



LI   LE CEOs

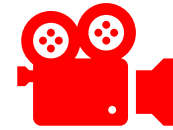
Foundation 

LOUDOUN CHILDREN'S BUSINESS FAIR

INFORMATION SESSION

MAY 9th, 2026

THANK YOU FOR JOINING US



Session is Recorded



Slides will be shared



Please stay muted



Use chat for questions

1. OUR APPROACH

Teaching Children Entrepreneurship!

ABOUT US

Non-profit - 501c3

Parent Volunteers

Established 2022

4 years of success

[Join our Mailing List](#)

WHAT WE OFFER



BUSINESS FAIR



SCHOLARSHIPS



**VOLUNTEERING
HOURS**



**ENTREPRENEURSHIP
EDUCATION**



Monty Patel
Product Manager

With almost 20 years of experience in Product Development and Business Intelligence and an entrepreneur myself, I love teaching kids about entrepreneurship.



Shirali Patel
Corporate Leader

An entrepreneur at heart, I'm a mom, a veteran, an engineer and a corporate leader. As a Product Director at Microsoft, I'm passionate about solving world problems, one creative idea at a time.



Raj Kalra
Entrepreneur

I'm a Dad to 2 amazing girls and the owner and founder of Optimysis Inc. I have been an entrepreneur for over 20 years and have generated over \$30 Million in online sales.



Bhavin Parikh
Entrepreneur

THE TEAM



LOUDOUN CHILDREN'S BUSINESS FAIR

IS:

A non-profit event, managed by parent volunteers

A hands-on learning platform for kids

Geared to teach entrepreneurship through experience

IS NOT:

A competition

A business funding shark tank

An event for local businesses to lobby

OUR PASSION:

Spark a sense of entrepreneurship and business in young children

Provide a learning experience outside of traditional school curriculum

HANDS-ON LEARNING



Plan

- Find Passion
- Pick Problem
- Consider Solutions
- Plan your Business



Make

- Create Brand
- Buy Supplies
- Build Products
- OR Offer Services



Sell

- Setup Booth
- Engage Buyers
- Sell Products
- Earn Money



Grow

- Gain Confidence
- Learn Entrepreneurship
- Think Critically
- Change the World

FOSTER KEY SKILLS



**VISION &
CREATIVITY**



**SELF-
CONFIDENCE**



**FINANCIAL
LITERACY**



**PUBLIC
SPEAKING**



**RESILIENCE &
PERSISTENCE**



**SELF-
DISCIPLINE**



**COMMITMENT
& FOLLOW-
THROUGH**

2. SUCCESS STORY

Highly rated by parents & kidpreneurs!

2025 STATS: REGISTRATIONS



409

Applications



150

Businesses Registered



364

Children Participated



\$2500

Scholarships Awarded

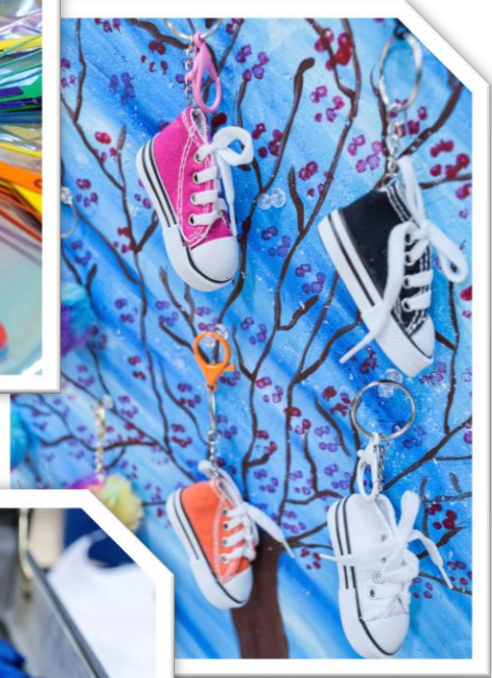


\$15K

Sales at the fair!

Children's Business Products

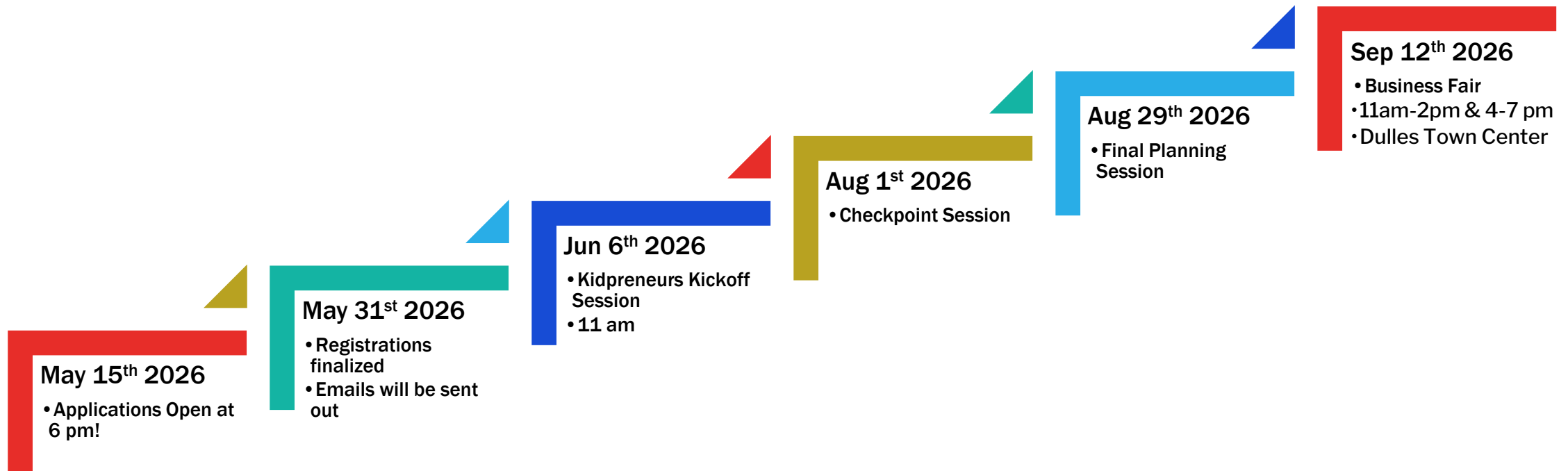
Jewelry	Paintings	Bookmarks	Toys	Plush Toys	Frames
Painted Rocks	Keychains	Magnets	Candles	Slime	Stickers/Tattoos
Crayons	Stationary	Baskets/Pouches	Greeting Cards	Clay Art	Flowerpots
Plants	Personalized Gifts	Hats	Books	Science Kits	Crochet Blankets
Candy Bouquets	Pet Toys	Pet Treats	Carnival Games	Desserts	Drinks



3. APPLICATION

Brace yourselves!

IMPORTANT DATES & TIMES



You have till May 15th to come up with your business idea!



APPLICATION RULES

Who is eligible to participate? All kids, ages 6-14, can setup a booth at the business fair.

How can children run and own businesses? Is it legal? In Virginia, under *Code of Virginia* § 40.1-79.01, children of any age, are allowed to “work for a business owned entirely by their parents” as long as it is not in mining, manufacturing, or other hazardous occupations. Their “children-run business” can be considered under their parent's sole-proprietorship or a branch of their parent's business.

How do I apply? Can I apply as part of a group? Application must be submitted online. Please submit one application for each business. Children working as a group should submit one application that includes each child’s information. No more than 3 participants per business.

What is the application fee? We will collect a \$25 registration fee from all accepted businesses. This fee covers the facility rental and provides table space and chairs for each business booth.

APPLICATION QUESTIONS

- What product or service do you plan to sell? What price will you charge for each product/service?
- How much will each product/service cost you? How will you pay for your startup costs?
- If someone is helping you with your startup costs, how will you pay that person back?
- How will you advertise/market your business before the fair?
- At the end of the fair, how will you determine if your business was a success?

SELECTION CRITERIA

Only complete applications, with all questions answered, will be considered. Incomplete applications will be rejected.

Evidence that the application and the business are the work of the child and not the adult — we don't expect polished applications!

Plans by the young entrepreneur to pay back any loans/financial assistance he/she may receive.

Children that participated at previous fairs will be prioritized (typically 50% of registrations).

New applicants will be added to a lottery pool and selected randomly based on category of products.

Children are encouraged to come up with unique business ideas with specific products (not multiple product within the same business). We will only accept 3-5 businesses selling the same product.


Only apply if you plan to follow through all the way! Spots are limited, and we typically have a long waitlist. Please be courteous and mindful that other children might not get a spot.

REGISTRATION


Once you apply, you will receive an email confirming that we received your application.



If you don't receive an email confirmation it means that we either didn't receive your application or that your email address was incorrect.



After your application is selected, you will receive an email asking to pay the registration fee. We cannot accept any other form of payment.



Payment will be expected within 2 days of selection. We typically have a long waitlist, and will move forward with the next applicant if we do not hear back from you.

4. COMMITMENT

From Kidpreneurs & Parents!

PARENT RESPONSIBILITIES

1

KEEP IT FUN

Keep the spark alive,
make it a positive
experience, maintain
enthusiasm

2

KEEP IT SIMPLE

This is not a shark tank,
this is not a
competition, a business
plan is not necessary

3

STEP BACK

Let the kids do the
work, let them make
mistakes, learn to fail,
let them learn through
experience not advice

4

SET BOUNDARIES

Stick to budget, loan not
gift, allocate sufficient
time to create, provide
supervision to their
creativity

5

BE A PARENT

Maintain order, offer
constructive feedback,
offer reassurance

[Top 5 Parent Tips for Acton Children's Business Fair - YouTube](#)

CHILDREN: BE MOTIVATED



Be Creative!

Think outside the box, find unique business ideas, and figure out innovative pricing.



Be Curious!

Visit stores, in-person & online, to see how your product can be best packaged and branded.



Be Disciplined!

Use your summer wisely, make your own products. Don't leave things for the last minute.



Be Responsible!

If you borrow money to start your business, make sure to account for paying it back.

Most Important: Have Fun!



LET'S HAVE TONS OF FUN!

5. HELP NEEDED

TIME & MONEY MAKE DREAMS POSSIBLE!

HELPING HANDS

We offer volunteer hours!

Please connect us with high school students willing to donate time to assist us with fair preparation and execution

LCBF@littleceos.org

Come

- Come with a sense of community
- Be collaborative, be patient

Help

- Assist all kids if they need a hand
- Help the staff to maintain order

Buy

- Encourage the kidpreneurs by buying their products!

SEEKING SPONSORSHIPS

Help us nurture the Midsize Moghuls...

Please spread the word to local businesses!

Thank You Sponsors!



DIAMOND SPONSORS



Microsoft



ACTON ACADEMY

GOLD SPONSORS



TrackMyShuttle



Primrose School at Moorefield Station



STUDIO DH M



SILVER SPONSORS



THANK YOU FOR ATTENDING!

Visit our website for FAQs: LittleCEOs.org

Contact Us @ LCBF@littleceos.org