

## **Entrepreneurship Xello:**

<https://student.xello.world/goals-and-plans/pathway-profile/entrepreneur>

- **Research the skills you need to be successful:**

Entrepreneurs tend to use certain skills to achieve success. These include:

Persistence

Self-motivation

Creative thinking

Communicating

Decision making

Negotiating

**Tip:** Check out the [entrepreneur](#) career profile. Explore the career interviews to get tips on the skills that can help you succeed.

- **Talk to your counselor:**

Ask your school counselor if there are any programs for young entrepreneurs you can get involved with. These may be offered through your school, or in your community.

- **Refine your business idea:**

You'll need a strong business idea to succeed. Think about the product and service you're going to provide. Questions to consider include:

Where will I sell this?

This might be online or in a physical store.

Who will buy it?

You should know the type of customer who will be interested in your product.

How much will I sell it for?

Think about the cost of materials needed and the prices of similar products or services.

Does it work?

If you plan to sell a product be sure to create test products and get feedback on them.

What will I call it?

Your business should have a name that's easy to remember and spell.

**Tip:** Talk to other entrepreneurs about their experiences. You can do this through online networking or by chatting to local business owners.

- **Research the market:**

You'll need a thorough understanding of the market you'll be getting into. Be sure to:

Research your business area online and in industry magazines.

Check out the competition.

Do field research. This could include things like questionnaires and interviews with potential customers.

- **Develop your business plan:**

Once you have completed your research, it's time to write your initial business plan. Your plan will describe your business aims and how you will achieve them.

A business plan is important if you need to present your idea to potential investors or lenders.

Tip: Make sure to run your business plan past an experienced business owner.

- **Look for help:**

There are lots of resources out there to help you develop and launch your business. You can:

Talk to other entrepreneurs in your area

- a. People are often happy to share their journey and offer advice.

Try to find a mentor

- b. A mentor is an experienced businessperson who agrees to help you through the process of starting a business. You might know somebody you can approach for help. Or, you might be able to find a mentor through networking or an organization for entrepreneurs.

Check out organizations focused on helping or funding entrepreneurs. Some examples:

- c. The [US Small Business Administration](#) provides a [business planning guide](#), a [learning center](#), and more.
- d. [Small Business Development Centers](#) provide free business consulting.
- e. [SCORE](#) matches entrepreneurs with mentors and provides free workshops.
- f. The [Association of Women's Business Centers](#) supports a network of Women's Business Centers serving female entrepreneurs.

You can also do a google search for programs for entrepreneurs in your area.

- **Make it official: ([registering](#), [licensing and permits](#))**

Depending on your business, you may need to register your business with the government. You may also have to get licenses or permits for your business.

Visit the US Small Business Administration for more information about [registering](#) and [licenses and permits](#).

- **Launch your business:**

When you have everything ready, it's time to launch your business!

Tip: Don't go it alone. Lean on the people and organizations that helped you get to this point if you need more support along the way.