



# Lemonade Day!®



**ENTREPRENEUR WORKBOOK**  
Youth Edition



# Why Lemonade Day?

**H**ave fun!


**M**ake money!

**L**earn the steps to success!



LOOK FOR THE FOLLOWING LESSONS AND ACTIVITIES:

 **LEMONADE LESSON:** Make decisions about your business.

 **THINK:** Take time to think more about your experiences.

 **LEMONADE ACTIVITY:** Do an activity to help you achieve success.

 **LEMONADE TIPS:** Follow these suggestions for doing a great job.

 **FIELD TRIP:** Take a trip to complete your task.

 **I DID IT!** Check off your accomplishments.

 **ROLE PLAY:** Practice business scenarios before you do them.

 **REPORTING:** Record your decisions and results so you can see how you did.

 **LEMONADE CONTEST:** Be sure to visit [LemonadeDay.org/contests](https://LemonadeDay.org/contests) to learn about our contests and your chance to win awards and prizes.

## Adults

Join in the fun by helping your youth earn money and learn about ways they can be successful in business and in life. Lemonade Day offers multiple opportunities for involvement.

1. Mentor: Be a guide through the steps and decision-making process.
2. Teacher/Youth Leader: Incorporate this experiential learning program with your students or group.
3. Business Partner: Help your youth with transportation for the Field Trips.
4. Investor: Support an Entrepreneur by loaning them money to start their business.

Find the Mentor Guide and Teacher Guide under Resources at [LemonadeDay.org](https://LemonadeDay.org) for ideas to further engage your youth. We wish your youth and you much success!



# Lemonade Day!®



**ENTREPRENEUR WORKBOOK**  
**Teen Edition**





# being an entrepreneur

## YOU HAVE BIG DREAMS!

- Things you'd like to own
- Places you'd like to go
- Goals you'd like to accomplish

Your dreams may include going to college, having a family, and a great job.

Maybe there's a new video game or tablet you would like to buy now. Or you may want to start saving money to buy a car in the future. You may dream of being a doctor, a banker, a teacher, or a pilot. All of these are great goals.

Have you ever thought about starting and owning your own business?

A BUSINESS can be a big company that, for example, makes televisions or computers.

A business can also be small such as a neighborhood restaurant or dog sitting service.

Becoming an ENTREPRENEUR may be a good option for you.

Being an entrepreneur can be fun and help you earn your own money.

### Entrepreneur:

a person who starts a business assuming the risk for the purpose of making a profit

### Profit:

the money gained from sales after all expenses are paid

### Expenses:

all costs related to your business

### Business:

the selling of goods or services for the sake of earning a profit

STOP

## THINK:

Anyone can be an entrepreneur. Real entrepreneurs are all around us.

Do an internet search to learn more about entrepreneurs:

- Kids like Caine Monroy or Remmi Smith
- Famous entrepreneurs like Mark Zuckerberg of Facebook, Jeff Bezos of Amazon, or Oprah Winfrey

Identify entrepreneurs in your community. They may be your next door neighbor, friends, or relatives.

Which entrepreneur inspires you? \_\_\_\_\_

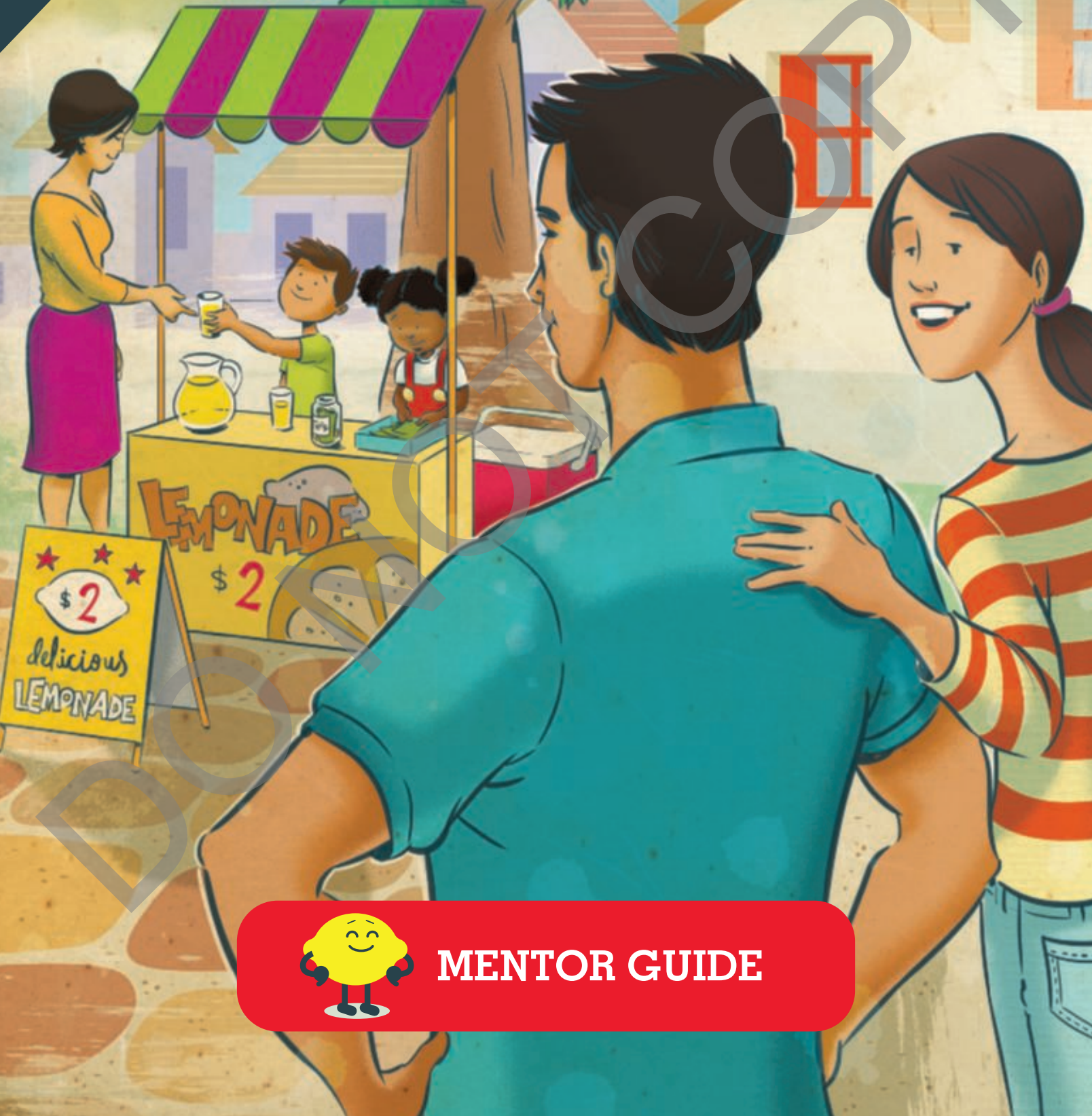
## As an ENTREPRENEUR, you can be the BOSS:

- **B**rainstorm ideas for a business by looking for needs in your community.
- **O**pen up to taking a risk and be ready to try again if it doesn't work.
- **S**tart, own, and operate your own business.
- **S**ucceed in doing something on your own and making your own money.





# Lemonade Day!®



**MENTOR GUIDE**



# DEAR MENTOR,



Thank you for choosing to lead a young person in your life through Lemonade Day! Join in the fun by helping your youth earn money and learn about ways they can be successful in business and in life.

The Lemonade Day experience offers multiple opportunities for adult involvement.

## ADULT ROLES

1. **Mentor** – Guide youth through the steps and decision-making process.
2. **Teacher/Youth Leader** – Incorporate this experiential learning program with your students or group.
3. **Business Partner** – Help youth with transportation for the Field Trips.
4. **Investor** – Support a Youth Entrepreneur by loaning them money to start their business.

We encourage you to allow your youth to be completely hands-on throughout the process while you provide them with guidance and support.

## MATERIALS

**Mentor Guide:** This Guide corresponds to the Steps to Success in the Entrepreneur Workbook and is designed to help you guide your youth to get the most out of Lemonade Day, complete with suggestions for enrichment and questions to stimulate deeper thinking. Whether you are using the printed or digital version, the Guide will assist you in further engaging your youth.

**Entrepreneur Workbook (Print):** Help your youth work through the printed version of the Entrepreneur Workbook and record their plans and decisions for their lemonade business in the spaces provided.

## Online Resources:

- Visit [LemonadeDay.org/resources](http://LemonadeDay.org/resources) to access our online resource library.
- Visit [LemonadeDay.org/digital](http://LemonadeDay.org/digital) and use the password “lemon” to access videos to support the Lemonade Day lessons.
- Be sure to visit your city’s website as well for other helpful resources!

## LOOK FOR THE FOLLOWING LESSONS AND ACTIVITIES

**Lemonade Lessons** – Youth will make decisions about their business.

**Think** – Take time to think more about the experience with your youth.

**Lemonade Activity** – Youth will do an activity to help them achieve success.

**Lemonade Tips** – Suggestions to help your youth do well.

**Field Trips** – Youth will need their Business Partner to provide transportation in order for them to complete their tasks.

**I Did It** – Youth check off their accomplishments.

**Role Play** – Youth will practice business scenarios before they do them.

**Reporting** – Youth will record their decisions and results so they can see how they did.

## SEARCH INSTITUTE 40 DEVELOPMENTAL ASSETS®

The Lemonade Day program promotes the developmental assets in youth. The 40 Developmental Assets® identify a set of skills, experiences, relationships, and behaviors that enable young people to develop into successful and contributing adults. You may notice that your child seems energized by the Lemonade Day process, and you will likely see a boost in their self-esteem. As you review this Guide, please note the Asset Area impacted by the lesson. For a list of the 40 Developmental Assets®, see the inside back cover of this Guide or visit [search-institute.org](http://search-institute.org).

## CHECK OUT LEMONADE DAY CONTESTS

Be sure to visit [LemonadeDay.org/contests](http://LemonadeDay.org/contests) to find out more about our contests. Help your youth enter for the chance to win awards and prizes.

## STEPS TO SUCCESS

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Make a Plan	7	7
Work the Plan	17	18
Achieve Your Dreams	22	25

