


**PENNSYLVANIA
FREE
ENTERPRISE
WEEK**



Jessica Yuan

122 Burgundy Lane

Newtown, PA 18940

August 6, 2021

William Sheffer

Vice President & Commercial Loan Officer

Newtown Business Association

c/o First National Bank & Trust Company of Newtown
40 South State Street

Newtown, PA 18940

Dear Mr. Sheffer,

I am Jessica Yuan, a rising junior at Council Rock North High School. I would like to thank you for sponsoring me at Pennsylvania Free Enterprise Week, and for giving me this opportunity to learn more about the business world.

At PFEW, we were split into teams and became executives for a business. We went to assemblies and listened to many inspirational speakers that had a positive impact on me. I learned about both the financial and marketing aspects of business. I was also taught to view the world from other peoples' perspectives and be more considerate and confident.

My team used a computer simulation called BizSim

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for the financial decisions of our business. In the team, I was in charge of communications. I made sure that each person knew their role, ensured they did it correctly, and helped them when they needed it. I also kept the team on schedule. In addition to communications, I also played a role in the marketing team by creating business cards, participating in the radio advertisement, and more. Through being the communications vice president and a member of the marketing team, I learned more about time management and collaboration.

By participating in PFEW, I became more interested in business and learned how it really works. I had the opportunity to listen to business people talk about their experiences. My teamwork skills improved by meeting a group of new people and successfully running a business with them.

I hope you can continue to sponsor students who are interested in PFEW because it is a great opportunity for them to learn more about what the business world is really like. It is an eye-opening experience because students learn to run a business by themselves, electing a trustworthy CEO and assigning other roles based on students'

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strengths and weaknesses. I really appreciated the role my Company Advisor played as well. He gave us useful tips to improve our team presentations and supported us the entire time. If you are interested, you can consider being a Company Advisor and aid students through the process to being successful.

Sincerely,


Jessica Yuan

Jessica Yuan

Council Rock-North SHS,

Bucks County

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Dear Mr. Sheffer,

My name is Grace Ye, and I would like to thank you for sponsoring me for Pennsylvania Free Enterprise Week. I am a rising junior at Council Rock High School North in Newtown. Through this opportunity, I was able to have a taste of real business experience while working with a variety of people. Thanks to your generous contribution, I was able to make some amazing new friends, and I also learned the vital importance of building connections for business and all potential working fields in my future. I have always had an interest in business, and I joined business clubs in my school, and I still felt that I lacked true experience. While I was here, I mainly specialized in the marketing and design team, utilizing my artistic skills to bring creativity and appeal to our product. Our company focused on candy, and our product was called Senior Sweets because of its focus on the elderly audience. I enjoyed contributing my artwork and creativity to

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excellence in learning

proudly presented by

The Foundation for Free Enterprise Education

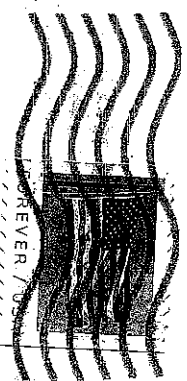
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the team, as well as exploring advertising in a way that I never have before. During the many speaker assemblies I have heard this week, I felt inspired many times and truly felt motivated to push forward in life. The ethics case study allowed me to consider the philosophical side of business, which is something I really enjoy. Free time with my friends was definitely another highlight of my week as we could enjoy different activities such as volleyball. I learned so much about collaboration and teamwork from this camp, and I was able to experience life on a college campus, therefore I believe that this is an amazing opportunity that should be expanded to many other students. My JA, Paul Vizza, was an amazing helper in our team who truly brought everyone together and provided great advice. I encourage you to continue sponsoring students in the future because regardless of what career path students choose when they're older, business collaboration will still be a very important factor. Therefore, thank you so much for allowing me to experience such an impactful opportunity in my future and the future of countless other students.

Sincerely,
Grace Ye

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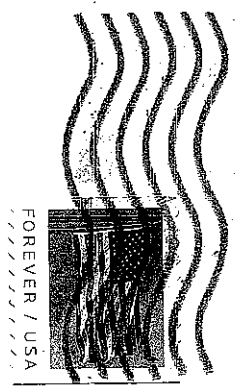
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