



Perlman Price  
Young Entrepreneurs

## Apply Online Today

at

[www.bgcsarasota.com/  
teen-programs/  
young-entrepreneurs](http://www.bgcsarasota.com/teen-programs/young-entrepreneurs)

\*Only one absence allowed.  
The first (06/4) & last two (7/18, 7/22 - 7/24) dates are mandatory. You must attend these sessions.

### ORIENTATION

Thursday, May 30th

6:00-7:00PM at

Boys & Girls Clubs of Sarasota County's Tom & Debbie Shapiro Career Resource Center

### COMPETITION

Monday, July 29th

Boys & Girls Clubs of Sarasota County's Tom & Debbie Shapiro Career Resource Center

### GRADUATION CELEBRATION

Tuesday, July 30th

6:00-7:00PM

Lee Wetherington Boys & Girls Club

Boys & Girls Clubs of Sarasota County's Tom & Debbie Shapiro Career Resource Center  
3100 Fruitville Road  
Sarasota, FL 34237  
941-366-3911



## **PYE Program**

### *Tentative 2019 Summer Schedule*

#### Tuesday, June 4th

9:00AM-2:30PM at Shapiro Career Resource Center

*"What is an Entrepreneur?"*: You will begin the day with activities to introduce you to the concepts of entrepreneurship and important characteristics of an entrepreneur. You will learn about different business types and how entrepreneurs can impact the economy.

#### Thursday, June 6th

9:00AM-2:30PM at Shapiro Career Resource Center

*"Big Ideas"*: Today you will learn about identifying opportunities and how entrepreneurs meet needs and wants in the market. You will participate in activities to better understand how you can solve problems through business creation and begin to develop your business idea.

#### Tuesday, June 11th

9:00AM-2:30PM at Shapiro Career Resource Center

*"Turning Ideas into Opportunities"*: You will evaluate your idea and determine if it is a true business opportunity. You will learn how entrepreneurs analyze ideas and turn them into business opportunities.

#### Thursday, June 13th

9:00AM-2:30PM at Shapiro Career Resource Center

*"Market Research"*: Today you will learn how to collect and organize secondary and primary research data on your potential customers, competition and the business climate.

#### Tuesday, June 18th

9:00AM-2:30PM at Shapiro Career Resource Center

*"What does the Data Say?"*: You will analyze and interpret the data you collected to justify or revise your initial opportunity.

#### Thursday, June 20th

9:00AM-2:00PM at Shapiro Career Resource Center

*"Lunch and Learn"*: Today you will have the opportunity to meet with entrepreneurs and business leaders in our community! You will also continue working on your business plan.

#### Tuesday, June 25th

9:00AM-2:30PM at Shapiro Career Resource Center

*"How to Sell your Idea"*: On this day you learn about marketing your business to attract, obtain and retain customers.

#### Thursday, June 27th

9:00AM-1:00PM at TBD

*"In the Real World"*: Today you will take a trip to a local business.

#### Tuesday, July 9th

9:00AM-2:30PM at Shapiro Career Resource Center

*"Cost of Doing Business"*: Today you will investigate why fixed, variable and start-up expenses are necessary to operate your business.

#### Thursday, July 11th

9:00AM-2:30PM at Shapiro Career Resource Center

*"Cost of Doing Business Continued"*: Today you will learn more about business finances, cash flow and income statements.

#### Tuesday, July 16th

9:00AM-2:30PM at Shapiro Career Resource Center

*"Marketing Mix"*: Today you will use the techniques to create a detailed promotional mix for your business and learn how to market your business to attract, obtain and retain customers.

#### Thursday, July 18th

9:00AM-2:30PM at Shapiro Career Resource Center

*"Pitch Perfect"*: During this session you will learn how to effectively pitch your idea to investors and make the final edits to your business plan.

#### Monday-Wednesday July 22nd - July 24th

4:00PM-6:30PM at Shapiro Career Resource Center

*"Ready, Set, Sell"*: You will compete in preliminary competition. Finalists will move on to the next round.