



## Our Mission

Network for Teaching Entrepreneurship (NFTE) activates the entrepreneurial mindset with unique learning experiences that empower all students to own their futures.

## What is the Entrepreneurial Mindset?

Research shows that the entrepreneurial mindset—which includes skills such as adaptability, self-reliance, critical thinking, and problem solving—prepares young people for lifelong success. Equipped with the entrepreneurial mindset, as well as the vital business and academic skills NFTE teaches, young people are ready to thrive in the 21st century innovation economy. The NFTE experience empowers young people to think and act like entrepreneurs, developing competencies in eight mindset domains that are key drivers of success:



## Why teach entrepreneurship? Because the future of work is entrepreneurial.

- 90% of employers say entrepreneurial skills are important or very important
- 50% of the U.S. workforce, experts predict, will be freelancers by the year 2027
- 1 in 3 U.S. employers seek to hire people with entrepreneurial experience

## NFTE in the Los Angeles Metro Area

### 2020-21 School Year (Projected)

<b>54</b>	<b>88</b>	<b>235</b>	<b>6,478</b>
Schools and Community Partners	Teacher Corps Members	Programs in Schools and Communities	Students in Classrooms, Immersive Camps, and Afterschool Programs

## The entrepreneurial mindset helps NFTE students further their education, launch their own businesses, and succeed in the workplace.

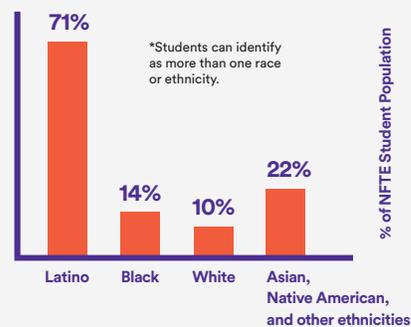
**90%** of program alumni believe what they learned from NFTE helps them in business—and in life

**74%** of NFTE alumni enroll in college, compared to 65% of low income students overall

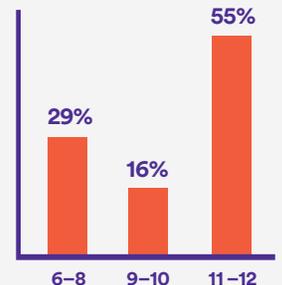
**25%** of NFTE alumni have started at least one business, compared to 2% of young adults in general

**50%** of NFTE alumni report earning more than the median salary in the U.S.

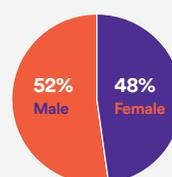
### Race/Ethnicity\*



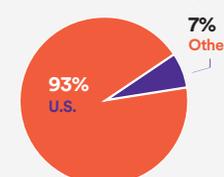
### Grade Levels



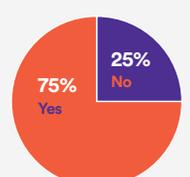
### Gender



### Country of Origin

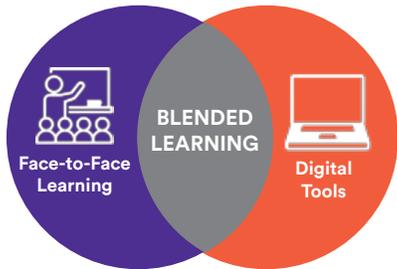


### FRL

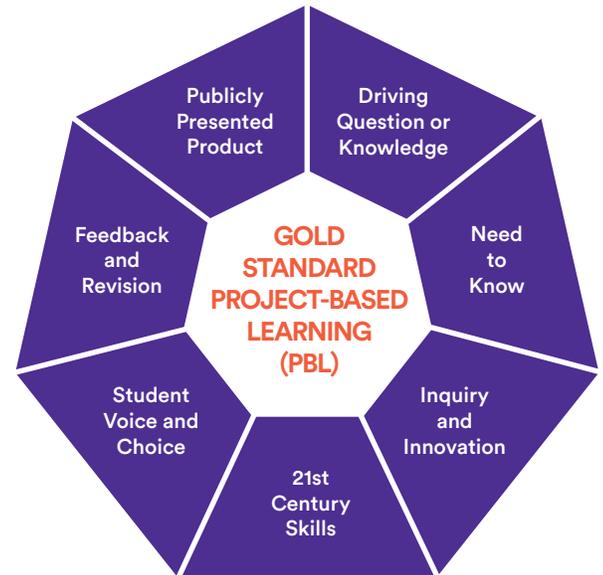
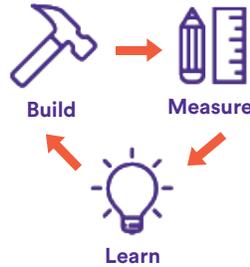


## NFTE Entrepreneurship Pathway and Certification

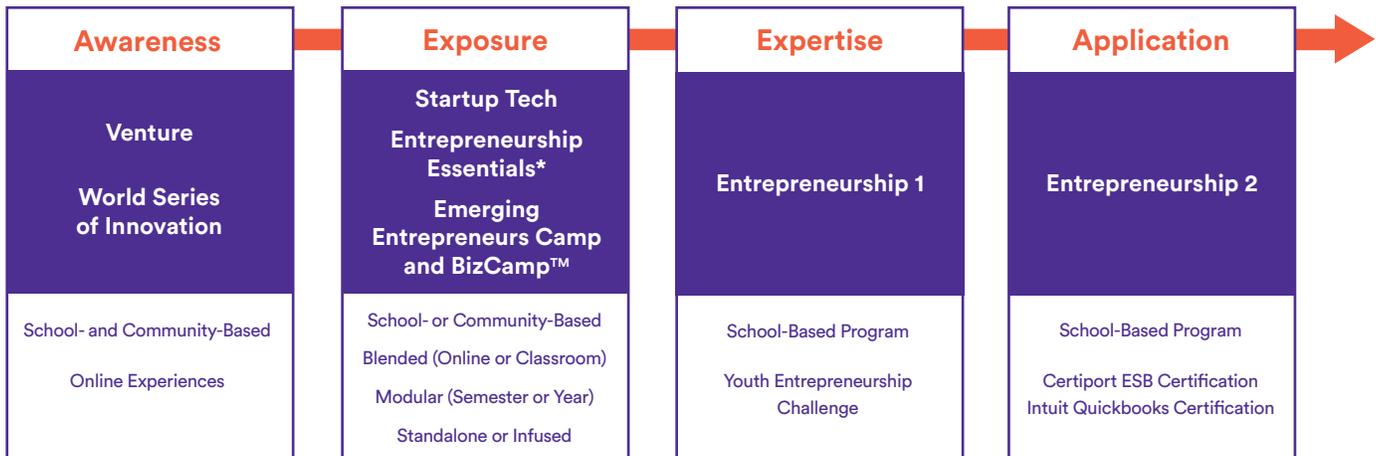
NFTE’s innovative programs engage and challenge young people. Our Entrepreneurial Teacher Corps is trained to guide students as they develop their entrepreneurial mindset through experiential, project-based learning that integrates lean startup practices and digital tools. Advanced NFTE students are able to earn both the **Intuit QuickBooks** certification and the **Entrepreneurship and Small Business (ESB)** certification from Certiport, a Pearson VUE business.



### LEAN STARTUP PRACTICES



## NFTE ENTREPRENEURSHIP PATHWAY



NFTE enlists business leaders and entrepreneurs from the local community to bring real world experience into the classroom as business coaches and advisors. Dedicated volunteers help NFTE students as they develop their own business ideas, explore sustainable business models, refine their business plans, and learn how to pitch their ideas to experts in a series of judged business plan competitions and real investor panels.

“The NFTE program has had a lasting impact on me because, without them, I would not have grown a love and passion for entrepreneurship. They gave me a sense of direction as to what I want to do with my life and now that I have that, I can take the necessary steps to get there.”

*Kelsey Johnson, 2018 National Youth Entrepreneurship Challenge Winner*



To learn more about partnering with NFTE, supporting our Entrepreneurship in Every Classroom annual campaign, or bringing NFTE programs to your school or community-based organization, email us at [programinquiry@nfte.com](mailto:programinquiry@nfte.com)