

State Manager Process & Responsibilities

Real Life **BUSINESS MODEL** for **INVESTING** in each State for any given School:

- Ten students are awarded a scholarship at \$1,000.00 each per year, or \$5,000.00 each for a 5 –year period. This is for the purpose of obtaining a degree of their choice in any certified higher education institution. This is a \$10,000.00 - per-year commitment and a \$50,000.00 commitment over a 5-year period for these 10 students.
- Each awardee also receives a laptop computer the first year only, for \$500.00 per student. The laptop will be loaded with Microsoft Office software. The one-time costs are \$5,000.00 for all 10 students. Computer and software can vary.
- The total investment for one school for the first year is \$15,000.00, which includes the 10 laptop computers. When combining the costs it is a \$55,000.00 investment over a 5 year period for the 10 students.

State Manager Definition and Responsibilities

The state manager is the champion in the Real Life state of operation and is responsible for finding the 10-20 investors/donors. There are three types of investors/donors:

1. **Corporate or business investor/donor or grant.** If a state manager has the contacts with local businesses, entrepreneurs, community organizations or access to grants, the second two options may not be necessary. In some cases companies are donating the full \$55,000.00 amount. Under those circumstances the individual investors/donors are not needed. Those individuals can be solicited to be mentors to the 10 students.
2. **\$1,000.00 investor/donor.** The \$1,000.00 investor/donor will have to be solicited each year for 5 years. The \$1,000.00 is for the annual scholarship commitment needed to fund each of the 10 students for one year.
3. **\$500.00 investor/donor.** The \$500.00 is for a laptop computer. The laptop donor's \$500.00 is a one-time or first year donation for a laptop for one student.
4. **Mentors-**The state manager is to work with Real Life to find local mentors for the ten students. The mentors should be individuals from the specific Real Life state in which the school is located.

Website for each state and the investors/donors

Each state will have its link on the Real Life website. The website will include the following:

- A narrative of the state relative to its involvement with Real Life 101
- Photograph of the state manager
- Logos of company/corporate investors/donors
- Photographs of the mentors

To see an example, please visit the Real Life web site at www.reallife101.org. From the Home page click the National Plan link and you can select a state to view the photo page(s) for each state.