



**NATIONAL**  
**ENTREPRENEURSHIP**  
**MONTH**  
**TOOLKIT**

**NOVEMBER**

**2025**



## National Entrepreneurship Month

Celebrated every November across the United States, National Entrepreneurship Month recognizes the innovators, risk-takers, and visionaries who drive our economy forward. For FBLA, it's the perfect opportunity to celebrate and strengthen the entrepreneurial spirit that defines our members.

FBLA students across all divisions are encouraged to take part in this nationwide observance by engaging in activities that spark creativity, build business acumen, and connect learning to real-world opportunities. From hosting pitch competitions to spotlighting local businesses, chapters can make a meaningful impact while earning points toward national recognition.

### Why National Entrepreneurship Month Matters

This nationwide observance is designed to:

- Encourage innovation and entrepreneurship at all levels—from students to startups and established businesses.
- Highlight the role of entrepreneurs in creating jobs, driving growth, and solving community challenges.
- Educate students and communities about business fundamentals, leadership, and entrepreneurial skills.
- Inspire individuals to transform ideas into ventures and pursue creative, impactful solutions.

Use this month to inspire members to **Make Your Mark** as the next generation of business innovators. Encourage them to think boldly, act creatively, and lead with purpose.

## Competitive Event Connections

The following competitive events have connections to entrepreneurship.

### Middle School

- Career Exploration
- Exploring Agribusiness
- Exploring Business Concepts
- Exploring Economics
- Exploring Management & Entrepreneurship

### High School

- Agribusiness
- Business Plan
- Economics
- Entrepreneurship
- Future Business Leader
- International Business
- Introduction to Business Concepts
- Real Estate
- Sports & Entertainment Management

### Collegiate

- Entrepreneurship Pitch Competition
- Foundations of Economics
- Foundations of Entrepreneurship
- Foundations of Finance
- Foundations of Management
- Future Business Executive
- International Business
- Retail Management



## Earn Points for Chapter Challenges



### Earn Champion Chapter points:

- 100 points for planning one of the suggested activities
- 50 bonus points for participating in the Support Local Business Campaign (this may also serve as your project for 100 points)
- 50 points for touring a business virtually or in-person



### Earn Champion Chapter points for Service Season:

- 500 points for planning one of the suggested activities
- 100 bonus points for participating in the Support Local Business Campaign (this may also serve as your project for 500 points)
- 100 points for hosting a virtual or in-person business tour



### Earn Outstanding Chapter points:

- 200 points for hosting a panel of business and industry professionals (focus on entrepreneurship careers and paths)
- 200 points for sponsoring a virtual or in-person meet and greet networking session for members, alumni, business professionals, and faculty
- 100 bonus points for participating in the Support Local Business Campaign

# Activity Ideas for FBLA Middle School & High School

## Member Engagement

- Shark Tank: Members pitch ideas to teachers, alumni, or local business leaders.
- Mini Business Plan Competition: A chapter-run version of the FBLA Business Plan event.
- Entrepreneurship Escape Room: Solve business challenges to “unlock” success.
- Elevator Pitch Contest: Deliver a 30-second pitch for an original idea.
- Logo Design Workshop or Business Card Contest.

## School-Wide Engagement

- Entrepreneur Spotlight Wall: Feature local/student entrepreneurs.
- Entrepreneurship Trivia: Daily questions on announcements or social media with giveaways.
- Themed Spirit Days: “Dress Like an Entrepreneur” or “Future CEO Day.”
- Idea Jar: Students submit innovative ideas to be shared on social media.

## Community & Career Connections

- Guest speakers, panel discussions, or field trips to local businesses.
- Mentor-for-a-Day shadowing opportunities with entrepreneurs.
- Social media Small Business Spotlight campaign.

## Service & Impact

- Host entrepreneurship workshops for middle school students.
- Run a charity market or fundraiser with a business twist.
- Business Pop-Up Fair: Sell handmade items or baked goods at lunch; donate proceeds to FBLA or charity.

## Digital & Creative Campaigns

- #MyFutureBusiness Challenge: Share a dream business idea online.
- Create a student-led podcast or video interview series with entrepreneurs.
- Infographic contest showcasing innovative solutions.
- Record 60-Second Pitch videos.
- Host an Entrepreneurship Kahoot Game.



## Activity Ideas for FBLA Collegiate

### Professional Development & Career Readiness

- Startup Pitch Competition judged by faculty, alumni, or entrepreneurs.
- Business Plan Hackathon: Develop a startup plan in 24–48 hours.
- Innovation Sprint: Partner with campus innovation hubs.
- Elevator Pitch Night: Practice 60-second pitches.

### Networking & Connections

- Entrepreneurship Roundtable with alumni and local leaders.
- Company Tours: Visit startups and incubators.
- LinkedIn Branding Workshop for self-marketing.
- Entrepreneurship Career Panel: Showcase diverse industries.

### Campus & Community Engagement

- Pop-Up Market: Showcase student entrepreneurs.
- Support Student Startups social campaigns.
- Entrepreneurship Film Screening with discussion.
- Business Idea Wall for student submissions.

### Service & Social Impact

- Entrepreneurship for Good: Design ventures with social/environmental impact.
- Financial Literacy Seminar for peers or community members.
- Community Small Business Day in partnership with local shops.

### Digital & Creative Opportunities

- Launch a podcast or YouTube series with entrepreneur interviews.
- Run a #FutureFounder campaign highlighting student business dreams.
- TikTok business idea challenges.

## Support Local Businesses Campaign

### Celebrating Community, Entrepreneurship, and the FBLA Spirit to Make Your Mark

Throughout November, FBLA Middle School, High School, and Collegiate chapters are invited to take part in a nationwide Support Local Businesses Campaign. This initiative highlights the importance of small businesses in our communities and encourages members to recognize and support the entrepreneurs who drive local economies. Chapters will select one activity from the options below to participate in the campaign.

### Campaign Activity Ideas

- **Social Media Push:** Launch a campaign with a unified hashtag such as #EntrepreneurshipWithFBLA. Encourage students, families, and community members to post photos of local business visits, purchases, or favorite spots. Share inspiring stories of local entrepreneurs and their journeys.
- **Shop Local Challenge:** Organize a community-wide pledge to shop locally. Encourage people to make at least one purchase from a local business during the month of November. Create a map or directory of participating businesses.
- **Business Spotlights:** Feature a different local business each week of November. Share their stories through newsletters, social media posts, or local media—highlighting how they make their mark in your community.
- **Thank a Local Business:** Deliver appreciation certificates, cards, or social media shoutouts to businesses that support your school, chapter, or community.
- **Invite a Guest Speaker to a Chapter Meeting:** Ask a local entrepreneur or business leader to speak about their journey.



## American Enterprise Day

American Enterprise Day, established in 1980 by President Jimmy Carter, celebrates the role of business and entrepreneurship in shaping opportunity and innovation. Each year in November, FBLA chapters across the country are encouraged to explore how businesses operate, recognize local entrepreneurs, and learn about the systems that support economic growth.

It's a day for members to:

- **Explore** how business and innovation contribute to thriving communities.
- **Educate** others about entrepreneurship and the impact of small businesses.
- **Engage** in activities that encourage creativity, problem-solving, and leadership.

Here are some quick ideas for your FBLA members that can easily be integrated into your classes:

- **Trivia Contest:** Create a quick quiz about the American free enterprise system with small prizes.
- **Poster Contest:** Have students design posters showcasing the benefits of free enterprise and display them around school.
- **Essay or Video Challenge:** Let students submit short essays or videos about what free enterprise means to them.



## Submission Instructions

### Champion Chapter Points

Save your chapter's activities for Champion Chapter points and submit all entries through FBLA Connect:

- [Middle School](#)
- [High School](#)

### Outstanding Chapter Points

Save your chapter's activities for Outstanding Chapter points and submit all entries through FBLA Connect:

- [Collegiate](#)

### Support Local Businesses Campaign

To qualify for bonus points by participating in the Support Local Businesses Campaign, submit your chapter's activities through [this FBLA Connect form](#) by November 30. Please note: FBLA advisers must be logged into their chapter account to view this form. Forms may be found on the right-hand side of the chapter's membership record.

All chapters that complete the submission form for the Support Local Businesses Campaign and submit documentation will receive:

- Digital Certificate of Participation
- Digital Medallion to display on chapter social media
- Eligibility to have photos or projects highlighted on FBLA's website and/or social media channels