



Program Overview for Mentors

Overview

The Building Bosses program gives middle school youth the opportunity to learn about the entrepreneurial process. For us, the entrepreneurial process is about taking the seed of an idea and bringing it to fruition. This includes:

- generating initial ideas;
- collecting data to evaluate the viability of the idea and inform the product/service design;
- Identifying, learning from, and marketing to target audiences;
- developing financial projections; and
- creating a roll-out strategy.

Developing this orientation toward work and these skills are beneficial whether the young person goes on to launch a business or not. It is about taking a thoughtful and strategic approach to solving problems, which is valuable in all aspects of life.

Mentors

The Building Bosses model pairs middle school students with mentors from the community to participate, together, in a 16-week entrepreneurship curriculum. Building Bosses mentors are people who have started their own venture (for-profit or not-for-profit). This is an opportunity to have a meaningful impact on a young person's life and our broader community. It is a significant but powerful commitment that will also change the mentor's life. Mentors are people who are:

- Experienced with launching and running a venture
- Excited to help young people learn about entrepreneurship
- Open to learning new things from both the curriculum and the youth
- Able to commit to engaging with their mentee for 1 hour per week over 16 weeks

Curriculum

Workshops -- Tuesdays 3:30-5:00

Workshops are designed to explore particular entrepreneurial ideas. Both the students and mentors will participate in the workshop as learners. There will be activities and assignments, some in groups and some as individuals.

One-on-One Activities - Flexible

Every other week mentors will plan a one-on-one activity with their mentee. This activity should be at least 1-hour. It can happen any time during the week outside of school hours. Building Bosses will offer some ideas for activities that will connect with the module, but the mentor and student have flexibility. The goal is to spend one-on-one time together.



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Module 1: Generating Ideas & Understanding Your Audience

What is the problem we are addressing?

Who has that problem and how do they think about it?

How are we going to solve it for them?

- **January 16:** students and mentors in workshop at Cherokee
- January 23: students only in workshop at Cherokee; mentor plans one-on-one activity
- **January 30:** students and mentors in workshop at Cherokee
- February 6: students only in workshop at Cherokee; mentor plans one-on-one activity

Module 2: Building Experiments and Collecting Data

How do we figure out if our solution will work?

What kinds of experiments can we design to test it?

How do we analyze the information we get back?

- **February 13:** students and mentors in workshop at Cherokee
- February 20: students only in workshop at Cherokee; mentor plans one-on-one activity
- **February 27:** students and mentors in workshop at Cherokee
- March 6: students only in workshop at Cherokee; mentor plans one-on-one activity

Module 3: Running the Numbers

How can we figure out whether we will make money?

How do we get information about how much it costs to create our product/service?

How do we determine what price we can charge customers?

- **March 13:** students and mentors in workshop at Cherokee
- March 20: students only in workshop at Cherokee; mentor plans one-on-one activity
- **Spring Break**
- **April 3:** students and mentors in workshop at Cherokee
- April 10: students only in workshop at Cherokee; mentor plans one-on-one activity

Module 4: Pitching Your Ideas

How do we convince others (investors, employees, customers, partners) our idea is awesome?

How do we tell the story?

- **April 17:** students and mentors in workshop at Cherokee
- April 24: students only in workshop at Cherokee; mentor plans one-on-one activity
- **May 1:** students and mentors in workshop at Cherokee
- May 8: students only in workshop at Cherokee; mentor plans one-on-one activity

Module 5: Wrapping Up & Celebration

- **May 15** -- Pitch Day -- students pitch their ideas to a community audience
- **May 22** -- Celebration - students and mentors have a party!



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Facilitators & Training

The Building Bosses program will be co-facilitated by AJ Carr, Dorecia Carr and Amy Gannon. All potential mentors will be interviewed prior to selection. Mentors are expected to participate in two training workshops prior to being matched with their mentee student.

- November 28, 3:30-5:00 - Training -- Becoming a Mentor
- December 5, 3:30-5:00 - Training -- The Entrepreneurship Curriculum
- December 12, 3:30-5:00 - Meet your Mentee Day

The total time commitment to be a mentor in the Building Bosses program is approximately 48 hours over the course of six months (December - May).

Type	# of Times	Hours Per Time	Total
Training & Mentee Matching	3	1.5	4.5
Structured Workshops	10	1.5	15.0
One-on-One Activities	8	1.0	8.0
Planning, travel time, etc.	21	1	21.0
TOTAL HOURS			48.5

Workshops Dates Mentors at Cherokee Tuesdays 3:30-5:00	One-On-One Activity Weeks Flexible - any time during the week- 1 hr
<ol style="list-style-type: none"> 1. January 16 2. January 30 3. February 13 4. February 27 5. March 13 6. April 3 7. April 17 8. May 1 9. May 15 10. May 22 	<ol style="list-style-type: none"> 1. January 23 2. February 6 3. February 20 4. March 6 5. March 20 6. April 10 7. April 24 8. May 8
<p>These will be designed by the Building Bosses facilitators. Mentors will just need to participate with the students.</p>	<p>The one-on-one activities will be planned by the mentor and student. Building Bosses will offer suggestions, but there is flexibility. Potential activities could include: visiting the entrepreneurs business, attending a networking event, a fun activity.</p>