



April

Monthly Patch Program Girl Scouts of Central Illinois

Mikaila Ulmer

“Be fearless, believe in the impossible, and dream like a kid.”

Mikaila Ulmer is a teen business owner, educator, and author. She got her start as an entrepreneur at age four with a lemonade stand. After appearing on the hit TV show “Shark Tank,” her business grew to a business with lemonade in stores across the country. Mikaila is dedicated to helping bees and educate people about financial literacy and always gives back as her business grows!



Complete 3-Daisy, 4-Brownie, 5-Junior, 6-Cadette, and 7-Senior/Ambassador steps to earn your patch.

All monthly patches are custom designed patches. Once we get the final number of patches after the 15th of each month, we place an order. Patches take about a month to create and then we mail them to you.

Order patch on-line by April 15th at www.getyourgirlpower.org



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Discover

1. **Learn More about Mikaila Ulmer.** With the help of an adult, read articles online, research at the library, or watch videos about Mikaila Ulmer to learn more about who she is and what she's accomplished. Here are a couple videos to get you started!
 - <https://youtu.be/JtArzDqFKtk>
 - <https://youtu.be/RJ7FtAPbmvU>
2. **Look Online.** Any successful business needs a good online presence. Take a look at Mikaila's website, www.meandthebees.com. Take a look around the different parts of the website. The website includes information about bees, the product, where to buy, and more! Take a look at Mikaila's Facebook (<https://www.facebook.com/MikailasBees>) and Instagram (<https://www.instagram.com/mikailasbees/?hl=en>). Talk about what you like and don't like about the website and social media pages with your troop. If you made a website to sell something, what would you want it to be like?
3. **Read All About It.** Mikaila wrote a book about her experiences as a young entrepreneur called "Bee Fearless: Dream Like a Kid." Check out the book and read the introduction and first chapter (or more, if you want!) What do you think of Mikaila's story?

Connect

4. **Face Your Fears** When Mikaila was four years old, she was stung by a bee—twice! She became very afraid of bees because it hurt! To face her fear, Mikaila decided to learn more about bees. Once she knew more, bees became less scary. Now, she's an advocate for bees and isn't scared of them anymore. Think of something you are afraid of and talk about it with your troop or family. Learn something new about what you are afraid of and write a poem, essay, or make a piece of artwork about it. Did it make you feel better about your fear?

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- 5. Create Your Own Sales Pitch.** Mikaila's business took off after she appeared on the show "Shark Tank." Watch this video about Mikaila appearing on Shark Tank. Then, create and practice a short "elevator pitch" about something you care about. The goal of the pitch is to convince someone to care about the same thing you do! Want to make it extra fun? Invite some special "sharks" to listen to your pitches in a mock Shark Tank episode.
 - <https://youtu.be/9tlqA6DmlBQ>
- 6. Try Me & The Bees Lemonade.** Try some Me & The Bees Lemonade! It can be purchased online or stores that have it can be found at www.meandthebees.com. OR make your own lemonade with a twist such as adding ginger, mint, or iced tea.
- 7. Discover a Family Recipe.** Mikaila Ulmer's lemonade recipe is based off her great-grandmother's lemonade recipe. Ask an adult who is important to you if they have any family recipes that they love. Write down the recipe or ask them to write it down for you. For an extra challenge, try making a family recipe!

Take Action

- 8. Be a Voice for Bees.** Not only did Mikaila Ulmer start a business selling lemonade, she also used her profits from the lemonade to start a non-profit organization called Healthy Hive Foundation. Visit healthyhivefoundation.org to find out more about the importance of bees and what people can do to help them. Then, brainstorm ways you can help bees, and take action to help bees in your community!

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9. **Brainstorm a Business.** According to Mikaila Ulmer, the first three steps in starting a business are:

- Identifying a Problem
- Researching the Problem
- Doing Something You Feel Passionate About

With your troop, follow these steps to come up with some business ideas. Decide what you would call your business, what problem you would address, and what you would do to address it. Create a skit, song, or poster about your business idea and share with others.

10. **Build a Budget.** In her book, Mikaila Ulmer lists five steps to building a budget. This could apply to anything you need to have money for. Come up with something you need money for—maybe a new toy, or maybe you're getting ready to save for college. Follow Mikaila's five steps to create a budget for it.

- Estimate Your Income (how much money you will make. This could be from chores, gifts, or a business!)
- List Your Expenses (expenses are all the things you have to buy)
- Subtract your Expenses from your Income. (What you have left over is profit. You want your income to be more than your expenses!)
- Find Ways to Reduce Cost and Increase Income. Can you do more chores? Is there something similar you want to buy that is less expensive?
- Set Goals! (How much money do you want to have by when?)

11. **Inspire Others.** Mikaila loves to inspire other young girls to dream big and reach for their dreams. She does this by speaking, writing, and sharing her story. Be like Mikaila and think of ways you can inspire others. Write inspiring messages, letters, or create a piece of art to inspire someone. Share it with other Girl Scouts, schoolmates, or anyone you think could use some inspiration!

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