



ALL FALL UP

Today's failure can lead to tomorrow's successes.

Everyone makes mistakes in life: "failure is one of the cornerstones of success." As the *All Fall Up* webisode points out, some of our greatest leaders and inventors—such as Abraham Lincoln and Thomas Edison—experienced many failures before succeeding.

Help kids learn from failure.

Ask kids: Can you imagine never having read a book like *The Cat in the Hat* or *Green Eggs and Ham*? Well, that could have happened if Dr. Seuss let his failures keep him down. Twenty-seven publishers rejected his first book *And to Think That I Saw It on Mulberry Street!* Use his scenario as a conversation starter: How do you think Dr. Seuss felt after he failed? What qualities did Dr. Seuss show when he didn't give up?

Try an experiment that teaches success and failure.

Have kids recall a moment when they tried something several times—like learning to tie their shoes or ride a bike—before succeeding.

Often, we master a new skill when we stick to something. The scientific method is used to make a hypothesis (educated guess) about something and then to experiment to see if it succeeds—or fails. Put the scientific method to practice with an egg-drop experiment. Explain the experiment in advance and have kids bring in household items they think will help protect the egg.

Activity:

1. Using 10 straws, 10 Popsicle sticks, and 3 feet of masking tape, design a container together that will prevent a raw egg from breaking when you drop it from 10 feet.
2. Was the experiment successful? If not, try again—only this time, add another household item. Stick to it until you figure out how to protect the egg.
3. Ask: Why is it important for business owners to take risks and try new things even if they aren't successful at first?

Tip: Help kids learn to accept failure by relating it to an experience from your life when you tried something and didn't succeed. Maybe you ran for class office and lost or didn't make the soccer team? How did you feel at the time? What did you learn from that experience?

