.**

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