85% of America’s teenagers wish they had more business education in high school; 75% indicated they wanted to learn to start their own business. Gallup 2011

INNOVATIVE IDEA WINS BUSINESS PLAN COMPETITION

Rafi Caro and Michael Karahalios, juniors at San Clemente High School, were awarded a $1,000 business plan competition grand prize for their innovative concept and entrepreneurial drive. They have an idea for an app connecting fans with artists that gain popularity through YouTube and other channels.

Rafi and Michael are 16 years old and have not graduated high school yet, but their idea, now in incubator stage, will take form as they apply their prize money to develop it into a business.

TEENS CATCH THE SPIRIT OF ENTREPRENEURSHIP

“People Who Know Entrepreneurs Are More Likely To Become Entrepreneurs” new Kauffman Foundation survey shows.

“These new study results are one of the reasons Concordia University offers its annual Teen Entrepreneur Academy (TEA),” stated Stephen Christensen, the founder of the university’s innovative TEA summer program. Teen’s early exposure to the entrepreneurial mindset, processes and principles of seeing problems as opportunities helps them catch the spirit of entrepreneurship, which now research confirms is contagious. We take teenagers out of their

Continues inside...

Business Plan Competition Winners
Michael Karahalios & Rafi Caro with Phillip Chang, (center) CEO founder, Yogurtland
The 2013 Academy hosted 65 students from 6 states and 2 countries - China and Vietnam. During the six-day academy, business-minded students were instructed about how to start their own businesses with a business plan and different aspects on how to run a business. The students visited local businesses and heard from guest speakers. Top entrepreneurs were guest instructors, and are listed below.

SPONSOR A STUDENT FOR 2014
Low-income students need funding to attend the Academy in 2014 (July 13-19). A full scholarship requires a donation of $800. If you, your company or organization would like to sponsor students, you can do so now online at www.cui.edu/tea and click on Giving/Sponsorship Opportunities. We invite you to help change a life by introducing high schoolers to a free enterprise mind-set, an entrepreneurial way of thinking and living. They could be learning or exploring new technology like students in these pictures. You can make this a blessing and reality for one of them.

GUEST SPEAKERS

- Cecilia Abadie, Founder, 33 Labs, and Google Glass Explorer
- Karie Armstrong, CEO, TK Armstrong & Associates
- Christi Bravo, Bravo Consulting
- Larry Broughton, CEO, Broughton Hospitality Group
- Justin Barr, Co-Founder, TapIt
- Christopher Buckstein, Director, E-Village, Chapman University
- Phillip Chang, Founder & CEO, YogurtLand
- Don Crevier, Owner, Crevier Classic Cars
- Dr. William Crookston, Clinical Professor of Entrepreneurship, University of Southern California (USC)
- Roy Englebrecht, CEO, Roy Englebrecht Promotions
- Tony Everett, Founder & President, Pure Game
- Courtney Garkani & Amanda Penna, high school students founders Crest Independent
- TR Garland, CEO, Referral Institute
- Loreen Gilbert, Owner, Wealthwise Financial
- Eileen Hill, CPA
- Wing Lam, Co-Founder, Wahoo's Fish Tacos
- Barry Lieberman, CEO, Advantage Plus Marketing
- Giancarlo Maniaci, Co-Founder, TapIt
- Eric McGrath, Chief Vision Officer, Driven for Life
- Evan Money, Owner, Evan Money, Inc.
- Keri Murphy, Founder & CEO, Inspired Living
- Valerie Red-Horse, Owner, Red-Horse Financial Group
- Jason Senn, Founder, Endless Summer Surf Camp
- Brian Smith, Founder, UGG Boots
- Derrick Waters, Director, UPS
- Myron Weber, Managing Partner, Northwood Advisors
- David Wheeler, Past President, Majestic Realty
- Woody Young, President, California Clock Co.
normal everyday summer environment and immerse them into a business startup environment, one that encourages and nurtures their creativity and establishes their potential to become entrepreneurs,” explained Christensen. “This new Kaufman Foundation study validates that programs like Concordia’s, which expose young people to entrepreneurs, encourages them to start their own ventures, spurring increased economic activity and growth.”

**About Concordia University Irvine**

Concordia University Irvine is a *U.S. News* Top Tier Regional University that prepares students for their vocations—their calling in life. CUI offers undergraduate, graduate, and adult degree programs in a beautiful Southern California location.

Concordia University Irvine empowers students through the liberal arts and professional studies for lives of learning, service and leadership. Take a virtual tour of the campus - [www.cui.edu](http://www.cui.edu)

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“*Our goal is to introduce entrepreneurial skills at an early age and nurture an entrepreneurial drive and values that would set students on the right path for success in achieving their God-given career and life goals.*”

Stephen Christensen
Entrepreneurship Catalyst, Concordia Business Instructor

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**STRATEGIC PARTNERS AND DONORS: A “Big” Thank You!**

The 2013 Academy would not be possible without the support of these partners & generous donors.

- Stephanie Allyn
- Anonymous
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- Bahnsen Group, at Morgan, Stanley Smith Barney
- Mr. & Mrs. David Bahnsen
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- Paul Belden
- Christopher Buckstein
- ClearingHouse CDFI
- Concordia University
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- Mike Danzi
- *Entrepreneur* Magazine
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- Mr. & Mrs. Chris Wing
- Woody Young
Teen Entrepreneur Academy 2014

High School Business Start Up
Summer Academy
July 13 to 19, 2014

REGISTER: www.cui.edu/tea

“People say, ‘It’s never too late’ and we say, ‘It’s never too early’ to introduce teenagers to entrepreneurship and business principles”. Dr. Kurt Krueger, President, Concordia University, Irvine