

Young Inventors Worksheet- Manufacturing and Selling your Invention

Prepared by Susan Casey, author of *Kids Inventing! A Handbook for Young Inventors* and *Women Invent! Two Centuries of Discoveries That Have Shaped Our World*



Manufacturing and Selling your Invention

MANUFACTURING YOUR INVENTION

STEP 1: LIST THE MATERIALS USED TO MAKE YOUR INVENTION AND THE COST. (Or list and price materials for an existing product.)

Materials _____ Cost _____

TOTAL COST: _____

STEP 2: DETERMINE A SELLING PRICE

Multiply the COST of your invention times four to get a suggested SELLING PRICE.

_____ - x 4 = _____
Cost Selling Price

STEP 3: FIND A MANUFACTURER THAT COULD MAKE YOUR INVENTION

Go to the public library and look in the Thomas Register of American Manufacturers or go online to www.thomasregister.com.

1. Look at the list of topics.
2. Find one company that works with the materials used to make your invention. Write down the name, address, phone number and website of the company.
- 3.
4. If you are online, use the search box and type in a search term, e.g. toy companies. Find a company that could make your invention. Write down the name, address, phone number and website of the company.
- 5.
6. Look under services. Find companies that could help you advertise your invention. Write down the name, address, phone number and website of the company.

SELLING YOUR INVENTION

STEP 1: FIND A COMPANY THAT MIGHT BUY YOUR INVENTION

1. Stop by a store that sells products like yours. Find a product of at least one company that sells products like yours.
2. Repeat that process by looking in a phone book, a catalog, a magazine or on the internet. Find the product of at least one other company that sells products like yours.

STEP 2: PROTECT YOUR INVENTION IDEA

If you contact a company, you need to ask them to keep your idea a secret. To do that, you ask them to sign a Non-Disclosure Agreement (available online or in business books), an agreement in which they agree not to tell others of your idea and not to make it themselves.

QUIZ? WHAT IS A NON-DISCLOSURE AGREEMENT?

STEP 3: WRITE A LETTER TO A COMPANY ABOUT YOUR INVENTION

Let's just say that you wrote to them (giving a general description of your invention). They signed the Non-Disclosure Agreement, and they are interested in knowing all about your invention. Write a letter describing your invention. Write about what it is, why it is useful, what it costs. Use comments from your survey to explain why people like it.

Company name and address:

Dear
Thank you for your interest in my invention.

Sincerely,