



# Junior Achievement<sup>®</sup>

## High Tech Tips For Junior Achievers

*By David S. Chernow, President  
Junior Achievement*

(NAPSA)—Many young people are eager to learn even more than they can in school. That's why—if they want to learn about business first-hand—they often become involved in a Junior Achievement (JA) program.

It used to be that young entrepreneurs cut their teeth on lemonade stands, lawn-care services and babysitting. Today, a young businessperson's first enterprise is nearly as likely to involve setting up a Web site as whacking weeds.

The emergence of the high-tech/information technology arena has changed the face of entrepreneurship and it's only natural that teenagers would turn to technology as a means to start their own businesses.

Working with JA programs and volunteers, teens are setting up a wide variety of high-tech businesses. These ventures range from Web site design to computer consultation, the resale of hardware, software development and Internet Service Providers.

In some cases the ventures have been quite profitable. Michael McKenzie—a 13-year-old from Houston—runs a computer manufacturing and consulting business from his parent's home in Houston, Texas. In his first six months of operation Michael grossed over \$20,000.

Here are a few tips from JA for young people who want to get started in a high-tech/information technology business.

• **You may need a license.** Check with your Secretary of State's office or your city hall to see if you need to register your business.

• **Focus on doing something you like to do and can do well.** Quality and the ability to deliver what you promised—on time—are



**More and more young people are starting a business in the high-tech industry.**

critical in a business.

• **Start small.** Think of beginning by providing services to your family and friends, your church or your school. Once you've developed a good client base, then you can start to move on to larger clients, such as local businesses.

Junior Achievement reaches more than four million students through 156 offices nationwide and nearly two million students in 112 countries worldwide. For more information on JA, visit [www.ja.org](http://www.ja.org), call 1-800 THE NEW JA (1-800-843-6395) or write JA National Headquarters, One Education Way, Colorado Springs, CO 80906. You can also contact the nearest Junior Achievement office.

*Mr. Chernow is President and CEO of Junior Achievement Inc., the largest and fastest growing non-profit economic education organization in the world.*