

It's My Business

Lesson #6 – Making Your Dreams Come True

1. **Distribute nametags and shake their hands.** (Model business etiquette, strong shakes, good eye contact, place nametag on the right chest for easy viewing while shaking hands.)
2. **Review the JA Poster** –We are going to focus on the last one today – Believe in Yourself.
3. **Icebreaker** – Bring a roll of toilet paper and tell the students to “take as much as you need.” If they ask, “for what?” just shrug. Point out that in life, you don’t always get specific directions, so you need to rely on your best guess. Then ask them to write something they are good at or passionate about on each sheet of toilet paper. Give them about 2 minutes. (If you have a student that has 20+ sheets, don’t wait for them to finish. Tell them they can finish after class if they would like). Have some share what they wrote. Debrief by saying that these passions may also be a good place to start when deciding what type of business you may want to start. Have the class brainstorm ideas on businesses to start based on someone’s passion. For example, if a student says she likes soccer, ask them what business or career they could have where soccer would be involved. (Training, soccer camps, broadcasting or writing about soccer games, selling soccer equipment, coaching, etc. designing soccer fan apparel, etc.) Now that they are warmed up, let them know that entrepreneurs believe in themselves. They have confidence and work hard to be successful. Their confidence is the result of knowing what they love to do and getting good at doing it. Then they see the vision of where they want to go and make goals on how to get there.
4. **Activity – Present and Future Party**
Pass out the Journal Six Celebrate Entrepreneurs! Handout. Ask for a student volunteer. Have this person stand by you in front of the class and have the students pretend that they are at a party and are introducing themselves to a stranger. They should have a 30 second conversation where they describe what is on **their profile card** (See Entrepreneur Journal Six). Model it for them with the student standing by you. “Hello, I’m pleased to meet you. My name is Jeanne Dau and I live in Charleston, Illinois. I’m passionate about entrepreneurship and I”. Then have them stand up, get into pairs, have them shake hands like they would at a business reception.

When they have gone through their introductions with their pair (about 1-2 minutes), have them repeat the exercise with the following instructions. “Now, let’s do this again, but pretend you are at your 15 year high school class reunion in 2027. You will be about 33 years old. Imagine what you want to be doing by then. Will you be married? Where will you live? Will you have children? Will you have your own business or working for someone else? Did you need to go to college to achieve your dream? Have the pairs redo their introductions with the new parameters. Debrief and ask if anyone wants to share their partner’s future vision for their life.
5. **Reflection** – Use the Entrepreneur Journal Six – Celebrate Entrepreneurs! Handout and have them design their own profile card. You have just modeled it verbally in the past exercise, so it should be much easier for them to fill this out. **Walk around the class and make sure they put in action steps. – What steps did I take to make my entrepreneurial dreams come true?** They should take it with them when they are finished.
6. **Pass out their Certificates of Completion and shake their hands.** Have them return their nametags.