



Her Own BOSS



**Maianda Griffith, 15,
lives in Belize.
She runs a business
to pay for school
supplies. Find out
about her and other
kid entrepreneurs.**

CRAFT A CAREER

At age 12, Maianda Griffith received a bead set for Christmas. Now that Maianda is 15, that gift has become much more: It has enabled her to start a jewelry business. Maianda's profits help her pay for school.

In Belize, a small country in Central America, students must pay to go to school. Maianda Griffith has help.

She is a member of a group called the Youth Leadership Council, sponsored by PwC, which provides a scholarship that covers her annual school fees of roughly \$526. But Maianda pays for her own uniforms, books, school supplies, and lunches with earnings from her jewelry business, Accessories by M.

Starting Small, Thinking Big
The business started the way many

do: at home. Maianda used a bead set she received as a gift to make jewelry for friends and family. She quickly realized that her designs were good enough to sell. Her mom, Ersella, took a few pieces to the school where she works. Coworkers snapped them up, and Maianda's bead business grew by word of mouth.

To what does she attribute her success? "The product is good, reliable, and has a reasonable price," Maianda explains. "I customize the design according to what customers want." Customization is key. Customers ask for beads of a certain weight, color, or size, or they ask her to design matching sets for weddings or other special occasions.

Maianda plans to expand her designs to include Christmas decorations, beaded coasters, and other home decor. With Ersella's help, she's applying to register her business name and logo. This will protect the business if she decides to sell her product online.

Being Your Own Boss

As a teen **entrepreneur**, Maianda is in good company. Gallup surveyed students in fifth through twelfth grades. The research company found that four in 10 students say they plan to start their own business. Maianda says it's hard work but is well worth the effort. "I work during the evenings, on holidays, and on weekends,

once I'm done with my homework and studying," she says.

Maianda attended a financial-literacy camp to learn how to **market** her products and invest her profits in materials to keep the business growing. "I use [most of] the money I earn to pay for school supplies, then some goes into a savings account, some toward materials," she says. "And I treat myself sometimes."

Maianda turned a passion into a way to invest in her future. What's next for Accessories by M? "I have a dream of getting my own shop where people can see and buy [my products]," says Maianda. "We're planning a spot already—we just need to get the money and build the business up." —By Arielle O'Shea

POWER WORDS

entrepreneur *noun*: a person who starts and runs a business, often putting his or her own money at risk

market *verb*: to promote sales of a product

FAMILY CHALLENGE

Create a business plan.

What kind of business would you like to start? Talk about the details with your family. How much would it cost to start this business? How much do you think you could earn? What sort of competition would you face from other businesses? Decide whether you have a good idea or if you should go back to the drawing board.

Leanna Archer, 19; Leanna's Inc.

Leanna started selling a line of all-natural hair products, including shampoos, conditioners, and oil treatments, when she was 9. The company now employs more than 100 kid sales reps around the country, and her father works for it full-time. Leanna leads the way while she attends college. "I'd like to keep the company running and expanding as long as possible," says Leanna. "I have so many things I'm working on."



BENNETT RAGLIN—GETTY IMAGES

Mo'iah Bridges, 13; Mo's Bows

Mo'iah created a line of bow ties and pocket squares that are sold online and in stores like Neiman Marcus. His company has 10 employees and makes 100 bowties each week. His dream? To attend fashion school in New York. "I'd like to have my own clothing line by the time I'm 20," says Mo.



MICHAEL ANSELL—GETTY IMAGES

The Warren sisters: Lily, 14, Chloe, 12, and Sophie, 10; Sweet Bee Sisters

The sisters started selling lip balm made with beeswax from their family's hives in 2009. They have since added lotion bars and body scrubs to their line. "We earn enough to have spending money," explains Lily. "Our mom likes us to spend it. Then we have to earn more," she says. "That teaches us the value of not just throwing our money away."



SEAL OF APPROVAL

JUST BEAD IT
Maianda strings together jewelry for her business, Accessories by M.



R H PHOTO BELIZE; BEAD BORDER: ZIMMYTWS—DREAMSTIME.COM

BACKGROUND: ENCHANTED GALT; BEADS: ISTOCK/GETTY IMAGES



ASK JEAN

Jean Chatzky is a money expert.

How much money do you need to start a bank account?

—*Liany Fortunato, 10, Bronx, New York*

How does \$1 sound? It's true. You can open a savings account with as little as a dollar at some banks and credit unions. Others require \$1,000 or more. What's the difference? Often the banks that don't require a large deposit—and also don't charge you monthly fees to maintain your account—are online banks. They don't have branches you can walk into, and they don't have a big network of ATMs. That keeps their costs down. Once you get to high school, you can also look into opening a student checking account at a local bank. Many big banks don't charge fees or require you to deposit a certain amount of money. So, what are you waiting for?

Do you have a question? Write to Jean at tfkasks4you@timeforkids.com.

THE ECONOMICS BEHIND



A Night at the Movies

In 1990, the average movie ticket cost \$4.23. But today, movies are more expensive to make. In 1995, *Toy Story* cost \$30 million. *Big Hero 6* cost Disney \$165 million to produce. Snacks cost more too. Here's how much an average trip to the movies costs. —*By Max Miller*

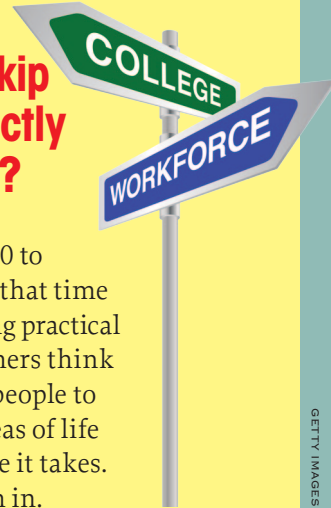
Tickets for a family of four:	\$ 33
Large popcorn:	8
Large soda:	6
Candy:	4

Babysitter for your siblings: 25
Total cost: \$ 76

KIDS WEIGH IN

Is It Ever Wise to Skip College to Go Directly into the Workforce?

The cost of a four-year college education ranges from \$65,000 to \$200,000. Some people think that time would be better spent acquiring practical skills or work experience. Others think a college education prepares people to succeed in many different areas of life and is worth the cost and time it takes. Two TFK Kid Reporters weigh in.



YES!

Madeline Marks, 14
Wallingford, Pennsylvania

College may not be for everyone. Heading directly into the workforce can save you tens of thousands of dollars and lead to a good job. Many students begin college with no career plan and are met with student-loan debts throughout and after college. Certain trade jobs, such as electrician and police officer, don't always require a degree and can pay higher starting salaries than other jobs that do require a degree.



NO!

Charlotte Fay, 11
New York, New York

Every student who has the ability should go to college. It's a great place to learn and expand one's knowledge of the world. It is challenging, which teaches students about working hard and persevering. Also, you can make lifelong friends and experience new cultures. It's critical for your career advancement, too. Research shows that people with a college degree have a higher employment rate and higher pay.



We want to hear from you! Vote on this topic and more at timeforkids.com/pwcdebate.