

Has Martha Matilda Harper inspired you to become a business owner? Here are some questions to ask yourself.

1. Will your business provide a service or make a product or both?\_\_\_\_\_

2. What is the product or service?

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3. What is the need for your product or service?

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4. Who will be your customers ?

\_\_\_\_\_

5. How will your product or service be unique?\_\_\_\_\_

6. What abilities will you need for your business?

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7. How will you prepare yourself?

\_\_\_\_\_

8. How will you get money to start your business?

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9. Will you have partners or own it alone?

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10. Martha used her business to help other women like herself become business owners. Will your business help other individuals or the community in general? How?

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11. What will be the name of your business?

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Every business needs a logo. Draw your logo here.

**WRITE A PARAGRAPH:**

Martha Matilda Harper had to overcome obstacles in establishing the Harper Method. Write down two of the obstacles and explain how she overcame each one.

Martha invented the franchise system to expand her business. Give another example of a franchise system and explain how it works.

On page 155 of *Martha the Hairpreneur*, Jane Plitt has listed Ten Commandments of Business Success. Choose one of the commandments and write a paragraph explaining why it is important.

What if you don't want to own a business yourself? How is Martha an inspiration to you?

Look at the timeline on pages 158 and 159. On another piece of paper make a timeline of your own life using this model. Make a column for events in your own life, a column for the year, and a column for what was going on in the world during that year.

Find these words from *Martha the Hairpreneur* in the grid below.

HARPER

HAIRPRENEUR

TONIQUE

CORNUCOPIA

FRANCHISE

BUSINESS

LABORATORY

MORTAR

PESTLE

SERVANT

FORMULA

MASSAGE

HAIRBRUSH

YELLOWSTONE

HERBAL

S O E N O T S W O L L E Y P G  
U R N C S E H P T N A V R E S  
E S K O B A Q N R O Y B Y G B  
L A M R R U V M S I N L W T U  
A L V N Y F R A N C H I S E S  
B O N U E H Y S R G O S Q A I  
O N I C X O R S V L C E P U N  
R U S O B E A A S H A M F I E  
A N M P L N T G P L P B O Y S  
T H A I R P R E N E U R R S S  
O L E A E N O H I W S R M E T  
R Y L C P U M I S M T T U N H  
Y U Q X R B F K C H L W L P E  
F S O Z A C L S U N E I A E M  
P G Y M H A I R B R U S H B F

Got them all? Now find a 5 letter word that's another name for beauty parlor.

Unjumble these words that have to do with hair.

BMOC

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MREP

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RSHBU

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SSTRE

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CLSKO

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CTION

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DABIR

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TTREEAB

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PMHOOSA

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IRSSOCSS

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WLOB RRYDE

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Write down at least 10 words of 3 or more letters using only the letters in HAIRPRENEUR.

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HAIRPRENEUR is a made-up word. Make up your own word, and write down its meaning.

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