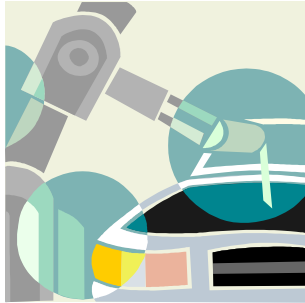


Student Comments

- My accounting mentors were great. They were able to show me what their job is each day. I was able to get some work experience in with entering accounts receivable and reconciliation work, which was scary at first, but fun in the end.
- She was fun because she showed me a lot of the actual checks coming in to the company as well as what to do with them.
- I put invoices into the computer, paid bills, printed them out and filed them. I also reconciled a bank statement.
- Lots of info given and I was amazed how a few pennies per gallon makes a huge difference in profit.
- Best part...picking parts!
- Low profit margin was an eye opener.
- He showed me the break down of dealer's expenses with holding on to their cars, how they pay the bank and even car evaluations and ordering the car.
- I saw how to appraise a car and follow up on orders and requests from customers.
- He was a nice guy and made me feel comfortable in the dealership. I saw some sales tactics and learned what goes on during a sale. I learned a good amount about sales and what they do.
- The experience was great and it was fun to see the gas up and drop off process.
- It was cool that I got to build a 2005 Ford Mustang GT over the Ford link.
- He explained to me how they sell cars on e-bay. We also went to a silent auction.
- They let us see the computers they use for graphics.
- The body shop was the best part.
- I enjoyed walking around the shop and seeing cars fixed.
- I learned about the three C's and how to deal with a customer.
- I learned that every job is broken into tenths (6 minutes).



Business Partnership

Classroom Instruction



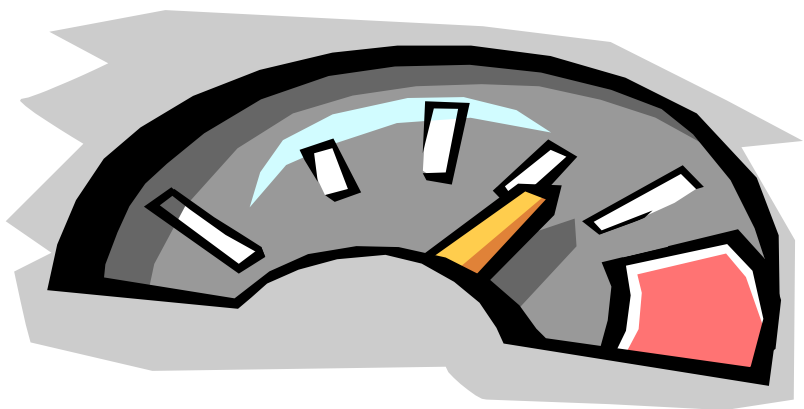
Career Academy in Business Exploration Internships In:

***Sales / E-Commerce / Marketing / Advertising
Customer Service / Human Resources
Parts and Inventory Management / Rental / Fleet
Accounting and Office Computer Applications
Air Transportation***

Course Information

The selection process consists of successful completion of three business courses one of which must be computer based. The course is primarily geared towards seniors with an interest in further pursuing their education in the field of business. Students who are currently enrolled or have previously completed the above courses must submit an application, transcript and an accompanying resume for entrance into this program. Several students from each high school are selected on the basis of business course grades and in-class performance, overall grade point average in rigorous courses, exemplary attendance, recommendation from a business teacher, behavior and maturity, and sincerity of interest as judged by the quality of their resume and a personal interview. Students must formally agree to abide by all Fred Beans Organization (including dress code) and school district requirements for participation. We hope that students will view this program as a unique opportunity and privilege granted to us through the efforts of our partnership with the Fred Beans Organization. We believe that the student's education is enriched by this experience.

The course provides students with first-hand experience in business practices. The program is divided into four components: an orientation, classroom instruction, department rotations, and a final oral presentation.



Orientation

The program consists of an introduction presented by a member of the Fred Beans Organization. Students will be given appropriate materials which contain maps, course outlines, requirements for the final presentation, and Fred Beans policies. Students will learn the descriptions of various jobs they will encounter when on-site. Students will take part in instructional activities such as lectures, guest speakers, videos, problem-solving activities, case studies, and field trips. They will also keep a daily log (signed by each rotation mentor), and have the opportunity to discuss issues related to the partnership and the business world with their mentors.

Classroom Instruction

Speakers from a number of different areas under the Beans Corporate umbrella speak to the students prior to their rotation through the department. This includes Mr. Fred Beans himself! Classroom instruction also includes lessons on resume writing, ethics in business, dress for success, presentation skills, reading and discussions on the book "Raving Fans." At the conclusion of each rotation students meet to discuss what they learned. Each dealership is organized under certain guidelines provided by the manufacturer (e.g. Saturn sales approach). Students share the diversity of each dealership in a private classroom setting.

Department rotations include: Sales, E-Commerce, Marketing, Advertising, Customer Service, Human Resources, Parts and Inventory Management, Rental, Fleet, Air Transportation, Accounting and Office/Computer Applications. Students are placed with different mentors in each department, rotating through the entire corporation.