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**STUDENTS...**  
 Are you a mover, shaker,  
 and risk taker?

LEARN today, EARN tomorrow, SHAPE your future NOW [www.ManateeACT.com](http://www.ManateeACT.com)

## Are You a Mover, Shaker, and Risk Taker?

Entrepreneur—it's a word we have all heard. We know it's a bit of a challenge to spell and sometimes even difficult to pronounce. But do we really know what it means? Webster's dictionary defines an entrepreneur as *one who organizes a business undertaking, assuming the risk for the sake of the profit*. Entrepreneurs work for themselves and find ways to bring about change that creates a profit. Are you a mover, a shaker, and a risk taker? Then learning more about entrepreneurship at Manatee Technical Institute (MTI) may be exactly what you're looking for.

At the head of MTI's Entrepreneurship class is instructor Mr. W. R. Davis. "With recent unemployment numbers reaching 12%, self employment has become an alternative to getting a job," he said recently. "I introduce every student on the MTI campus to entrepreneurship through a three-hour class. Every entrepreneur needs a market analysis and a business plan. They need to understand business language and business math."

What exactly is business language and business math? "It's money," Mr. Davis explained. "It's all money. I teach students how to bring value to their job, build solid business foundations for the future, and enhance their resumes."

Mr. Davis serves as advisor to MTI's chapter of SkillsUSA, a partnership of students, teachers and industry representatives working together to ensure America has a skilled workforce. The organization provides students with leadership skills, professional development, and the opportunity to compete locally and nationally with their peers.

MTI is proud of its SkillsUSA record-breaking wins. "MTI's Tech Prep Showcase and Entrepreneurship sent 22 students to SkillsUSA Nationals in Kansas this past summer," Mr. Davis explained. "The students returned victorious with a total of 16 gold medals, 3 silver medals, and 3 bronze medals. Overall MTI returned home with a total of 62 medals."

Colleen Hampton is one of MTI's 2009 SkillsUSA gold medal winners. Colleen and her team's award-winning entrepreneurial entry was a project to increase snack product availability and fundraising efforts on campus. Her team surveyed the target market, developed a theme including a name and slogan, procured inventory, planned financials and marketing, and then produced a business plan. The Mini-Bytes Snack Shop opened in September and has increased profits by over 300%!

Colleen is well on her way to reaching her business potential. She has completed classes in the Hospitality and Tourism as well as Sport, Recreation, and Entertainment Marketing. She is now enrolled in the Entrepreneurship class and plans to open her own destination wedding business.

If you are ready to move it, shake it, and take a little risk, MTI's entrepreneur classes can help you make it happen!



The SkillsUSA national gold medal entrepreneurship team in Kansas, L to R: Mohamed Bovalam, Luis Guzman, Nathaniel Knight III, and Colleen Hampton.



Customer service counts at the Mini-Bytes Snack Shop and is provided by Marketing and Sales student Linda Babb and Electronics Technology student John Davis.

## JOBS



**Accountant**  
 Regional salary: \$37,000 – \$70,100  
 Workplace: corporations or as an entrepreneur  
 Hours: business hours



**Budget Analyst**  
 Regional salary: \$42,900 – \$65,300  
 Workplace: business office  
 Hours: business hours



**Operations Manager**  
 Regional salary: \$56,500 – \$114,600  
 Workplace: corporations  
 Hours: business hours



**SkillsUSA**  
 SkillsUSA is a national nonprofit organization serving teachers and high school and college students who are preparing for careers in trade, technical, and skilled service occupations.

### PARENT CORNER

- ✓ Discussion starter: In business math, PROFIT = SALES – EXPENSES. Brainstorm with your student on ways they can earn money now. Beyond the traditional babysitting and lawn care, what about jewelry making? Pet walking? Tutoring younger students? Running errands for senior citizens or busy professionals? Help your child figure out potential sales and expenses...and hopefully, profits!
- ✓ Idea: Invite a family member or friend who is a business owner to dinner. Have a question/answer session about starting and running the business. Have your child prepare questions ahead of time. Feed the future!
- ✓ "Problem solving is this generation's forte. I teach students how to solve problems that lead to productivity." Mr. W.R. Davis, Entrepreneurship instructor. For further information on MTI's business and entrepreneur programs, contact career counselor Janelle Copeland at 941-751-7900 ext. 2017.

### FCAT reading comprehension QUESTION

★ How do you define entrepreneur?

Answer: one who organizes a business undertaking, assuming the risk for the sake of the profit.

### What's on the WEB?

[www.skillsusa.org](http://www.skillsusa.org)  
[www.sba.gov/teens](http://www.sba.gov/teens)  
<http://studentcenter.ja.org>  
[www.mysmallbiz.com](http://www.mysmallbiz.com)

### COMMENTS

We appreciate your feedback! Email your comments about *Careers in Action* to [ManateeACT@gmail.com](mailto:ManateeACT@gmail.com).



EdVantage Strategic Objective #2: Articulate personal goals, create plans to achieve those goals, and exhibit progress toward their attainment.



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