

Student Handbook 2017

Name: _____

School: _____



Welcome to the YES Class of 2017



Leah MacDonell

Some of our YES Alumni have gone on to create great businesses. One of those, Jamie Beaton did YES back in 2011. He has since founded Crimson Consulting and raised \$41 million from New York investors.

This has put Jamie, a 21-year-old Aucklander, firmly on to the rich list, valuing Crimson Consulting business at \$220m. Then there's Jake Millar from the Class of 2013 who developed OOMPHER at 18 and sold his company to Careers New Zealand. Jake is now working his way towards building a \$100 million global education company called 'Unfiltered'. At just 21 years old the ex Christchurch Boys' High School student has a business track record that started with YES. Nathalie Whitaker founded the crowd funding site, Givealittle, in 2008. Her first YES company made corporate branded plastic cushions, while her second company created aromatherapy teddy bears.

This year, you and your fellow business owners will come up with a business idea and turn that idea into a reality. Your YES Company will be one of approximately 800 nationwide.

There is a wide community of people out there who will be happy to help, if you need it. Your teacher, mentor, Regional Coordinator, family and friends and other business owners. You'll be amazed how many doors will open that you never thought possible.

We can't wait to see where YES takes you in 2017. We look forward to watching and supporting you throughout the year. Best wishes for a successful year.

Leah MacDonell

Student Wrangler, Young Enterprise Trust HQ

Your YES Student Fee

Thanks to The Lion Foundation and our other partners and sponsors, your YES student fee is only \$35. This is only a small proportion of the actual costs involved in running the programme.

It's really important your fees are paid. Young Enterprise is a charity and your fees help us to run YES HQ, provide Regional Coordinators, run local and national competitions, and provide resources for teachers and students.

Once the students in your team have all paid their fees, your YES Company is eligible to enter any of the YES events and competitions.

Welcome – The Lion Foundation



Murray Reade

Kia ora. The Lion Foundation is one of New Zealand’s oldest and most respected Charitable Trusts. In the past 28 years, we have returned over \$750 million back to the community, supporting thousands of good causes right around New Zealand.

The Lion Foundation Young Enterprise Scheme is one of our flagship programmes and we’re proud to partner with Young Enterprise to deliver the YES programme.

I have been privileged to attend the judging and awards ceremony and can say from first-hand experience that this programme changes lives – it certainly changed mine. For those who have chosen to participate this year, congratulations on taking on a challenge that will reward you for the rest of your life.

Murray Reade

CEO, The Lion Foundation



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