



WINTER 2014



A Newsletter from the Tobacco Valley Teachers Federal Credit Union for our iSave Teen Club members.

Are you a high school senior?

If so, apply for our \$500 Scholarship Award!

TVTFCU members who are graduating seniors and plan on furthering their education can apply. The application can be downloaded from our web site [www.tvtfcu.org](http://www.tvtfcu.org) or stop in!



Last Year's Scholarship Winner! LINDSEY MILLIKEN

# SHARK TANK

## One Teen's Story



An embarrassing skin condition motivated Lani Lazzari to develop an all-natural skin care product when she was just 11 years old. Determination to succeed helped her turn what started as a hobby seven years ago into a business called Simple Sugars, that is projected to generate \$2.3 million in sales this year. Along the way, the 19-year-old appeared on network TV, striking a deal with billionaire Mark Cuban. Lazzari, has grown the business from her family's home to a building with 24 employees. An appearance on ABC's reality show "Shark Tank" launched Lazzari's business toward national recognition.

The show features entrepreneurs seeking funding from a panel of investors, in exchange for a percentage of their businesses. One of the investors is Mark Cuban, the Dallas Mavericks basketball team owner, who offered Lazzari \$100,000 for a 33 percent stake in her business. The business did \$600,000 in sales — 20,000 orders — in three days after the episode aired. Simple Sugars produces 36 body scrubs, five facial scrubs, three vegan scrubs and one foot scrub for women, and a men's line called Smooth for Men with nine products.

**They all thought I was sitting home watching TV all day**

Lazzari, who dealt with eczema and skin problems, started making scrubs from ingredients in her family's kitchen, and giving them as gifts. Though her pitch on "Shark Tank" might have been the most important of her short career, it wasn't the first. As a junior at her high school, Lazzari said she convinced school administrators to create an independent work program so she could run her business and attend class via Skype. Her classmates were jealous, she said, but they didn't realize what the business entailed.

Continued on the back

# Words <sup>2</sup> Know

## Entrepreneur:

someone who starts their own business

## Investor:

someone who gives money towards a business to make more money

## Shark Tank... continued

"They all thought I was sitting home watching TV all day," Lazzari said. "Meanwhile, I was probably working more than they were. I've definitely had my fair share of obstacles to overcome, being so young and trying to get people to take me seriously," she said. Even after her appearance on "Shark Tank," Lazzari said, some acquaintances don't realize how Simple Sugars has grown. "People think I'm doing it in my kitchen and selling it to friends," she said. Lazzari graduated from high school this year. She was accepted to George Washington University in Washington, D.C., but has put college on hold to focus on her business.

Source: Trib Total Media, Kyle Lawson  
Photograph: Lillian Dedomenic

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# Cha-ching

## Save Your Change

Saving every little bit counts! Save your change in a jar and when its full bring it to the credit union. Drop the unrolled change in our coin machine. Easy!



Have you started your own business? Maybe mowing lawns, pet sitting... let us know! You may be featured in a future issue! Call us at 860-253-4780.



**VISIT OUR  
CHANNEL:**  
[tvtfcuinenfield](http://tvtfcuinenfield)

Watch our Kids & Teens Playlist!

## APP To Try



### JA Build Your Future:

With this app from Junior Achievement you can explore more than 100 careers, see what levels of education are required, figure out the cost, learn about potential income plus it includes tips, tools and games.

## Thinking about the **kind of job** you may want?

*Here are a few and how much they make...*

*find more at [www.bls.gov/ooh/home.htm](http://www.bls.gov/ooh/home.htm)*

Registered Nurse	\$57,280	Veterinarian	\$71,990
High School Teacher	\$53,230	Computer Programmer	\$71,380
Hair Stylist	\$22,500	Construction Worker	\$28,410



## GAME PICK

Together, you and three of your friends are taking a cross-country trip to Colorado to go skiing, while stopping at some of the best landmarks in the USA. Plaster your suitcase with experience badges to remember your experiences. Along the way, you'll need to keep you and your friends fed, fill your car with gas, and avoid mishaps as best you can.

Play it at:

<http://www.mycreditunion.gov/Pages/pocket-cents-landing-teen.aspx>