

Week 8

STARTING A BUSINESS

What Every Young Entrepreneur Needs to Know

WHY SHOULD I CARE?

You don't have to own a storefront or hire employees to be an entrepreneur. If you're selling products online, creating content, tutoring, mowing lawns, or earning money from a side hustle, you're already building business skills. The more successful your idea becomes, the more important it is to understand how businesses manage money, keep records, and meet their legal and financial responsibilities. Learning these basics now can help you turn a great idea into a successful business and avoid costly mistakes along the way.



BIG IDEAS

EVERY BUSINESS STARTS WITH AN IDEA

Entrepreneurs solve problems by creating products or services that people want. Whether you're selling online, tutoring, or running a side hustle, every successful business begins with an idea and a willingness to take action.

KNOW YOUR NUMBERS

Running a business means more than making sales. Tracking revenue, expenses, profit, and bookkeeping helps you understand how your business is performing and supports better financial decisions.

PROTECT YOUR WORK

As your business grows, it's important to understand your legal and financial responsibilities. Choosing the right business structure and protecting your intellectual property can help your business succeed over time.

SUCCESS BRINGS RESPONSIBILITY

Earning money through a business may also mean keeping records, reporting income, paying taxes, and understanding forms like a 1099. Learning these responsibilities early can help you avoid costly mistakes as your business grows.



KEY VOCABULARY

1099 Form: A tax form used to report income earned outside of traditional employment.

Bookkeeping: The process of recording and organizing a business's financial transactions.

Business Deduction: A qualified business expense that may reduce taxable business income.

Expense: A cost incurred to operate a business or earn income.

Intellectual Property: Creations of the mind, such as inventions, logos, designs, or original works, that are protected by law.

Limited Liability Company (LLC): A business structure that helps protect an owner's personal assets from many business debts and legal claims.

Profit: The money a business earns after subtracting its expenses from its revenue.

Revenue: The total income a business receives from selling goods or services before expenses are deducted.

Self-Employment Tax: Taxes paid by self-employed individuals to help fund Social Security and Medicare.

Sole Proprietorship: A business owned and operated by one person that is not legally separate from its owner.



Learn it. Live it.

Every successful business starts with solving a problem or meeting a need. Whether you're selling products, offering a service, or creating content online, learning to think like an entrepreneur can help you turn ideas into opportunities.

Challenge: Think of one problem in your school, neighborhood, or community. Write down one business idea to solve it. Then describe your customers and why they would choose your product or service.

Reflection: What part of starting a business do you think would be the most exciting, or the most challenging, for you?

DID YOU KNOW?

You don't need investors to start a business. About 70% of entrepreneurs use their own savings, and about 82% of new businesses survive their first year.

Source: U.S. Chamber of Commerce; U.S. Bureau of Labor Statistics



EXPLORE AND EXPLAIN

- Why do many successful businesses begin by solving a problem or meeting a customer need?
- Why is managing cash flow just as important as making sales?
- What are some advantages and challenges of starting your own business?
- How can understanding the basics of entrepreneurship help you succeed, even if you never own a business?



WANT TO KNOW MORE?

VIDEO



[From a Parking Lot to a \\$2.3 Million Business](#)

Meet the entrepreneurs who started selling burritos in a parking lot and turned their simple idea into a multimillion-dollar business.

ARTICLE



[Got a Business Idea? Now What?](#)

Learn what it takes to turn an idea into a business, from finding customers and covering startup costs to accepting payments and handling taxes.

Note: Click "I am a student" and sign in with class code - KRQ6XU

INTERACTIVE



[How Much Can My Business Make?](#)

Put your business idea to the test by exploring startup costs, expenses, and potential earnings to see what it could actually make.

"Many teenagers are already entrepreneurs—they just don't realize it."