

## SAMPLE SCHEDULE FOR YOUTH MARKETPLACE

<b>Week 1</b>	
Monday	<b>KICKOFF YOUTH MARKETPLACE</b> Guest Speaker Take invention quizzes Talk about entrepreneurs they know Discuss teen entrepreneurs Pretest—read and discuss answers
Wednesday	<b>Unit One: Entrepreneurship</b> What is an Entrepreneur? <i>Group Session One</i> -Group Responsibilities and Brainstorming <i>Group Session Two</i> -Two Kinds of Businesses Finding Ideas
Thursday	Review terms & ideas: entrepreneur, products & services <i>Group Session Two</i> -Finding Ideas Is it possible? Learn More
<b>Week 2</b>	
Monday	<b>Product Decision Day</b> <i>Group Session Three</i> -Deciding on a Business Learn More
Wednesday	About Logos: Learn More Application <i>Group Session Four</i> -A Name For Our Business Learn More Review Page for Unit 1
Thursday	Overflow Day/Review Unit One
<b>Week 3</b>	
Monday	<b>Unit Two: The Business Plan</b> Guest Speaker
Wednesday	Setting Goals Mission Statements Business Plans
Thursday	<i>Group Session Five</i> -Steps 1-5 of Business Plan <i>Group Session Six</i> -How to Research/Steps 6-8 of Business Plan
<b>Week 4</b>	
Monday	Wrap up <i>Group Session Six</i> More Research <i>Group Session Seven</i> -Research Sheet/Setting Prices
Wednesday	<i>Group Session Eight</i> -Steps 8-11 of Business Plan Review Unit 2
Thursday	<b>Unit Three: Finances</b> Guest Speaker

<b>Week 5</b>	
Monday	Start Up Costs Income and Expenses <i>Group Session Nine</i> -Income & Expense Records <i>Group Session Ten</i> -Figuring Profit Learn More: Record Keeping
Wednesday	<i>Group Session Eleven</i> -Practice Record Keeping Break Even/Sales Tax <i>Group Session Twelve</i> -Calculating Break Even/Start Up Funds
Thursday	Learn More: Business Loans, Lender, Ledger Learn More: Production/Prototype Example/Application Review Unit 3
<b>Week 6</b>	
Monday	Overflow day if necessary/Unit 3 Review
Wednesday	<b>Unit Four: Marketing</b> Guest Speaker
Thursday	Learn More: What Is Marketing <i>Group Session Thirteen</i> -Marketing Your Business <i>Group Session Fourteen</i> -Target Customers
<b>Week 7</b>	
Monday	Learn More: Writing An Advertising Slogan <i>Group Session Fifteen</i> -Writing A Slogan
Wednesday	<i>Group Session Sixteen</i> -Designing Advertising Materials Application Review Unit 4
Thursday	Overflow day/Work day/Computer Day
<b>Week 8</b>	
Monday	<b>Unit Five: Youth Marketplace Event</b> Guest Speaker from the Pappajohn Center
Wednesday	Learn More Preparing for the Youth Marketplace Event Inventory Displays & Event Info Starting Cash Fund & Sales Review Unit 5 Work Day
Thursday	Work Day
Saturday	YOUTH MARKETPLACE EVENT!!
<b>Week 9</b>	
Monday	Wrap up After the Youth Marketplace Loan Payoff Chart Closing Group Session
Wednesday	Pizza Party