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THE SCHOOL DISTRICT OF MANATEE COUNTY FEATURES A STUDENT AND A CAREER & TECHNICAL EDUCATION TEACHER

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Creating the Future...Today

Business teacher William Gaynor brings a vast amount of knowledge and enthusiasm to Braden River High School's business leaders of tomorrow. Relevance, authenticity, and real world experience are emphasized in his Entrepreneurship, Business Law, and Computing for College and Career classes. Bill's classes offer students the opportunity to customize business curricula with authentic simulations.

Bill serves as co-chair for the BRHS Business and International Studies Academy as well as lead advisor for the Future Business Leaders of America (FBLA) club. FBLA students from all over Florida recently competed in over 58 events at the FBLA State competition. BRHS student Erica Sells competed in the Word Processing I event and made Pirate history by bringing home the first ever, first place FBLA State trophy. Erica will travel to Atlanta this June to compete at the national level.

Bill demonstrates his priorities to students by sharing this favorite quote by John Adams. "There are two educations. One should teach us how to make a living and the other how to live." Well done, Bill Gaynor!

KIDZ
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 & Buzz



On Being a Leader

Caleb Parker, a sophomore at Braden River High School, is a student who exemplifies the qualities of being a Future Business Leaders of America (FBLA) leader. Caleb likes to work with others, enjoys team building, and is a self-proclaimed over achiever. FBLA advisor Bill Gaynor recruited Caleb from his Computing for College and Careers class to join FBLA and run for office next year. "I love it!" Caleb says of FBLA. "I like the opportunity to communicate with my peers and to meet different kids. I like learning about business and I like getting ready to join the work field."

Caleb isn't only about business. He is also a second-year member of the Pirates football team and plays the right tackle position. Weightlifting and Computing for College and Careers are his favorite classes.

What does the future hold for this multi-talented young man? "Being my own boss, math, and sports management. After attending college I want to work directly for an arena or venue with marketing and event planning." Congratulations Caleb!



InnoVators

PERSONAL INVENTORY:

Do you have what it takes to run your own business ?

Researchers like to study success. What does it take to be a successful entrepreneur? It's fun to Google "characteristics of entrepreneurs" and see the variety of results. Check out the following list of entrepreneurial attributes. As you read, ask yourself the question: *Do I have what it takes?* If you don't see yourself here, ask yourself another question: *What personal changes can I make—how can I improve myself—to be able to succeed in business?*

Perseverance. Entrepreneurs are determined to keep working hard to make success happen. When setbacks occur, these people keep on going.

Self control. Business owners make choices and sacrifices. When others are kicking back, entrepreneurs are devoting time and energy to their business.

Competitiveness. Entrepreneurs have a drive to succeed; to push toward a goal and outsmart the competition.

Self confidence. Successful entrepreneurs have a healthy outlook on their own abilities and recognize their shortcomings without letting those shortcomings defeat them. If they are not good at some aspect of their business, they outsource—or pay someone else to do that part.

Positive thinking. Is the glass half full or half empty? Everyone has negative thoughts at times, but successful business owners make the choice to focus on the positive.

Resourcefulness. Successful people find unique solutions to business problems.

Follow through. Business owners learn quickly that following through on promises and commitments leads to more customers.

Strong physical health. It takes energy to push on day after day. Business owners don't get paid for "sick days."

Core knowledge. Depending on the business, entrepreneurs must often become experts in their particular field.

Communication skills. Business owners must communicate effectively with customers, suppliers, employees, and other community members.

"Soft skills." This skill set is needed for business owners who work with other people. Soft skills refers to those social graces, personal habits, and friendliness that help smooth the rough places in life and relationships. People without good soft skills drive other people away from them—not good in the business world.

The good news is that most of these skills can be learned and practiced. If you want to own your own business, take a personal inventory and start working on improvements.



DISCOVER
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Career Pathways in Manatee County

Regional Careers: Wages for entrepreneurs vary depending on the success of the business venture. The following wages represent various business positions in the Suncoast Workforce Region.

Occupational	Entry Level	Exper.
Budget Analysts	\$20.02	\$33.26
Chief Executives	\$41.50	\$70.00+
Financial Specialists	\$10.10	\$26.48
Operations Managers	\$25.57	\$60.18
Purchasing Agents	\$16.73	\$28.31
Retail Salespersons	\$8.17	\$17.22
Wholesale Buyers	\$15.81	\$30.53

Source: <http://fred.labormarketinfo.com>
 FL Labor Market Statistics, Occupational Employment Statistics & Wages Program

Career Pathway: Students desiring a related career can find educational programs at these area schools*:

Braden River High School
 Manatee Technical Institute
 Manatee Community College
 University of South Florida

*Other Manatee County schools may offer similar programs. Listed schools are related to today's issue.

WEB
Wise

Check out the following websites:

www.floridafbla-pbl.com
www.score.org/young.html
www.entrepreneur.com
www.knowledgematters.com
www.disney.go.com/hotshot/hsb.html

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Here's a chance to experience a free online business simulation. You'll choose between owning a Pet Spa, Skate Store, Candy Factory, Comic Shop, Magic Shop, or a Pro Landscaping service. You can play the business simulation by registering with the site or by playing without registering.

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2. Click **PLAY NOW!**
3. Click **PLAY NOW without account**, or register free.
4. Listen to the introduction, then choose your business.
5. Follow the instructions on the screen, making your own business decisions along the way. You'll choose your start-up financing method, name your business, stock your shelves, and so much more!

Disney offers a Kids, Parents and Teacher Guide, learning objectives, plus lesson plans. The simulations run for six weeks with updates on revenue, expenses, and profit position. Find out how successful you can be in business!



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