



Chicago Public Schools

High School Entrepreneur Competition

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Kick Off Meeting
June 23, 2008

Our Vision

FEEDER POOL
OF GREAT IDEAS



Coaches and
Mentors



Business
Ideas



Entrepreneur
Community

Teachers



Students

OPPORTUNITY
SELECTION

High School Entrepreneur Challenge
Looking for the next great business idea

CLIENT REVIEW

Fast Pitch

FINALS

Business
Plans

Business
Development

High School
Entrepreneur
Centers

Business
Start-ups

Feeding the pipeline of
tomorrow's entrepreneurs today



Preparing Your Fast Pitch

Entrepreneurs – can you present your business idea in **THREE MINUTES OR LESS?**

Your verbal presentation should open with a hook that captures attention and includes answers to the following six questions:

1. What is your technology, product or service?
2. What is your target market?
3. What is your business model?
4. Who is your competition?
5. What is your competitive advantage?
6. Who is on your team?



Food for Thought

<http://thehomeimprovers.net/>

<http://www.kiva.org/>

<http://www.ideablob.com/>

<http://www.kivab4b.org/ADV/Kiva/Kiva.page>



Teen Millionaire

Ashley Qualls

whateverlife.com

Ashley Qualls doesn't sound like a typical high school student. Maybe that's because the 17-year-old is the CEO of a million-dollar business.

Ashley is the head of whateverlife.com, a website she started when she was just 14 — with eight dollars borrowed from her mother. Now, just three years later, the website grosses more than \$1 million a year, providing Ashley and her working class family a sense of security they had never really known.



Thanks to Our Investors

Brandon K. Choice, Vice President, New Business Development, Office Depot

Steve Purgatorio, Regional Sales Director, Chicago Region, Office Depot

Bill Dunn, President and CEO, Dunn Solutions Group

Michael Gaines, President and CEO, Computer Resource Solutions

Robert Blackwell Jr., President, Electronic Knowledge Interchange

Robert Reid, Manager, Corporate Citizenship and Corporate Affairs, Illinois, IBM



And Our Judges

Brad Spirrison, Midwest Business

Eric Olson, DFJ Portage

Steve Miller, Origin Ventures

Wendy White Eagle, Native Capital Investment

Nathan Paige, Deputy CFO for the City of
Chicago

David Weinstein, CEO of the Chicagoland
Entrepreneurial Center

John Sydnor, COO of Melvin and Company



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