

ABOUT NFTE

Ignite Learning & Confidence
Through Entrepreneurship



nfte!
Network for Teaching
Entrepreneurship

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Inspire, Ignite!



Our Mission

NFTE ignites the entrepreneurial mindset with unique learning experiences that empower students to own their future.



Our Vision

Every person owns their future



Our Purpose

Lead the global movement for equitable access to entrepreneurship education.



Our Values

We value entrepreneurial thinking, hard work, equity, respect, creativity, collaboration, honesty, quality, transparency, and accountability.



Who We Are

Network for Teaching Entrepreneurship (NFTE) is a global nonprofit founded in 1987 that provides high-quality entrepreneurship education to middle school, high school, and postsecondary students to young people from underserved communities.

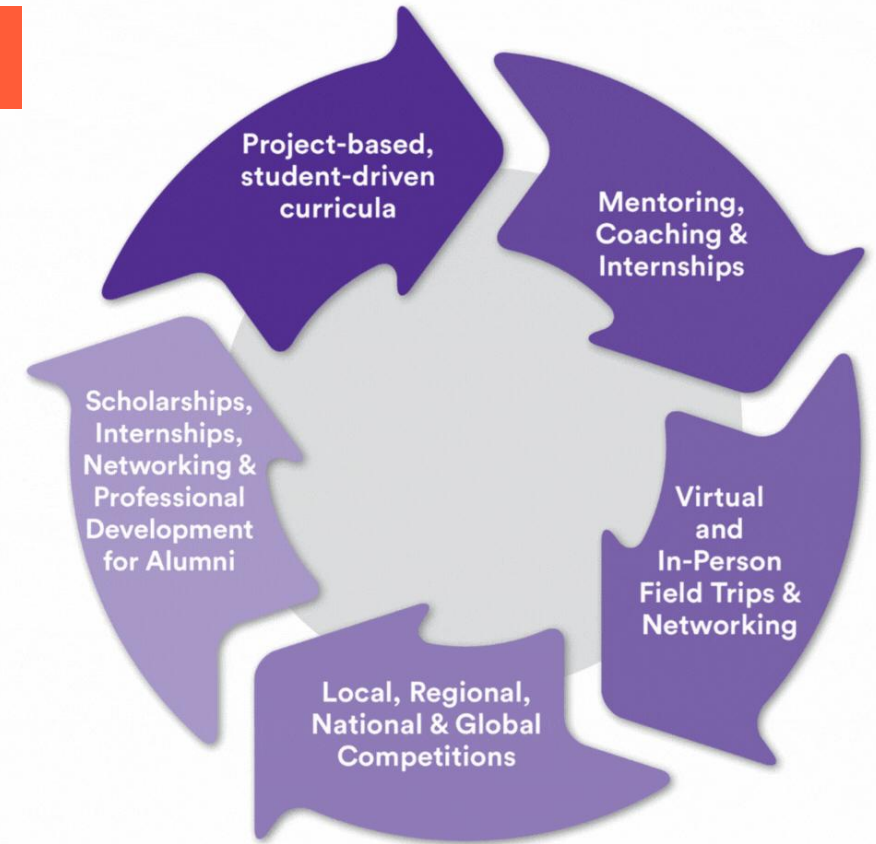
We bring the power of entrepreneurship to students, regardless of family income, community resources, special needs, gender identity, race, or ethnicity.

THE NFTE EXPERIENCE

Real-world learning that builds future-ready skills

Through a NFTE Partnership, **STUDENTS:**

- **Identify a need** in their own lives or communities
- **Ideate and generate innovative ideas** for products or services
- **Develop, launch, and operationalize business plans** for their startup ideas
- **Connect with national and global business leaders** for mentoring, coaching, and field trips
- **Pitch their ideas** and plans at local, regional, national, and worldwide competitions
- **Receive continuous support in pursuit of post-secondary studies and career success.**



THE RESULT

NFTE cultivates youth equipped with high-value skills, ready for lucrative opportunities in sought-after careers.

1.4+ million young people served

90% of employers say the workforce needs the entrepreneurship skills that NFTE teaches.



*Bruce & Glen Proctor, NFTE alumni
Business: BruceGlen*

10%
more

Alumni earn 10% more than non-NFTE peers (*despite coming from low-income communities*)

3
out of
4

3 out of 4 alumni are satisfied with their careers

25%

25% of NFTE graduates go on to start or run at least one small business

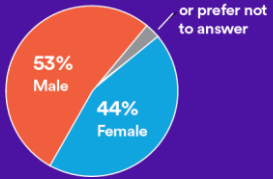
1,300,000 Students Educated Since 1987

WHO

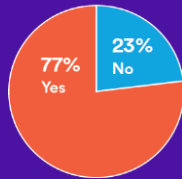
45,000

Students reached globally in 2022-23

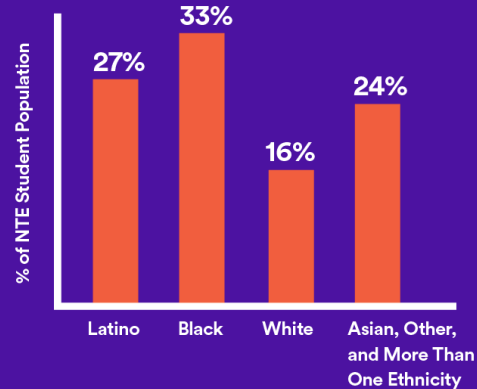
Gender



FRL Eligible



Race/Ethnicity



WHERE

Find NFTE in...

- High schools
- Middle schools
- Summer camp programs
- Postsecondary institutions
- Community-based organizations

30 U.S. states served

27 Countries served

7 U.S. regions, including Capital, Mid-Atlantic, Midwest, New England, South, Southeast, and West



WHAT

10 programs that include:

- World Series of Innovation
- Entrepreneurship Essentials
- Startup Tech
- Entrepreneurship 1
- Entrepreneurship 2
- Startup Summer
- BizCamp
- Venture
- ESB Prep
- Start it Up!



[NFTE.com/programs](https://www.nfte.com/programs)

HOW



NFTE program Delivery options:

- In-school
- Out-of-school
- In-person
- Online
- Hybrid (online + in-person)



2,765
NFTE
volunteers
in 2022-23



12,000+
Hours of
volunteerism
invested in 2021-22
NFTE classrooms
and programs

Activating the Entrepreneurial Mindset

NFTE empowers youth to approach the world with an **innovator's eye and a founder's grit**, not only during the NFTE course but for the rest of their lives. **An entrepreneurial mindset prepares young people for success throughout life.**



Initiative & Self-Reliance

The power to take ownership without input or guidance and to work through obstacles independently.



Flexibility & Adaptability

The ability and willingness to change actions and plans to overcome present and future challenges.



Communication & Collaboration

The ability to clearly express ideas to an intended audience, including persuading others to work towards a common goal.



Creativity & Innovation

The ability to think of ideas and create solutions to problems without clearly defined structures.



Future Orientation

An optimistic disposition with a focus on obtaining the skills and knowledge required to transition into a career.



Critical Thinking & Problem Solving

The process of applying higher-level, process-oriented thinking skills, and of transitioning that reasoning to decision making.



Opportunity Recognition

The practice of seeing and experiencing problems as opportunities to create solutions.



Comfort with Risk

The capacity to move forward with a decision despite inevitable uncertainty and challenges.

In partnership with the *Educational Testing Service (ETS)*, NFTE has developed the **Entrepreneurial Mindset Index** – a valid assessment to measure mindset growth. We thank **EY** for its signature support of this effort.

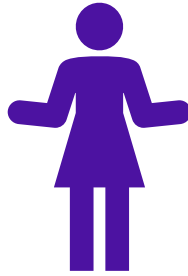
Impact & Outcomes

NFTE students apply the entrepreneurial mindset—succeeding in the workplace, starting businesses, and furthering their education.



96%

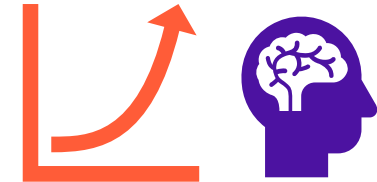
of NFTE seniors are on track to graduate high school on-time compared to less than 80% among their peers



Female NFTE students show larger gains from pre- to post-EMI than their male counterparts

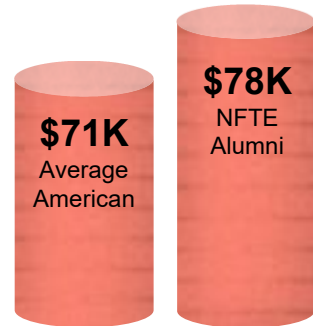


NFTE alumni have started at least one business

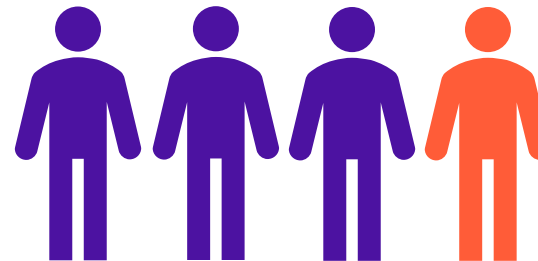


NFTE students significantly **increased their overall entrepreneurial mindset** compared to their non-NFTE peers

Alumni earn more and report high rates of satisfaction



Alumni earn 10% more despite coming from low-income communities (among respondents who are full-time salaried employees)




3 out of 4 are satisfied with their careers
33.1% of respondents are very satisfied, and 42.2% are satisfied, with their careers

NFTE Entrepreneurship Pathway

NFTE's Pathway programs activate the entrepreneurial mindset through **authentic experiential learning**. All programs are rooted in a **project-based** learning model that integrates **digital tools** and **lean startup** methodology. Students come up with their own original business idea, create a sustainable business model and plan, and pitch to a panel of expert judges.

Awareness	Introductory	Intermediate	Advanced
World Series of Innovation <i>(online experience)</i>	IN-SCHOOL PATHWAY		
	Startup Tech	Entrepreneurship 1	Entrepreneurship 2
	Exploring Careers Entrepreneurship Essentials		
	OUT OF SCHOOL		
Start It Up! ESB Prep!	BizCamp	Startup Summer Founders Forum	



NFTE students can also prepare to take Intuit and Adobe certification exams demonstrating mastery of Quickbooks, Design For Delight, Photoshop, InDesign, and more.



Students who complete Entrepreneurship 1 and 2 courses are prepared to take the Certiport Entrepreneurship and Small Business exam for certification. The NFTE curriculum is Certiport-recommended.



Entrepreneurial Teacher Corps

- **Train-the-Trainer Model:** educators are at the center of all NFTE programs
- **NFTE University Teacher Training:** 2-4 day intensive initial training
- **Professional Development:** Professional Learning Communities, webinars and workshops to share new entrepreneurship content and industry topics, and regular office hours with NFTE staff
- **Leadership Opportunities:** Lead Teachers take on leadership roles within the NFTE Teacher Corps to support on training, peer to-peer-support
- **Recognition:** top-performing NFTE educators receive recognition and incentives
- **Entrepreneurship Education Summit:** national conference for educators, policymakers, field practitioners

Volunteerism (in person and virtual)

Volunteering with NFTE students is a rewarding experience. **Volunteers increase learning and impact.**
Students who work with volunteers score 9% higher on the NFTE program knowledge assessment!



Guest Speaker

Share your professional development story, lead a career awareness session or teach a specific lesson as a subject matter expert to highlight business concepts and inspire innovative ideas

Sessions may be individual or panel discussions



Coach & Advisor

Help students strengthen various aspects of their business canvas and pitch deck, hone financials and marketing plans, practice presentation skills, and work through other individual challenges

Sessions may be individual or panel discussions.



Events & Field Trips

Host students at your company to connect the classroom to workforce pathways; participate in Innovation Days and Youth Entrepreneurship Summits

Typically includes guest speaking, workshops, coaching sessions



BizPlan Judge

Panels of business professionals evaluate business pitches (the final demonstration of learning), provide feedback on content and delivery and network with students

Classroom, regionals, nationals

53% of alumni who launched a business are still in touch with at least one volunteer from their NFTE experience

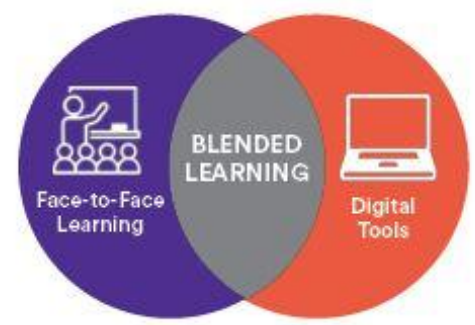
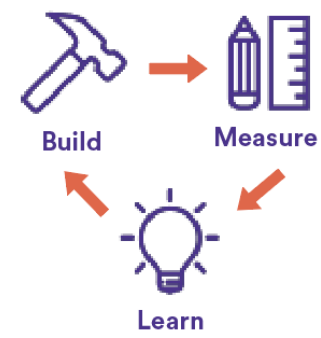
81% of alumni said volunteer experience was helpful to their lives outside of NFTE and entrepreneurship



NFTE Program Components



LEAN STARTUP PRACTICES



Learning Management System (LMS)

NFTE Pathway courses are delivered via the Canvas LMS:

- All instructional materials can be accessed through multiple modalities:
 - Digital assignments and assessments for individual student computers
 - Printable assignments and assessments available for print or projection on-screen
- Individual student accounts in the LMS allow for real-time student data analysis
- Educator access to the NFTE Teacher Resource Hub
- Virtual support provided by NFTE staff

ENT-1-18-19 > Assignments > Day 3 Design Thinking Digital Lesson

Day 3 Design Thinking Digital Lesson

Home

Announcements

Assignments

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Modules

Attendance

Collaborations

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Jason Delgatto

Dashboard

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Commons

Support: help@nfte.com

Edit in CourseArc

Skip to main content

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Entrepreneurship 1

Unit 1: Developing an Entrepreneurial Mindset

Design Thinking [View Glossary](#)

Design Thinking Foundations

Five Steps of Human-Centered Design Thinking:

Human-Centered Design Thinking is used by designers to solve complex problems and find desirable solutions for clients. This way of thinking is done in a step-by-step format.

Scroll through the slides to see the five steps of Human-Centered Design Thinking.

STEP 1: EMPATHY allows entrepreneurs to gain insight into their users and their needs without their own bias.

STEP 1 Empathize

STEP 2 Interpret

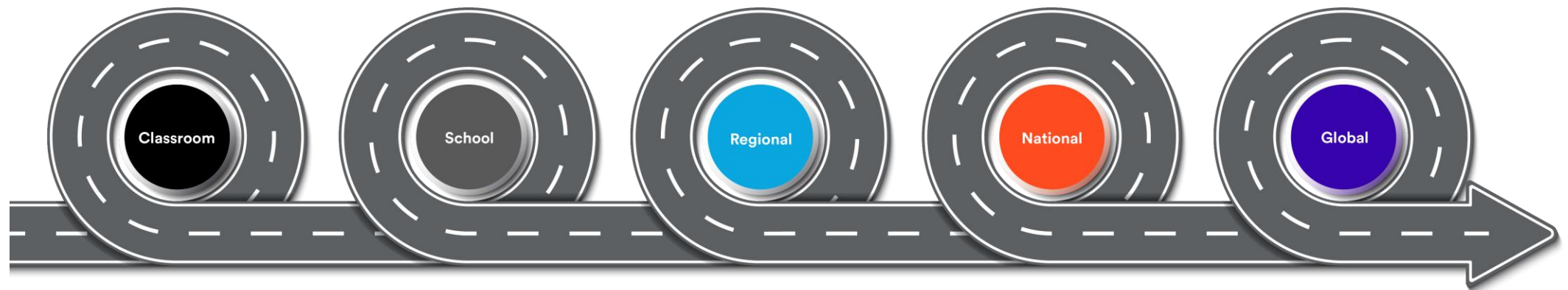
STEP 3 Ideate

STEP 4 MVP Prototype

STEP 5 Test & Evolve

Youth Entrepreneurship Challenge Series

- Cash prizes awarded annually to the top student entrepreneurs at the classroom, school/district, regional, national, and global levels.
- Students prepare business plans and pitches with support from teachers and volunteer business coaches. Judges from the business community provide feedback and encouragement.
- Winners at the classroom and school level earn opportunity to advance to regionals, nationals, and the World Youth Entrepreneurship Challenge.
- The 2022-23 series will offer virtual rounds (quarter- and semi-finals) and in-person (finals).
- Competition judges and speakers have included business leaders and entrepreneurs, such as Sarah Kauss, founder of S'well, Daymond John, FuBu founder and Shark Tank star, Jamie Siminoff, founder of Ring, and Saweetie, rapper and philanthropist.




20 years

NATIONAL YOUTH ENTREPRENEURSHIP CHALLENGE

Wednesday, October 8, 2025

Presented by



Supported by



[Register here!](#)

nfte!

WYEC

WORLD YOUTH ENTREPRENEURSHIP CHALLENGE

NOVEMBER 20, 2025

Delegates Dining Room at the U.N., NYC

Presented by



Shape the future
with confidence



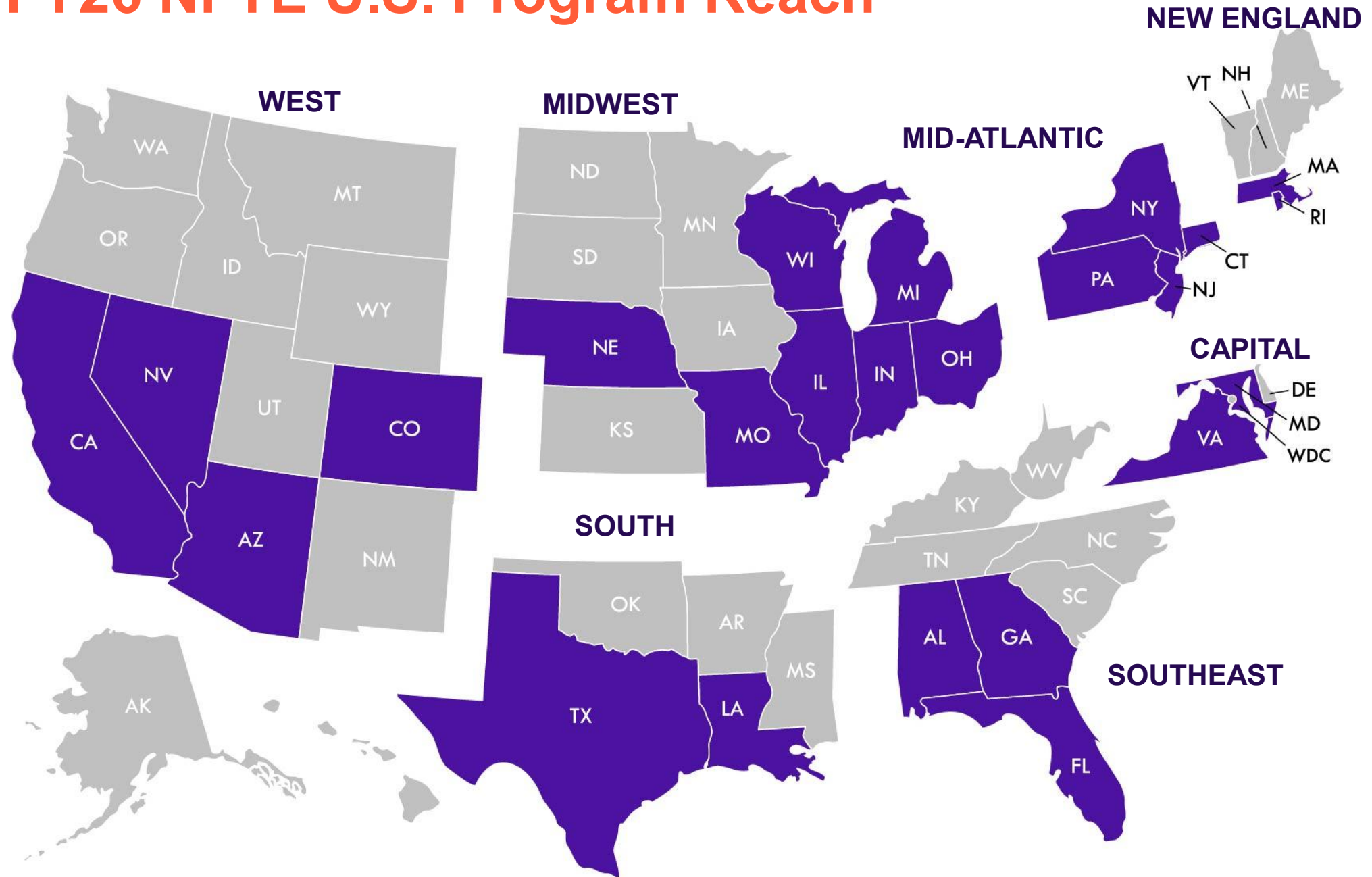
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A PEARSON VUE BUSINESS



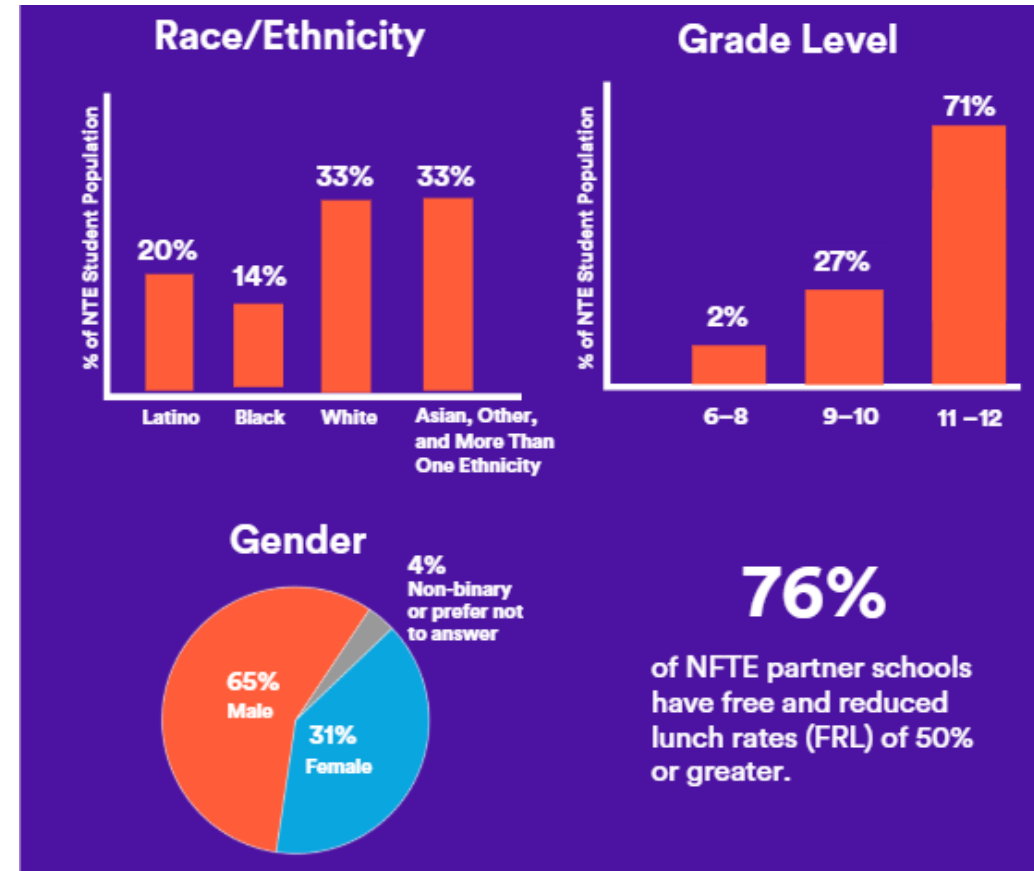
FY26 NFTE U.S. Program Reach



New England Program Reach Snapshot

SY25-26 Goals

Students	1,400
Schools & Partners	17
Districts	7
Teachers	26



New England Program Partners

Massachusetts

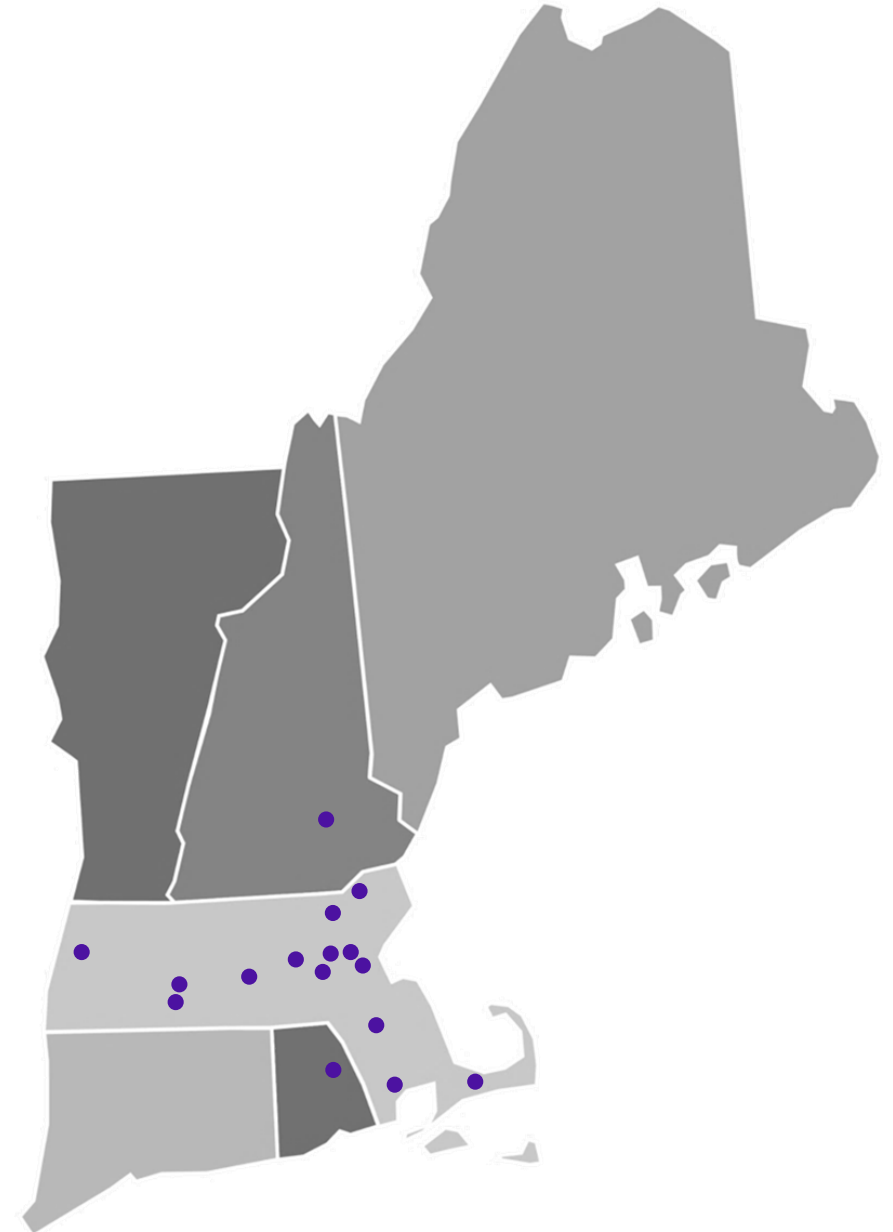
- Barnstable High School (Barnstable)
- Boston Private Industry Council (PIC)
- Brighton High School (Brighton)
- City of Boston (Summer BizCamp)
- Department of Youth Engagement & Employment (Boston)
- Discovery High School (Springfield)
- Falmouth High School (Falmouth)
- GearUp MA (Statewide)
- Haverhill High School (Haverhill)
- High School of Commerce (Springfield)
- Ipswich High School (Ipswich)
- Keefe Tech Regional High (Framingham)
- Lowell High School (Lowell)
- MassHire Hampden (Chicopee & surrounding cities)
- MassHire Metro Southwest (Framingham & surrounding cities)
- New Bedford High School (New Bedford)
- New Heights Charter School (Brockton)
- Perkins School for the Blind (Watertown)
- Wahconah Regional High School (Dalton)

New Hampshire

- Girls at Work (Manchester)

Rhode Island

- The MET School (Providence)



Fuel Elijah's Future.

By supporting the Network for Teaching Entrepreneurship, help students from under-resourced communities learn the skills they need to succeed.

**GIVE
TODAY**



**FUEL a
FUTURE**

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**FUEL a
FUTURE**

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Launching the Next Generation of Entrepreneurs

Join NFTE's Fuel a Future campaign! Your donation can help launch the next generation of entrepreneurs and empower young people from diverse backgrounds to discover their potential.

Activation examples:

- Employee engagement:
 - Host a 'join' day: people are encouraged to sign-up for NFTE's mailing list or to volunteer in exchange for matching donation
 - Encourage employees to donate the cost of their "fuel" (coffee or morning commute to Fuel a Future)
 - Offer employee education sessions on social responsibility initiatives, including NFTE partnership
- Client engagement opportunities
- Utilize Fuel a Future collateral on social media, website, etc. for mission awareness

**FUEL a
FUTURE**

full of diverse,
entrepreneurial
leaders.



JOIN
PARTNER
LOGO

**GIVE
TODAY**

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NFTE Alumni Network

Alumni get connected with **exclusive opportunities** following their NFTE student experience which provide venues for alumni to **leverage their entrepreneurial mindset**. We offer a network of support to connect alumni to their peers, business and startup communities, and opportunities such as NFTE's **Founders Forum**, internships, and exclusive scholarships.



College – Scholarships & academic opportunities



Career – Internships & professional opportunities



Startup – Incubators, Mentors, & guidance on launching your business

New England Key Supporters



New England Regional Advisory Board

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Founder & CEO

The GATO Marketplace

Andy S. Beepath

Assistant Vice President, Business Banking

Officer & Condo Portfolio Lender

Brookline Bank

Aurora Castillo Magner

Head of Digital Product & Innovation

Santander Bank

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Partner – Assurance

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Experienced CEO & CFO /
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VP, National Community Affairs Manager
Comerica Bank



Thank You

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