



PHOTOS SPEAK M1



Photos positively representing Mikaila Ulmer



FROM FEAR TO FIERCE

IMAGINE

... you are brainstorming about how to create something great, minding your own business, and you get stung by a bee – twice. Of course it would hurt and make you very afraid of bees. But what if there was a way you could learn something, benefit from that suffering and turn your fear into courage? This is exactly what Mikaila Ulmer did when she was stung by two bees while trying to create a product for a local business fair in her home state of Texas – and she was only four years old at the time.

“After that I would freak out about the bees – like overreact – and then my parents wanted me to do some research so I would be less afraid. And doing that research, I found out what incredibly important pollinators they are and that they were dying,” Mikaila said. “And I decided to create a product that helped save the bees.” Mikaila’s compassion and wise thinking led to the creation of a lemonade using her great-grandmother’s recipe, sweetened by using local honey. She began selling it at community business fairs.

Six years later, at 10 years old, Mikaila’s lemonade stand turned into her business, Me & the Bees Lemonade, selling BeeSweet Lemonade at over 300 grocery stores throughout the United States. Whole Foods Markets is the largest grocery store that carries her lemonades. Not only has Mikaila shown wisdom and compassion through the creation of her product, she continues to learn, “asking questions about logistics, what retail prices should be, or margins. She’s incredibly sharp,” Erin Harper with Whole Foods says about her. Mikaila’s family helps her run the growing business.

In addition, Mikaila started her own nonprofit, The Healthy Hive Foundation, so others will learn about the danger the honeybees are in. “The pesticides either get into their brain and they can’t find their way back to the hive or they have the pollen with the pesticides and they feed it to the hive and then the whole hive dies,” Mikaila

explained. She also donates 10% of the profits to honeybee advocacy groups because she understands she has a responsibility to give back and help the bees. “It’s solving a problem in this world. That’s what keeps me motivated to do it,” she said.

These days you might find Mikaila leading workshops on how to save the bees or helping young people learn how to become an entrepreneur. Mikaila could have just spent her life afraid of bees after being stung, but her family helped her see how she could take her fear and learn from it. Had she not had the courage to face her fear of bees, she wouldn’t have learned of their plight or had the compassion to do something to help them. And we wouldn’t have BeeSweet lemonade. How can you use courage to overcome suffering in your life and turn it into compassion for someone or something else? How will you be courageous to help write your own best TrueSuccess lifestory?

QUESTIONS LEAD TO UNDERSTANDING

M2/5

1. In what ways do you think Mikaila showed courage? Why do you think that?

2. What do you think motivated Mikaila to start her own business?

3. How can you learn from the courage and responsibility Mikaila showed? What fear can you face in your life to be more courageous?
