



HOPE BUSINESS PROGRAM

S T U D E N T B O O K



**SAMPLE
COPY**

Hope Business Program: Student Book

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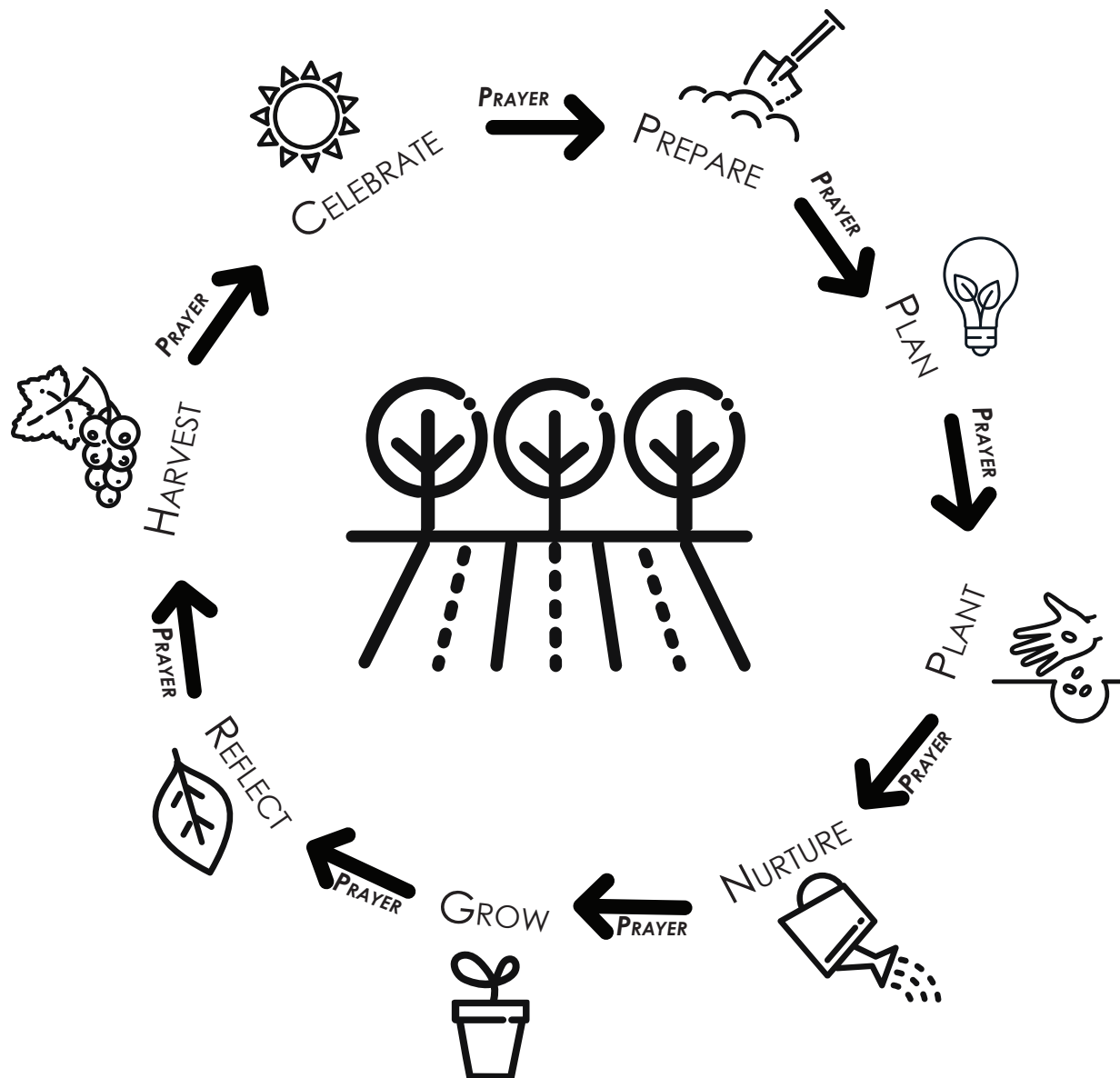
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BUSINESS PLANTING PROCESS



STARTING A BUSINESS PEOPLE NEED

Write down a business idea. If there are already businesses like this near you, answer the questions in part 1. If there is no business like this near you, answer the questions in part 2.



Business Idea

Part 1: There is a business like this near me.

What will make your business helpful or different?

Where can my business be? (A different location than others like it? Somewhere easier for customers to visit?)

How can my business be different? (Better quality? Lower price? More variety? Customers can buy several different things they need?)

Other ideas?

Part 2: There is not a business like this near me.

Who needs this business?

Why do customers need this business?

Can customers pay for it?

Where would it meet a need for the most customers?

Can it grow?

Other ideas?

HANDS AT WORK To-Do List

Write one task you need to do for your business on each finger. Plan 3-5 tasks each week.

Put a number next to each task—1 for the 1st thing you will do, 2 for the 2nd and so on. Each week make a new “Hands at Work To-Do List” page by tracing around your hand on another piece of paper. If you didn’t finish all the tasks last week, put the unfinished ones on your new “Hands at Work” page.

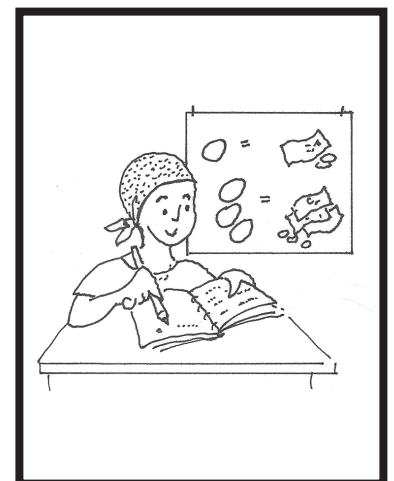


CALCULATING PROFIT

Copy this chart several times to work out different profits for the business stories told in the lesson. Not every story will include numbers in all of the rows.

	Week 1	Week 2	Week 3	Week 4	Total
Selling price					
Number sold					
Total Income (selling price x number sold)					
Supplies Cost					
Labor Cost					
Rent Cost					
Loan Payment Cost					
Total Costs (add all costs together)					
Profit (income - costs)					

After you practice with the example numbers in the lesson, make a new copy of this chart. Use it to calculate the profit for your own business.



KEY BUSINESS CONCEPTS - UNIT 2

You want to remember the things you learn in each class. At the end of each lesson, write down the big ideas you learned that day.

Lesson 11: Why is it important to work together? How can you help the group?

Lesson 12: How do you decide if your business is ready to plant?

Lesson 13: How can you treat customers well?

Lesson 14: How do you care for yourself and for others in the group? How does this help your business?

Lesson 15: How do you know if your business is doing well?

Lesson 16: What is something you learned earlier in the Hope Business Program that you want to remember?

Lesson 17: What did you learn about someone else's business?

Lesson 18: What did you learn from today's business presentation?

Lesson 19: What is something you learned during today's visits?

Lesson 20: Add one more thing you always want to remember.

PLANTING READINESS SCALE

Circle the number that shows where you are in finishing these steps toward being ready to plant your business.

I have not done this yet.											This step is finished!
	1	2	3	4	5	6	7	8	9	10	

I know my Big Hope.

I have not done this yet.											This step is finished!
	1	2	3	4	5	6	7	8	9	10	

I have a way to make my business different.

I have not done this yet.											This step is finished!
	1	2	3	4	5	6	7	8	9	10	

I have a marketing plan.

I have not done this yet.											This step is finished!
	1	2	3	4	5	6	7	8	9	10	

I understand the cost flow worksheet and can fill it out each week.

I have not done this yet.											This step is finished!
	1	2	3	4	5	6	7	8	9	10	

I have my start-up costs ready to show to the Program Leader.

I have not done this yet.											This step is finished!
	1	2	3	4	5	6	7	8	9	10	

I am ready to buy my supplies.

I have not done this yet.											This step is finished!
	1	2	3	4	5	6	7	8	9	10	

I am ready to plant!

If your number is between 1 and 5, you still have work to do. If your number is between 5 and 9, you are almost finished. (For example, you need to test an assumption before you are fully ready.)