



JENN WEINGARTEN

Youth Business Alliance Presentation

BABYSITTING


Industry: Child Care

Type: Service

Age: 12 - 18

Concept: Parents called me when they needed a babysitter, I assigned babysitting friends to each family.

Lessons Learned: Should have taken a commission or placement fee! 😊



**JENNIE REBECCA
WOOLF**

PROFESSIONAL BABYSITTER

OVER 5 YEARS EXPERIENCE

CALL 831 HIGHLAND CREST
FOR AN NASHVILLE, TN 37205
APPOINTMENT: (615) 352-0222

- RED CROSS CERTIFIED •
- REFERENCES AVAILABLE •

Industry: Professional Organizing & Small Business Consulting

Type: Service

Age: 17 - Present

Concept: Helping get people organized and learn how to manage paper, space and time.

Lessons Learned: Should have charged more at the onset. Started at \$10/hour which devalued me.

Now, I charge around \$80-\$100/hour depending on the project.

GET IT TOGETHER

Get It Together
Jennie Woolf
Owner — Organizer

Does your desk look like the one on the front cover?

Do you feel overwhelmed by all of your responsibilities?

Do you want more time to spend with your family and friends?

Your solution is
GET IT TOGETHER
(G.I.T.)

For **personalized** service, we will come to your business or home and do a **free** initial consultation!

G.I.T. works on both large and small projects, charging by the hour. (3-hour minimum)

"I'm just not an organized person. I never will be!"

THIS IS NOT TRUE!

Get It Together can help you get organized and stay that way.

- Provides ideas and strategies for your organizing goals.
- Implements management of your paper, space, and time.

How Do YOU Get Started...

Call G.I.T. for a free consultation. Some of the services available include:

For Office:

- Filing Systems
- Paper, Project and Records Management
- Office Organizing
- Packing/Moving/Relocation
- Event/Meeting Planner
- Time Management and Organizing Seminars
- Specialized Seminars

For Home:

- Residential Organizing
- Closet Design/Organizing
- Attics and Basements
- Memorabilia
- Event Planner
- Packing/Moving/Relocation
- Collections (Stamps, Coins, Music, etc)
- Space Efficiency



What Do The Clients Say?

"Jennie was terrific! It was amazing to me the difference that was made in the organization of my advertising agency/television production company. She helped tremendously...and I'm looking forward to hiring her services again."

Jonathan P. Norris, Owner
Electravision, Nashville, TN
U.S.A.

"Jennie works fast, smart and effectively. Her positive attitude and creative spirit was an inspiration. It's worth every dollar!"

Bernice Esstman, Principal
Belle Meade Travel, Bellevue, TN
U.S.A.

"Now I have more time to spend on the things that are important to me like my kids and my husband! Jennie taught me how to most effectively use my time. She was so easy to work with, patient and understanding."

Anonymous Residential Client
Jerusalem, ISRAEL

GET IT TOGETHER

 **Jennie Woolf**
Professional Organizer

Phone: (+972) (0)54 2022 783
Email: GITOrganizing@yahoo.com
Website: www.GITOrganizing.blogspot

MOVIES, MUSIC & MORE

Industry: Movie, music, and game rentals.

Type: Service

Age: 20 - 21

Concept: Develop a student-run business on campus to provide more campus jobs and managerial experience for students.

Lessons Learned: I can do anything I put my mind to. I solicited for funding from the university, built SIX (6) stores on campus in the first year and they are **STILL** running at Indiana University today (16 years later)! That's the most rewarding part for me.



PROBE THE GLOBE

Industry: Trivia Board Game

Type: Product

Age: 26 – 28

Concept: International trivia board game which is fun for everyone and can be won by strategy versus just by smarts (like Trivial Pursuit).

Lessons Learned: The game industry is very challenging. You have to invest a LOT of money to produce thousands of units and then hope you're able to sell them. Even with interest from Barnes & Noble I still struggled to get the funding needed to produce the game. I still consider this a pending project...



HOMEZONING.COM

Industry: Real Estate

Type: Service

Age: 29

Concept: Accurate information about the safety of your neighborhood and the value of your future home.

Lessons Learned: There were a lot of technological road blocks to making this happen. Additionally, many were concerned about unfair scoring or deterring good people from exploring historically rough neighborhoods and to help improve them.

HOMEZONING
The Truth in Home Buying

Location: Address, City, MLS#, or neighborhood
Price: No min to No max Beds: 2
Search AGENTS BUYERS SELLERS SIGN IN
More Options

In Escrow:
\$275,000
Monthly Payment:
\$1,675

3639 West 59th Place
Los Angeles, CA 90043

MLS#: P751836
Beds: 5
Baths: 3
Sq. Ft.: 2,415
\$/Sq. Ft.: \$118
Lot Size: 6,795

Property Type: Multi-Family
Style: Spanish
Levels: Two Levels
Year Built: 1936
Community: Park Mesa Heights
County: Los Angeles
Source: CARETS
Status: In Escrow
Sale Type: Short Sale
FHA Approved: Yes
Days Listed: 38

Lovely Spanish style 4 bedroom/2 bath home with a 1 bedroom unit in the back located in the Park Mesa Heights area. Large kitchen and formal dining room. Fireplace large bathrooms. It is a must see to appreciate. Near freeways and shopping areas, quiet and nice neighborhood.

HOMEZONING.com
The Truth in Home Buying

Why HomeZoning is the best way to home search?

- Accurate Information about the **Safety** of your neighborhood and the **Value** of your future home.
- Experienced and HomeZone **trained agents** to assist you.
- Continuous **interaction** between you and **your realtor**.
- **One-stop-shop**... FINALLY all the information needed on a home is available in **ONE** website!

TOMBOY CLOTHING

Industry: Fashion / Clothing

Type: Product

Age: 32

Concept: Affordable fashion company that develops clothing for women who aren't "girly". Men's style clothing designed for women's bodies.

Lessons Learned: I have zero fashion sense and would need a partner who is a fashion designer! Specialized clothing is expensive to produce and maintain in stores.



Industry: Food/Grocery/Wholesale

Type: Product & Service

Age: 33 - Present

Concept: Grain free, gluten free, dairy free, soy free and refined sugar free baked goods that taste delicious!

Lessons Learned: There is a high demand for my products and people are willing to pay extraordinary amounts to get it. Finding a way to mass produce specialized products (with no preservatives) is very challenging and expensive. Considering selling the business now that I have proof of concept.

THE ALMOND BAR



 Gluten Free  Dairy Free
 Grain Free  Soy Free

made with natural sweeteners

HEALTHY BAKED GOODS THAT ACTUALLY TASTE GOOD!

- CHOCOLATE CHIP COOKIES
- DECADENT BROWNIES
- BANANA BREAD PUDDING
- LEMON BARS
- BREAKFAST BARS
- CINNAMON BERRY BARS
- LAYERED CAKES
- APPLE PIE

 **THE ALMOND BAR** LLC WWW.THEALMONDBAR.COM | INFO@THEALMONDBAR.COM
FOR ORDERS AND CATERING PLEASE CALL: 923.239.7320



JR'S PLAY SPACE

Industry: Child Care

Type: Service

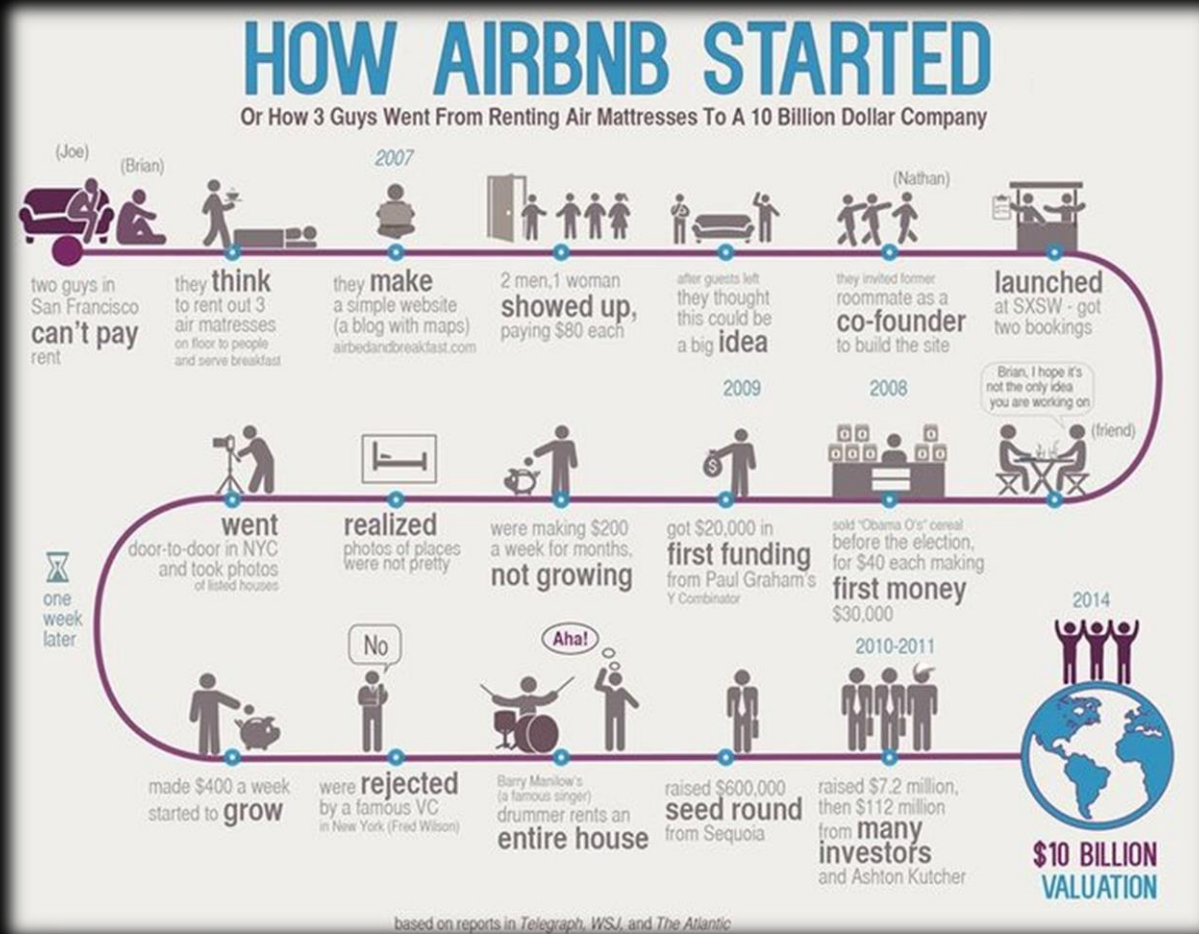
Age: 36

Concept: Indoor play space for infants, toddlers and pre-school aged children. Coffee house and snacks for parents/caretakers while kids play.

Lessons Learned: Just starting the process... we'll see what I learn!

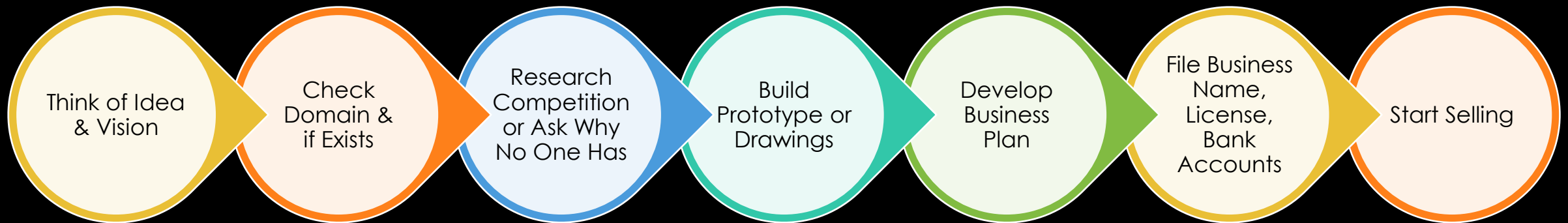


AIRBNB'S PROCESS



They launched three times before getting it right, now they're worth billions.

MY PROCESS



guide to writing a business plan



What is a business plan?

A business plan is a written document that describes an idea for a product or service and how it will make money. It includes your marketing plan as well as estimates for revenue, expenses, and how to make a profit.

Why do I need this?

A business plan is like a roadmap. It allows you to plan out the various aspects of your business on paper, and keeps you from making unnecessary mistakes later on. It helps an entrepreneur think about the costs associated with starting a business and show banks that you are serious about your idea.

IDEA

What is your big idea?

Is it a product? A service?

What makes your idea unique?

What do existing products/services not offer that yours will?

Why will people buy it?

MARKETING

Who will be your customers?

Are they adults? Kids? Teens? Men? Women? Where do they live?

Are they affluent or not? What do they like and dislike?

Describe your target customer with as much detail as you know.

BUSINESS PLAN ACTIVITY

Do you have a business idea? Is it a product or a service? Who will your customers be? What makes your product/service special or different from what already exists? If no one is doing it, why aren't they?

Start thinking about the business you might want to start. The most successful businesses are the ones who plan and organize themselves.

A business plan helps you do that.

Where will you sell your product or service?

Are you setting up a lemonade stand in your driveway? Selling apps online?

How will you get the word out about your business?

Will you email your friends? Put up signs? Put ads in the newspaper?

What is the name of your business?

What does this name say about your business?

Is it unique? Memorable? Easy to pronounce?

FINANCES

STARTUP COSTS

How much will it cost to start your business?

What will you need to buy before you can get started? Materials? Equipment? How much will those things cost? The amount of money you need to launch your business is called the "startup cost".

Where will you get the money to cover your startup costs?

Are you getting a loan from a family member? Taking money out of your savings account?

COST PER UNIT

What is the cost of making each product or providing each hour of service? (Cost per unit.)

List each expense, and divide your total expenses by the number of products you will make or number of hours you will work, as follows:

Product: Cost per product = total expenses / # of products that can be made

Service: Cost per hour of service = total expenses / number of hours of work

PRICING

How much will you charge?

How does your pricing compare to your competitors? Make sure you set your price above the cost per unit.

PROFIT

What will be your profit?

How much will you make on each sale after you subtract your expenses?

Profit = Income - Expenses

Sale price of item:

-
=

Cost of item:

-

Profit:

=

What will you do with the money you make?

Will you buy more supplies? Save for college? Donate to charity?

Make a plan for spending, saving, and sharing. What are your financial goals? Don't forget to set aside money to reinvest in the business.

What Next?

On the next page, you can input the work you've done into a finished business plan to hand out to friends, family, and potential investors!

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business plan

business name:

idea

marketing

customers

promotion

finances

startup costs _____

expenses per unit _____

price per unit _____

profit per unit _____

contact:



Business Plan Guide & Template
Compliments of www.bizkids.com

Once you have the answers to all these questions you might be ready to start your business.

Don't be afraid to fail.
Be afraid not to try.

Michael Jordan

quotefancy

QUESTIONS

