

# From Street Kids to Wall Street

## NFTE

• Forgiving • Creative • Committed • Visionary • Generous • Entrepreneur

### STORY

When Steve Mariotti, a successful young businessperson, was mugged by a bunch of teenagers in the streets of New York it changed his life. He decided to find a way to channel these young peoples' destructive energy and creativity into more positive pursuits. In this story, we learn how the organization Steve started - the National Foundation for Teaching Entrepreneurship - has helped kids like Felix Rouse turn their passions into profitable small businesses. In just 10 years, NFTE had 186 teachers and 14,000 mentors who are replacing the deadens of drugs, crime and teenage pregnancy for over 10,000 students with a vigorous pursuit of success in the business world. As one graduate put it, "My dream is not to die in poverty but to have poverty die in me."

### ACTIONS

#### Language Arts

- Have students write an essay on a life-changing moment like Steve Marriotti did.
- Review the NFTE (National Foundation for Teaching Entrepreneurship) education curriculum and information about starting a student-owned business (800-FOR-NFTE). Business and Finance
- Develop a partnership with a local bank. Invite a bank manager to discuss the importance of saving money with students and invite them to open their own savings account.
- Have students learn the basics of managing their money. Ask them to set a goal for how much they want to save in a month. Have them track the way they spend their money now. Show them how to develop a budget and create a plan to reach their savings goal..
- Invite a small business owner to share their experience of starting their own business.
- Have students develop a small business. Describe the kind of products they would sell and the ways they would sell them. Develop a short business plan by estimating how many products they'd sell in six months. Calculate the cost of running their business. How much money would they need to invest to start? When do they estimate they would see a profit?

#### Community Service

- Seek business mentors, apprenticeship or job shadowing opportunities for students.
- Have students create marketable items that could be sold (crafts, tee shirts, bumper stickers etc.). Open a school store and develop a plan to manage it and advertise it as well as reinvest the profits and donate a percentage of the profits to a school or community project.

### Reflection Questions

1. Do you know of any business people help kids learn how to succeed?
2. Why do you think Steve Mariotti did what he did after he was mugged?
3. What kind of a small business would you like to start? Why?

### Lessons You Can Learn

1. When we use our energy positively, everybody wins.
2. Creativity and drive are important qualities for working in the business world.
3. Learning how to start a business is a valuable skill
4. Developing a mentor relationship with a businessperson can change your life.