



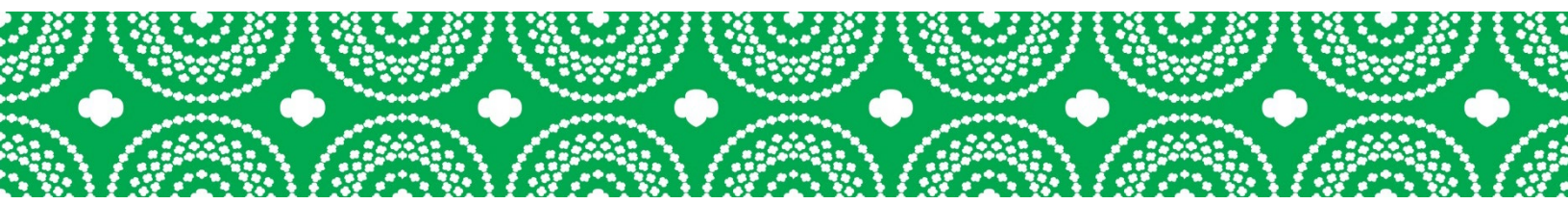
Shining Star ENERGY

I Am... I Can... Watch Me



Girl Scout Seniors & Ambassadors

Girl Scouts of Southwest Texas
811 North Coker Loop
San Antonio, Texas 78216
(210) 349- 2404 or 1-800-580-7247
www.girlscouts-swtx.org





Girl Scouts of Southwest Texas & Shining Star ENERGY
are proud to bring to you the...
Shining Star ENERGY Initiative
I Am... I Can... Watch Me



Shining Star ENERGY knows the challenges faced by woman leaders in business and understands the importance of cultivating entrepreneurial knowledge and skills in young girls. Promoting the pillars of entrepreneurship in every girl changes the future. Girls will say, “I am a leader.” Girls can dominate the marketplace. Watch girls bring cutting-edge ideas to life as the leaders of tomorrow.

Girls who complete the Shining Star ENERGY entrepreneurship patch will say, “I am a G.I.R.L. A go-getter, innovator, risk-taker, leader. I can do anything—blaze a trail to my own adventure, achieve my dreams, go beyond expectations. Watch me pioneer in industry, forge a future without boundaries, inspire others and make the world a better place!

Shining Star ENERGY and Girl Scouts of Southwest Texas are proud to announce the Shining Star ENERGY I Am... I Can... Watch Me entrepreneurship patch partnership. Girls can work on a variety of projects, everything from designing an effective business plan to generating their own industry.



More Information

Each year, Shining Star ENERGY strives to help young women leaders and entrepreneurs achieve their dreams. The first step is achieving a higher education. Shining Star ENERGY is a proud sponsor of scholarships in a plethora of organizations.



SONDRA L. GROHMAN

Sondra Grohman was born the oldest of eight children. She received a Catholic grade school education and went on to graduate from Robert E. Lee High School. While her peers were entering college, Sondra was entering a life of learning how to be a wife and soon to be a mother at 18 years old. Her oldest daughter, Debbe Jo, was born while her peers were just completing their first semester in college. At times Grohman worked three jobs to provide for herself, her child and her husband while he attended college. Adversity and hard work were not a stranger to her.

After 33 years, Sondra divorced her husband and received the couple's two ranches in South Texas. Sondra then refocused her attention on doing the things she loves ... being outdoors and concentrating on her cattle and deer herds. If asked, Sondra will tell you that "her Faith saved her" in the most difficult and challenging times. Years later, it was discovered that there was "oil under that ground!" on Grohman's two ranches. Grohman knew nothing about the oil and gas industry, but by asking questions and being a "boots on the ground" leader, Grohman has truly shown her entrepreneurial and "true grit" capability to overcome challenges and become one of the Top Producers in the Eagle Ford Shale Play. Working in a male-dominated industry is tough and challenging in itself, but Sondra will tell you that "her path has led her to where she is today." And every element she was exposed to earlier in life was necessary for her to gain the leadership and people skills that are well nestled in her tool belt.

Grohman sits on the Board of Directors of Dress for Success - San Antonio, Academy of Creative Education (ACE), and the San Antonio Women's Hall of Fame. She is also deeply devoted to child advocacy and children's issues. She sponsors the Shining Star ENERGY Youth Football Clinic and is a trailblazer in developing the Shining Star ENERGY I AM - I CAN - WATCH ME college scholarships program. She is a member of the National Association of Women Business Owners (NAWBO) and their Million Dollar Round Table. She believes that "you don't just write a check but you also roll your sleeves up and become a part of the program ...as a role model." This is why you will find her mentoring high school students in her non-work time in NAWBO's Entrepreneurial Connections program, where students create and develop their own Business Plans. In addition to mentoring students, Grohman provides the 1st place scholarship of \$10,000. Now involved with Girl Scouts of Southwest Texas, she will be sponsoring a \$5,000 college scholarship.

Grohman has received numerous awards: San Antonio Business Journal Women's Leadership Award, Finalist for the United Way Volunteer of the Year Award - Unsung Hero, NAWBO Entrepreneurial Spirit Award, San Antonio Women's Chamber of Commerce Constellation of Stars Award, and she has been inducted into the San Antonio Women's Hall of Fame.

If you ask Grohman what are the keys to her success, she would tell you that it's "... always putting God first, being true to and never sacrificing your values and principles for nothing or no one, do more than what is expected without being asked, stay focused and have clarity of WHY you are doing something, be kind to others and share, find your purpose in life, and most of all **SMILE.**"



Steps to Earn the Shining Star ENERGY I Am... I Can... Watch Me Patch

Girl Scouts is the premier girl leadership development program—girls have fun with a purpose! All activities are girl-led and girls should decide what activities to complete when earning a Business Patch Initiative (BPI) patch. In the spirit of Girl Scouting, girls may choose to participate in activities that are not listed in the booklets and/or supplements. If girls complete the minimum required number of activities based on the theme of the BPI, they have earned the BPI patch. For more information, contact Larissa Deremiah at lderemiah@girlscouts-swtx.org.

Step One:

1. Read through the Activities
 2. Think about what you would like to do
 3. Choose 3 out of the 4 Units
 4. Complete 2 Activities from each unit chosen (6 activities in total)
 5. Complete “To Be a Shining Star” Activity (page 7)
- NOTE: Girls will complete a total of 7 activities

Step Two:

1. Complete the [Business Patch Initiative \(BPI\) Evaluation](#)
2. For more information, contact:
Girl Scouts of Southwest Texas
ATTENTION: Program
Phone: (210) 319- 5775
Toll Free: 1-800-580-7247
Fax: (210) 349- 2666
lderemiah@girlscouts-swtx.org



Step Three:

1. Receive your Shining Star ENERGY I Am... I Can... Watch Me Patch!



The Girl Scout Leadership Experience

Girls at every level of Girl Scouting participate in the “*leadership experience*.” A *leadership experience* is an exciting way of working with girls in a series of themed activities focused on building leadership skills. By enlisting the three keys to leadership (*Discover, Connect, and Take Action*) girls learn that they can take the lead to make a difference in their community and the world. The three keys are at the heart of the Girl Scout philosophy of leadership:

Discover

Girls understand themselves and their values and use their knowledge and skills to explore the world.

Connect

Girls care about, inspire, and team with others locally and globally.

Take Action

Girls act to make the world a better place.

It’s not just “what” girls do, but “how.” When girls are engaged that creates a high-quality Girl Scout leadership experience. All Girl Scout experiences are built on three processes (*Girl-Led, Cooperative Learning, and Learning by Doing*) that make Girl Scouting different from school and other extra-curricular activities. When used together, these processes ensure the quality and promote the fun and friendship so integral to Girl Scouting.

Girl-Led

Girls play an active role in the planning and implementation of activities while adults provide age-appropriate facilitation, ensuring that planning, organization, set-up, and evaluation of all activities are done jointly with the girls.

Cooperative Learning

All members of a group work together towards a common goal that can only be accomplished with the help of others.

Learn by Doing

A “hands-on” learning process that engages girls in cycles of action and reflection resulting in deeper understanding of concepts and mastery of practical skills.

When Discover, Connect, and Take Action activities are girl-led and involve learning by doing and cooperative learning, girls achieve the desired and expected leadership outcomes ultimately resulting in Girl Scouting achieving its mission:

Building girls of courage, confidence and character, who make the world a better place.

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To Be a Shining Star: How to Rise to the Top

This activity is mandatory to earning the Shining Star ENERGY I Am... I Can... Watch Me Patch and applying for the Shining Star ENERGY I Am... I Can... Watch Me Scholarship for graduating high school seniors through GSSWT.

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating.

Directions:

1. Prepare yourself to present in front of a group. Pick one of the scenarios: job interview, scholarship interview, university admissions interview, business plan presentation.
2. Read through your resume, application, and/or presentation. Research the organization/agency and person(s) you will be presenting to, know what to expect.
3. Be aware of your appearance, are you dressed appropriately for the occasion? Do you look professional? Are you comfortable? It only takes 7 seconds to make your first impression. Over 55% of your first impression is based on your appearance. You should be professional and feel confident.
4. When it comes to making a good first impression, body language as well as appearance speaks louder than words. Use your body language to project appropriate confidence and self-assurance. Stand up straight and tall, smile, **make direct eye contact and greet with a firm handshake**. Remember throughout your interview to keep your body language open—don't slouch, cross your arms, or stare at the ground.
5. Answer questions properly even if you need a few moments of silence to collect your thoughts. It's better to pause than say something you'll instantly regret.
6. Be positive, the group you are presenting to will be thinking about what it will be like to work with you in the future and the last thing they'll want to hear is negative talking behind others' backs. People like to see someone who enjoys a challenge and is enthusiastic. Positivity builds rapport, show them you have a sense of humor and smile.
7. Expect the unexpected, 90% of employers ask "killer" questions in the interview process. It is impossible to plan for every difficult question but try to remain calm, show them you are in control. Ask the interviewer to repeat a difficult question if necessary but don't avoid it.
8. Clarify anything you are unsure of, be sure to ask follow up questions. At the end, make sure to ask the group if they have any other questions. If you are open and honest, they are more likely to tell you if the presentation was successful.
9. Don't forget your manners! Ask for business cards and follow up with thank you emails or letters. This is a great opportunity to mention your enjoyment of meeting them and showing them your interest—remind them of your key advantages or Unique Selling Point (USP).

Note: Every girl has to practice before she can succeed in presenting to a group whether she is interviewing for a job, soliciting in-kind donations for her [Girl Scout Gold Award](#) or applying for the Shining Star ENERGY I Am... I Can... Watch Me Scholarship. Always remember to be YOU. Never lie, don't apologize, tell a personal story, and don't talk about irrelevant topics. A few extra tips include keeping your phone on silent and out of sight, don't chew gum, and be amusing without compromising your professionalism. If a girls follows the 3 Ps: prepare, practice, and perform, then she can become she can become an entrepreneur!

Envision

Sense of Self—Girls have confidence in themselves and their abilities and form positive identities.



Envision: Entrepreneurial Degrees

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating.

1. Internet
2. Library
3. Telephone
4. Parent/Guardian Permission

Directions:

10. Research at least 3 different universities or colleges that specialize in business and/or entrepreneurship. Example: Babson College, University of Houston, Baylor University
11. Obtain admissions information from 3 or more schools. Do not forget to speak with an admissions counselor at the schools you research to ask about available campus tours.
12. Compare the 3 higher education institutions that you have chosen and pay particular attention to tuition, financial aid, housing, campus size, and demographics.
13. Research at least 3 different undergraduate degree programs at the university or college of your choice. Example: entrepreneurship and Corporate Innovation, Social Entrepreneurship, New Venture Creation
14. Obtain a copy of each of the 3 degree plans. Compare the degree plans with special attention to course descriptions, prerequisites, and certification.
15. Ask the school's counseling office about college credits such as AP/IB credits, transferable credits, CLEP credits, and more.
16. Share the information that you have gathered with your family.
17. Share the information with your guidance counselor and inquire about your next steps.

Note: Distinguish yourself in the college admissions process. [Girl Scout Gold Award](#) recipients do well in life! They rate their general success in life significantly higher and report higher success in reaching their goals within many areas.

For girls that would like more of a challenge, girls may wish to use the website collegecost.ed.gov to compare perspective colleges and universities with the information that they have already gathered. With parent/guardian consent, girls may also wish to enjoy a [virtual tour](#) or schedule a campus tour with admissions office. Girls should practice filling out the admissions paperwork for the higher education institutions that they have chosen.



Envision: Entrepreneurial Careers

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating.

1. Internet
2. Library
3. Telephone
4. Parent/Guardian Permission

Directions:

1. Research career opportunities in the field of entrepreneurship.
2. Choose at least 3 career opportunities that interest you. Example: business consultant, research and development, sales
3. Pay close attention to the essential functions, preferred experience and education, as well as starting pay with benefits.
4. Research 2 of the positions that interest you most.
5. Pay close attention to the job summary, essential functions, preferred experience and education, as well as other competencies.
6. Compare the salary or pay and benefits of the 3 careers that you chose. Example: management analysts average 4-6 years in school and may earn approximately \$80,000 with possible benefits
7. With your parent/guardians' assistance, chart your probable monthly expenses. Example: rent (\$700), groceries and gas (\$300), and utilities (\$250), phone and internet (\$150)
8. Use the financial information you have gathered to map out a monthly budget.
9. Evaluate the amount of money you will have to put into savings.
10. Reflect on the advantages and disadvantages of each of the careers.

Note: [Girl Scout Gold Award](#) recipients demonstrate extraordinary leadership through remarkable take action projects with sustainable impact on their communities and beyond. The award tells employers that you are a leader who is organized, determined, and dedicated to improving your community.

For girls that would like more of a challenge, parents/guardians may encourage girls to supplement their career planning with available self-assessments, career planning guides, employment trends, industry and occupation specific information, and researching careers and employers. Girls may also find [resources](#) and services specifically for youth, teens, and young adults. Girls should ask their guidance counselors about the internships, resources, and services available to them. Parents/guardians may encourage girls to seek part-time employment to supplement their college expenses. Girls may calculate a monthly budget based on their financial need for school and living expenses to formulate the amount of income they must earn. If appropriate, girls may self-assess their employment suitability.



Envision: Scholarships

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating.

1. Internet
2. Library
3. Telephone
4. Parent/Guardian Permission

Directions:

1. Research available scholarship opportunities that you may qualify for from Girl Scouts and your university or college of choice.
2. Pay special attention the scholarships available for pursuing a degree in in business and/or entrepreneurship.
3. Obtain at least 2 scholarship applications.
4. Share the information that you have gathered with your family.
5. Share the information with your guidance counselor and inquire about your next steps.
6. Prepare yourself for a scholarship interview by practicing with family, friends, teachers, etc. Keep in mind the importance of first impressions and a good hand shake—stand up straight and tall, smile, **make direct eye contact and greet with a firm handshake.**

Note: Earn college scholarships, check out the scholarships available for graduating high school seniors from Girl Scouts of Southwest Texas! To learn more about available scholarships, visit GSUSA's [website](#). Don't forget to contact your guidance counselor for more available scholarship opportunities.

For girls that would like more of a challenge, girls may wish to learn about financial aid and use the [Expected Family Contribution \(EFC\) calculator](#) to evaluate their financial need. Girls may also attend a FAFSA seminar or invite a guest speaker to talk about FAFSA. With parent/guardian consent, girls may go online to practice completing a demo or [practice FAFSA](#) or complete the [real FAFSA](#).

Each year, Shining Star ENERGY strives to help young woman leaders and entrepreneurs achieve their dreams. The first step is achieving a higher education. Shining Star ENERGY is the proud sponsor of the I Am... I Can... Watch Me Scholarship for graduating high school seniors through GSSWT. **Earning this patch is a mandatory pre-requisite to applying for the Shining Star ENERGY I Am... I Can... Watch Me Scholarship.**

Embark

Positive Values—Girls act ethically, honestly, and responsibly, and show concern for others.



Embark: Building Your Resume

Materials: Number and variety of materials is contingent on the number of girls participating.

1. Paper
2. Writing utensils
3. Internet
4. Parent/Guardian Permission

Directions:

1. Review different examples of resumes. Contact your counselor or local library for assistance in gathering examples.
2. Use a template to make it easier to create your resume. This also helps reduce formatting errors.
3. Before writing your resume, make an outline or list of all your experiences. Include formal or informal work such as babysitting. Don't forget all of your other activities like band, sports, volunteer service, and Girl Scouting!
4. Now list your best qualities such as your work habits and performance, attitude and attendance.
5. Looking over your two lists, think about any achievements or awards you have earned. Make sure to write a short description for your experiences that includes you best qualities and any commendations or awards.
6. If you have a specific job or position in mind, include skills or knowledge related to the job or position.
7. Begin drafting your resume. Use active language, start sentences with action verbs like organized, led, created, etc. Don't forget to include your name and all contact information!
8. Proofread your draft and take out any excess. Your resume does not have to be longer than one page.
9. Ask your family, friends, counselors, and teachers to review your resume. Listen to their feedback and revise your resume and necessary.
10. Always keep copies of your resume ready and on-hand!

Note: [Girl Scout Gold Award](#) recipients demonstrate extraordinary leadership through remarkable take action projects with sustainable impact on their communities and beyond. The award tells employers that you are a leader who is organized, determined, and dedicated to improving your community.

Prepare yourself for a job interview by practicing with family, friends, teachers, etc. Writing a resume is one thing but you also have to know how to sell yourself. When interviewing or meeting someone new, don't forget to shake the other person's hand—stand up straight and tall, smile, **make direct eye contact and greet with a firm handshake.**



Embark: Executive Summary

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating.

1. Paper
2. Writing utensils

Directions:

1. Identify an issue in your community. Invent or innovate a product or service that helps alleviate this issue. Know the who, what, when, where, how, and why of your business plan (this may be real or imagined).
2. Now it's time to compose an executive summary, the most important section of every business plan. This comes in handy when seeking funders or investors.
3. Write your mission statement. This is a brief and broad summary of your business' goals and values. For example, the Girl Scout mission is to build girls of courage, confidence and character, who make the world a better place. Feel free to research mission statements from other companies or organizations.
4. Briefly describe the product or service your business provides. Make sure to explain why your product or service is needed.
5. Think about how your business would run. Include a short statement about when your business was formed, name of founder(s) and roles, number of employees, and business location(s). Click [here](#) to learn more about a [company description](#).
6. Time to consider the future, where would you like to take your business 3 to 5 years? What will be different and the same?
7. Since you know what you want your business to be like in the future, it's helpful to include a breakdown of supply, demand, and revenue. Think about how your business will be profitable and the pricing of your product or service. This is important in securing funders and investors!
8. Go over your executive summary, edit the document to be concise; your executive summary should not be longer than one page.

Note: According to the U.S. Small Business Administration, your executive summary is a snapshot of your business plan as a whole and touches on your company profile and goals. For more tips on composing your business plan, visit [Create Your Business Plan](#).



Embark: Marketing & Sales

Materials: No materials are necessary, feel free to produce your own commercial, design flyers and brochures! Number of materials is contingent on the desires of the girls and the number of girls participating.

Directions:

1. A successful entrepreneur develops a brand. A brand gives your product or service an identity that makes it different from the competition.
2. Come up with three adjectives that describe your brand, such as eco-friendly, simple, and independent. It always helps to review your mission statement (see Embark: Executive Summary, page 14).
3. Then choose a possible brand name and design a simple logo that reflects your identity.
4. With your new business in mind, make a mockup of an advertisement or commercial. This may be a storyboard or script for a commercial or the filmed commercial itself.
5. Want to take your brand further? Start thinking about a persona, a fictional person who has the characteristics, interests, and lifestyle of the typical client (i.e. the person, people, or group that will use your product or service). Use this persona in your commercial!
6. Think about your advertising campaign. Will you use flyers, posters, brochures, advertisements like commercials, or social media?
7. Research the cost of each component of your advertising campaign. How much will it cost to make these items and to place them? Will customers will see them?
8. Always remember, any marketing costs should be added to the overall expenses of your business plan and budget.

Note: Most aspects of your business rely on an effective [marketing strategy and sales strategy](#). Marketing includes advertising, public relations, promotions and sales. Marketing not only introduces your product or service to clients (i.e. consumers) but also continually promotes your product or service. Marketing is a priority when creating your business plan and budget.

Expand

Community Problem Solving—Girls desire to contribute to the world in purposeful and meaningful ways, learn how to identify problems in the community, and create “action plans” to solve them.



Expand: Teen Mentorship

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating.

Directions:

1. Contact your school counselor to discuss peer tutoring and counseling or teen mentorship in the feeder school nearby.
2. Feel connected to your community, locally and globally, by forming healthy relationships through volunteerism.
3. Use this opportunity to advocate for yourself and others on issues that are important to you.
4. You should feel empowered to make a difference in the world.
5. Share your leadership experience with friends, family, and the community.
6. Celebrate your accomplishments!

Note: For more information about volunteering your time, please contact your school administration or district office.



Expand: Dress for Success

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating.

Directions:

1. Research more about [Dress for Success](#). Learn more about the non-profit and learn about ways you can get involved.
2. Feel connected to your community, locally and globally, by forming healthy relationships through volunteerism.
3. Use this opportunity to advocate for yourself and others on issues that are important to you.
4. You should feel empowered to make a difference in the world.
5. Share your leadership experience with friends, family, and the community.
6. Celebrate your accomplishments!

Note: For more information about volunteering your time, please contact [Dress for Success](#) or (210) 737-1515.



Expand: SA Food Bank

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating.

Directions:

1. Volunteer at the [San Antonio Food Bank](#).
2. Feel connected to your community, locally and globally, by forming healthy relationships through volunteerism.
3. Use this opportunity to advocate for yourself and others on issues that are important to you.
4. You should feel empowered to make a difference in the world.
5. Share your leadership experience with friends, family, and the community.
6. Celebrate your accomplishments!

Note: For more information about volunteering your time, please contact the [San Antonio Food Bank](#) or contact the [Volunteer Program Manager](#) at (210) 431-8388.

Evolve

Challenge Seeking—Girls take appropriate risks, try things even if they might fail, and learn from mistakes.



Evolve: How to Stand Out

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating.

1. Paper
2. Writing utensils

Directions:

1. Identify the product or service you are selling. Conduct a [SWOT Analysis](#) for this product or service. Remember to draw a 2 X 2 grid to help organize your thoughts.
2. Ask yourself these key questions and give at least 3 answers:
 - a. Why did you choose this product or service? Why is it important to you?
 - b. How is your product or service addressing a need in the community, locally and globally? Who is your client?
 - c. Who are your competitors and how do they compete with your product or service?
3. Now interview at least three people to gauge their interest in your product or service. Ask them important questions like, “what would make them buy your product or service before another?”
4. Using all of this new information, distinguish your USP.
5. Remember your brand, logo, and persona (see Embark: Marketing & Sales, page 15)? Time for you to reinvent your brand!
6. Start from the beginning to create a brand based on your USP. Make sure that your new brand aligns with the main goal or “big idea” of your business plan (e.g. mission statement).
7. After rebranding, develop a marketing strategy and produce a flyer, brochure, Facebook page or commercial.
8. Ask three people to review your new advertisement. These three people or your focus group. Use their feedback to revise and perfect the component of your overall marketing strategy.
9. To learn more about USP in marketing and sales, watch this [video](#)!

Note: Unique Selling Proposition (USP) is the characteristic or part of your product or service that is presented to funders (i.e. venture capitalists) and investors as well as clients (i.e. consumers of your product or service). Your USP is something different that changes peoples’ minds, educates them on your mission, and inspires them to use your products or services before any others. Every business has competition, stand out among the rest by pinpointing what makes you unique.



Evolve: Management & Organization

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating.

1. Paper
2. Writing utensils

Directions:

1. You already started thinking about how you would run your business from the number of employees to location(s) (see Embark: Executive Summary, page 14). This is called the infrastructure of an organization.
2. Using your materials, create an organizational chart. Map out the titles of the positions from the Chief Operating Officer to the part-time receptionist. Include a narrative of the job description. You should be able to see every position and know exactly what the person in the position is responsible for.
3. Looking over your chart, think about how much each person will be paid. You may base this on title, responsibilities, etc. Remember that some employees will have to be paid hourly based on the [Fair Labor Standards Act](#). Add up the annual expenditure for human resources and include it in your budget of the business plan.
4. Choose at least 2 different executive or managerial positions from your organizational chart. Draft detailed job descriptions for each position and include job title, primary duties, level and scope of authority, education, experience and skills. You may also add community involvement and compensation basis/levels.
5. Looking over the job descriptions you've created, think of at least 5 questions to ask during job interviews for these positions. Note key responses that would set an interviewee apart.

Note: People reading your business plan want to know who is in charge, what they do, and how your business operates. It is important to show your key stakeholders that your organization is more than just names, that your business has a purpose and those employed and with authority are qualified to lead. When you are just starting out, it also helpful to surround yourself with people that compliment your skills and leadership; show your stakeholders that each person has unique experiences and essential skills to make your business successful!



Evolve: Are You Ready?

Materials: Number of materials is contingent on the desires of the girls and the number of girls participating.

1. Paper
2. Writing utensils

Directions:

1. By yourself, take a moment to sit back and close your eyes. Clear your mind and think about who you want to be, where you want to go, what you want to do and why.
2. Answer these questions to the best of your ability. Be honest and detailed.
 - a. Are you committed? More than half of small businesses fail within 5 years. As an entrepreneur, you can't be afraid to fail; you have to embrace obstacles in order to overcome them, then reinvent them and use them to your advantage.
 - b. Are you confident? You are not only selling your business to stakeholders or products/service to clients, you are selling yourself! If you can't believe in yourself and your business, you can't be an entrepreneur.
 - c. Are you disciplined? You are already a leader, able to get people to follow you even when they are scared or don't know where they are going. But, are you a strong enough leader to manage your time and productivity effectively?
 - d. Are you experienced? Loving the product or service you are selling is not enough to succeed. You need to know every facet of running a business from payroll to customer service. One of the main reasons small businesses fail is because the person or people in charge don't know business practices. Don't worry, this is the easiest problem to remedy! Gain experience by working for or with different small businesses and model your business plan to reflect what you have learned are the most effective business practices.
3. Look back at your self-evaluation and decide your next steps to becoming an entrepreneur! If you need more help, check out this [quiz](#).

Note: Entrepreneurs are not people that declare they want to start their own business when frustrated at work or annoyed by their boss. From the beginning and with a strong voice, entrepreneurs announce that they are their own bosses and take action.

Entrepreneurs want to take complete control of their earning potential, time, and productivity. This isn't easy and even when you finally get started, there are no guarantees of success; only an inherent drive to be a leader for yourself and others. As an entrepreneur, you are change!

More Fun Activities!

Healthy Relationships—Girls develop and maintain healthy relationships by communicating their feelings directly and resolving conflicts constructively.



More Fun Activities!

Teambuilding Planks

Island Hop

Blind Maze

1. Create an obstacle course, playgrounds are a great opportunity for this game.
2. Partner with someone you work well with and trust.
3. For safety, you may wish to have some people around the obstacle course to help as needed.
4. One person is blindfolded while the other is not.
5. The person not blindfolded will lead their partner through the obstacle course using only their voice. No touching!
6. Were you able to give clear directions? Did you focus on each step or getting the partner to the end? What was most difficult for you as the leader?
7. Switch roles.
8. Did you understand what the leader said? Was it easier to lead or be led?
9. Exchange feedback with your partner. What did you do well? What could you do better in the future?

Note: According to Forbes, teambuilding is the most important investment you can make for your [stakeholders]. It builds trust, mitigates conflict, encourages communication, and increases collaboration. Effective teambuilding means more engaged employees, which is good for company culture and boosting [productivity and profitability]. The essence of teambuilding is “Spending time together, sharing an experience or working towards a common goal.”

After earning this patch, if you are a Senior in high school, you are eligible to apply for the Shining Star ENERGY **I Am... I Can... Watch Me Scholarship** through GSSWT!





End of Booklet

Girl Scouts of Southwest Texas
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