



8 Steps
to Becoming an
ENTREPRENEUR
for kids

Written by-Darren Henry
Illustrated by-Mansurul Haque
BlackwhiteProductions

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DEDICATION

I was asked who I'm dedicating my book to instantly these people came to mind God, My Children, My Family, Frank Bedell III, My culture, and finally, the younger generation.

Without God, nothing I do is possible, and for that alone, I am forever grateful for the relationship I have with him. To my beautiful daughters, you are the air that I breathe. You are my everyday motivation, and everything I do is for you. My family is full of women and very small; all of my accomplishments are because of you, and I'm so blessed to have you. On September 10, 2020, I lost someone very close to me. Franklin Bedell III was a kid I mentored, which grew into an intense brotherhood. He died due to gun violence in my city, New Orleans, La, at 17 years old. I dedicate this book to him. My culture means everything to me, and while living in a time where black men are being targeted more than ever, BLM taught me not just to love myself or who I am but to use MY VOICE and the tools God gave me to share my knowledge to inspire the youth. The younger generation needs to understand that they are the future no matter what, and my job is to motivate and guide them to be everything they are meant to be in this world. This book is dedicated to every kid or adult that may come into contact with it. If anyone ever told you that you couldn't be anything, here is your motivation. You can be whatever you want to be and more; you have to allow yourself.

SIGNING OUT

AUTHOR

DARREN M. HENRY



Frank Bedell III

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Paige, Nicole, Jonathan, and Robert are all 4th graders. They have been friends since the 1st grade. One day, the kids talked before class and decided to ask their teacher, Mr. Bedell, a few questions about becoming an entrepreneur.

Good morning. Happy Friday, class; you all look good today.

How would you like a free day today?

(The class cheered loudly)

We won't have class today. But before we eat some delicious pizza, I want to teach you about becoming an entrepreneur. Before class, four of your classmates came to me with questions about starting a business, so grab a pencil and your notebook and get ready to write down eight easy steps to become an entrepreneur.

Before we get into the steps, here is the meaning of Entrepreneur.

An entrepreneur is a person who creates a business from their ideas and puts action behind their ideas to bring their business to life.

What kind of business can an entrepreneur create, Asked Paige?

Good Question Paige said Mr. Bedell, an entrepreneur, can create and own any business they put their mind to; with that being said, kids *the sky is the limit.*

"The percentage you give everyday you wake up will determine the future of your life" -Darren Henry.

Becoming an Entrepreneur



For example, if Paige started a lemonade stand and sold her lemonade to her neighbors every weekend, that's a business because she came up with an idea and put action behind her vision to bring her business to life.

Now let's get into these eight simple steps, kids that will help you become an entrepreneur said Mr. Bedell.

1 - PICK SOMETHING YOU HAVE A PASSION FOR

Always pick something you will enjoy doing no matter what. Nobody wants to create a business and not have a passion for it. Find your passion, no matter what, if it is *BIG OR SMALL*, and figure out how you can create a business out of it.



2 - CREATE GOALS

Once you've figured out your passion, create short-term and long-term goals for your business.

How do we figure out what our goals are Mr. Bedell asked Nicole?

Great Question, Nicole. You can figure your goals out by sitting down with a pencil and paper and brainstorming some ideas you want for your business. Brainstorming will help you understand what goals you are trying to accomplish for your business.

Having short-term and long-term goals is key to this step. Short-term goals are goals you set for yourself that day, and long-term goals are goals you set for yourself days, months, and sometimes a year in advance.

For example, Nicole decided to start selling chocolate candy bars. Her short-term goal was to make at least two sales a day. Her long-term goal was to sell the entire box of chocolate Candy bars in a week. She brainstormed and came up with a short-term plan and a long-term plan=.

Now all Nicole has to do is put action behind her goals, and her business will be one step closer to becoming successful.

WHAT YOU DO TODAY WILL DETERMINE YOUR FUTURE

WORK HARD AND NEVER
MAKE EXCUSES

-Percy Miller



3 - CREATE A ROUTINE 2 COMPLETE EACH GOAL

Class, please understand brainstorming and creating goals is just the beginning, said Mr. Bedell. You also have to create a routine for each goal if you want your business to be successful. Remember what I said class, *AN IDEA PLUS ACTION BEHIND THAT IDEA WILL EQUAL SUCCESS.*

Creating a Routine is one of the simplest steps but also one of the most important.

When creating a business, you have to create a routine from when your business opens until the time your business closes.

If Paige doesn't create a routine with her lemonade stand, her business will be short-lived. If Paige establishes a routine for each goal she sets for her lemonade stand, her business will last long.

If Nicole doesn't create a routine for her candy business, she won't reach her short-term goal of selling two chocolate candy bars a day or her long-term goal of selling out her entire box of candy bars in a week.

So please understand kids creating a routine is super important for your business.

4 - HARD WORK

Now kids from my research, when you become an Entrepreneur, ITS 80% MENTAL AND 20% PHYSICAL said Mr. Bedell.

How can it be more mental than physical, Mr. Bedell asked Jonathan?

(As he began to raise his hand)

Great question, Jonathan. Your work ethic plays a major role, and that's a mental characteristic. It doesn't just say a lot about your business, but it also says a lot about you as a person, even more to your customers. Whether you are a kid or an adult, *HARD WORK WILL ALWAYS PAY OFF*, said Mr. Bedell.

For example class, Jonathan is a paperboy. He has to get up every morning 3 hours before school and roll up his papers and deliver them to all his neighbors in his neighborhood. He does this every morning, Monday through Friday, but in return, Jonathan gets paid a good amount of money for his *HARD WORK* every Saturday. As long as Jonathan continues to work hard with his paper business, he will continue to get paid every Saturday.

HARD WORK is doing what you have to do for your business no matter what it takes, and that's the mental part.

Won't NOTHING EVER COME EASY said, Mr. Bedell.

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Working hard will Teach you kids responsibility for anything you want in this world. Whether it is for a business or your personal life, *HARD WORK WILL ALWAYS PAY OFF!*

After Mr. Bedell finish explaining the 4th step, the principal, Mrs. Davis, walked into the classroom.

Happy Friday, kids, Said Mrs. Davis. I love to see you all so happy and eager to learn; I couldn't help but hear Mr. Bedell talking to you all about becoming an entrepreneur as I walked past and I would love to sit in the rest of class and hear these steps.

Thank you, Mrs. Davis said, Mr. Bedell. You are more than welcome to join us in this Discussion; a selected few came to me before class with questions about becoming an entrepreneur, and I came up with eight easy steps to help them get a better idea of what they were asking.

NOW CLASS STEP NUMBER 5

5 - COMPLETE EACH GOAL, BIG OR SMALL

Sitting down and brainstorming your goals may be difficult, but now it's time to put action behind those ideas, said Mr. Bedell (with a huge smile on his face). *CLASS, ACTION ALWAYS SPEAKS LOUDER THAN WORDS.* So, putting action behind your thoughts will allow you to bring any business to life that you put your mind to.

If our goals are already written down, why do we have to act on those ideas, said Robert (frowning as he raised his hand).

Outstanding question Robert, but there is no reason to get upset said, Mr. Bedell.

IF YOU EXPECT FOR THIS TO BE EASY, PLEASE NOTE THAT NOTHING IS GIVEN TO THOSE WHO WANT THE EASY WAY OUT; YOU HAVE TO WORK HARD FOR EVERYTHING. Putting action behind those ideas is critical but simple as well. Complete each goal you set for your business, BIG OR SMALL but know that completing each goal with the same energy and attitude will help you acknowledge how it feels to bring an idea to life. NO MATTER IF ITS CHILDREN OR ADULTS, THIS IS AN AWESOME FEELING. Said Mr. Bedell (With A Huge Smile on His Face)

6 - STAY DISCIPLINED

Discipline is another very important step, kids. We all Have to stay disciplined with our lives, children and adults the same. Discipline doesn't always mean when you are in trouble, said Mr. Bedell (while he's laughing at the kid's faces as they look shocked).

When it comes to creating a business, discipline is doing what you have to do when you don't want to do it. It's knowing that what you are doing is for a greater cause, even if you don't see it at first. Discipline will pay off in the long run. As a kid, this process could be tricky, but I promise if you practice becoming discipline now, you will master it when you get older.

Just doing right by your business isn't being disciplined because *THAT OUTLOOK IS WRONG*. For a kid, it's being good at home, *ALWAYS* listening to your parents or guardians, being a good student in school, and making good grades, said Mr. Bedell (As he looks at Robert and Robert puts his head down). Being disciplined plays a huge role not just in your business but in your life as well. *ALWAYS STAY DISCIPLINED, KIDS*.

For my last example of the day, Robert always wanted a bike, so he decided to start helping his older brother Ernest cut grass for the family business on the weekends to earn some money. It wasn't easy because Robert had never cut grass before, but by staying disciplined and following his big brothers' advice in two weeks, Robert earned enough money to buy the bike he wanted. On top of that, he was able to get a new helmet. His discipline paid off. Working with his big brother for those two weeks and following his advice, Robert learned how to cut the grass the proper way and achieve his goal for the new bike he wanted.

WORK HARD AND NEVER
MAKE EXCUSES
-Percy Miller



7 - KEEPING A POSITIVE MINDSET / ENJOYING THE PROCESS

You all are children meaning you have no responsibility but to be great kids at home, great students at school, and doing whatever makes you happy in this world.

Keeping a positive mindset while creating a business will allow you to see many things when it comes to creating a business, whether it's good or bad. Everything will eventually figure itself out. I would say enjoy the process, but you have to trust it as well. *ALWAYS ENJOY THIS STEP BECAUSE YOU ARE ONLY A KID ONCE YOU CAN ALWAYS CREATE MORE BUSINESSES FOLLOWING THESE STEPS.*

HAVE AS MUCH FUN AS YOU CAN AND ENJOY THE PROCESS, Said Mr. Bedell.

WORK HARD AND NEVER
MAKE EXCUSES
-Percy Miller



8 - BELIEVE IN YOURSELF

Now, class, I have stood here and explained to you seven steps that can help you become an entrepreneur, but the *MOST IMPORTANT STEP OF THEM ALL IS BELIEVING IN YOURSELF.*

IF YOU DON'T BELIEVE IN YOURSELF, NOBODY WILL BELIEVE IN YOUR BUSINESS. DOING THIS WILL REVEAL TO YOU THAT YOU ARE YOUR BIGGEST PRIZE POSSESSION, NO MATTER WHAT OBSTACLES STAND IN FRONT OF YOU. ALWAYS UNDERSTAND THAT YOU ARE SPECIAL AND YOU HAVE A VOICE IN THIS WORLD. LET THAT VOICE BE HEARD BY ANY MEANS NECESSARY. YOU CAN DO WHATEVER YOU PUT YOUR MIND TO.

With that being said, class, I expect you always to hold these steps close to you and constantly remind yourself *YOU ARE SPECIAL, AND NO IDEA IS A BAD IDEA. HAVE FAITH.*

Thank you so much, Paige, Nicole, Jonathan, and Robert, for coming to me about this subject. Being able to shine this light on you all about becoming an entrepreneur has been my pleasure.

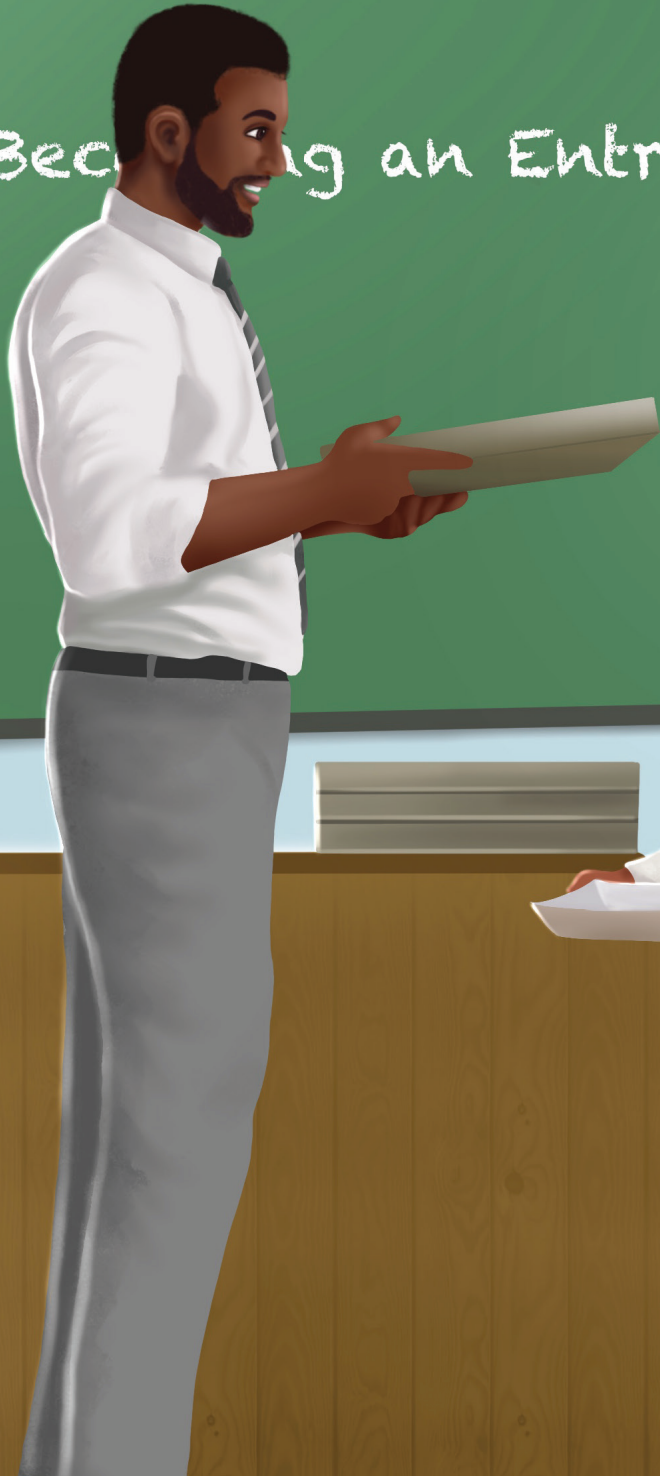
Do you have any questions said, Mr. Bedell

NO SIR (YELLED THE KIDS ALL AT ONCE)!!!

GOOD NOW, LET'S EAT SOME PIZZA AND ENJOY OUR FRIDAY!!!!!!!!!!!!

PROTECT YOUR ENERGY AT ALL TIMES YOUR VISION NOT MEANT TO BE SHARED WITH EVERYONE -Darren Henry

Becoming an Entrepreneur

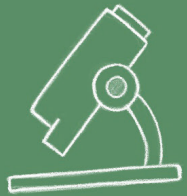


ABOUT THE AUTHOR



Darren M. Henry is an intelligent, ambitious Entrepreneur from New Orleans, LA. He is a God-fearing man, a son, a brother, and a father. Darren's beautiful daughters inspired him every day to be greater than he was on yesterday. His mom, Inger Roberts, and grandmother, Wandalyn Henry, have always been his backbone. Collectively they kept him balanced in the worst situations. Both women play a significant role in the man that he is today. Darren is a family man. His desire to

be the voice for the YOUNGER GENERATION comes from the morals and values that he gained from his family. "Imagine if kids learned about being an entrepreneur at an early age for an hour a day just like they're taught English, Math, And Social Studies. How many successful young people would be created" said Darren. "We can't say the kids are our future if we don't do our best to invest in them." He also mentioned, "so if you ask me about the author, I will say Darren Henry is a fearless, relentless visionary with the thirst to guide and motivate the younger generation through educating entrepreneurship.



8 steps to becoming an entrepreneur for kids is a educational entrepreneurship book. following the journey of four african american kids who are best friends and share the same passion for learning how to become an entrepreneur. their thirst to retain knowledge to become entrepreneurs leads them to their teacher mr. bedell. the advice he provides will spark many different perspectives for the young minds that will soon change their lives.

