

I REALLY NEED A JOB

I really need a job. The problem is, I'm only 14. Any ideas about how I can make some money?

M. F., 14, Georgia

It's almost impossible to get hired when you're under 16, but if you're really ambitious and a little creative, you can be the boss by starting your own business! Daryl Bernstein, who wrote a book about small-business ideas when he was 15 called *Better Than a Lemonade Stand* (Beyond Words Publishing), advises: "First, think about your skills and what interests you. Love animals? Maybe a dog-walking business would be right for you. Always wake up early? Start a wake-up service. Next,

map out what supplies you'll need (a pooper scooper and plastic bags for dog walkers, a phone for wake-up calls), what to charge and how much time you have to do it. Make some fliers to advertise with and you're set." Another tip? Listen when adults around you start complaining about things they never get done. Whether it's gift-wrapping, organizing photo albums or delivering dry cleaning, there's plenty to do if you really want to make money.

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