



Celebrating **over 20 years** of
creating successful futures!

Winter/Spring 2018

January 2018 – August 2018



JOB SEEKERS
Start Your Job Search!



ENTREPRENEURS
Start or Grow Your Business!



ARTISTS
Earn a Living from Your Art!

PROGRAM BOOK

Connect with YES



www.yesmontreal.ca

514-878-9788

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The centre is open to everyone on a drop-in basis from Monday to Friday, 9:00 AM – 5:00 PM for business use of the computers, phone, internet, Wi-Fi, fax, scanner, copier, resource library and access to job postings.

Most services offered by YES are free.

Schedules and workshop speakers are subject to change. Visit www.yesmontreal.ca for updates. All workshops are delivered in English.

YES (Youth Employment Services)

666 Sherbrooke West, Suite 700
Montreal, QC H3A 1E7

Tel: **514-878-9788**

Fax: **514-878-9950**

www.yesmontreal.ca

info@yesmontreal.ca



**Metro
McGill
24 Bus**

Registration and Policy Information

BUSINESS HOURS: Monday to Friday, 9:00 AM – 5:00 PM. The YES centre is closed on all statutory holidays.

EVENING WORKSHOP HOURS: Between 6:30 PM – 8:30 PM.

Our daytime workshops are available on a drop-in basis or by pre-registration. All dates and times indicated are EST. Workshops are limited to 35 participants and fill up quickly; pre-registration is strongly recommended. Pre-registration is **mandatory** for all evening and online workshops. In order to avoid disrupting workshops in progress, participants that are more than 10 minutes late will not be admitted. Where there is a fee for a workshop, you may register in person, online at www.yesmontreal.ca or by phone at **514-878-9788**. Payments can be made using cash, cheque or credit card.

One-Time File Activation Fee: There is a **one-time \$30** entrepreneurship and artist file activation fee. This will grant you access to specialized services including coaching, legal clinics and accounting clinics. You are exempt from this fee if you are receiving social assistance at the time of your appointment. Proof must be provided. Canceled or rescheduled appointments require 24 hours notice or there will be a \$10 fee, which must be paid before the next appointment is scheduled. Your file may be closed if you do not use the coaching services for over two years or if three or more appointments are missed or cancelled.

Cancellation Policy: To cancel or reschedule an appointment, you must provide at least one business day's notice. If you are more than 10 minutes late for your appointment, you will be required to reschedule. Cancellations for any paid workshop series or French courses must be received two business days before the start of the FIRST workshop in the series. **A \$15 administration fee for refunds apply with the exception of workshop payments of \$20 or less which are non-transferable and non-refundable.** YES may, in its sole discretion, at any time and for any reason listed in the code of conduct or service agreement waiver, suspend your client file.

For information visit www.yesmontreal.ca or call **514-878-9788**. Register for the YES e-newsletter at www.yesmontreal.ca.



WHAT WE OFFER

YES is a not-for-profit organization that enriches the community by providing English-language support services to help Quebecers find employment and start and grow businesses. Through our ever-expanding range of support services, we can help you find stable employment, launch and grow your business, or turn your artistic talent into a profitable career.

Entrepreneurs

No matter whether you're at the business planning stage or looking to expand your existing venture, the Entrepreneurship Program offers practical advice and guidance for entrepreneurs at all stages of business development. We offer individual or group business coaching, in-house and online workshops, legal and accounting clinics and much more.

OPEN TO ALL AGES AND STAGES OF BUSINESS

Artists

You already have the artistic talent and creativity. With our Artist Program you can learn the business skills you need to transform your art into a viable career. In-house or online, you will have access to an experienced Artist Coach, informative workshops, as well as accounting and legal advice and more. Relevant to artists from all disciplines.

OPEN TO ARTISTS OF ALL AGES AND DISCIPLINES

Job Seekers

Looking for work and want to increase your chance of success? Through employment counselling, workshops, and a resource library, our Job Search Program will ensure that you have the interview skills, résumé writing abilities, and employment industry insights you need to find and land the job that's right for you.

FOR YOUTH AND YOUNG ADULTS (16 TO 35)

Human Library and Mentorship Services

Want to gain insight into an industry or career? Our Human Library platform makes it easy to tap into a wealth of expertise and knowledge and connect with volunteer mentors working across a range of industries. Each of our mentors is on hand to help steer your career in the right direction or help you grow your business or artistic practice. Start by browsing our online database of profiles at www.yesmontreal.ca/human_library.

OPEN TO ALL AGES



HELPING YOU AND YOUR BUSINESS SUCCEED | OPEN TO ALL AGES

Ready to launch a new business venture? Expanding your current business or model? Want to be your own boss?

At YES, we are dedicated to helping you and your business succeed! Our Entrepreneurship Services are open to individuals of **ANY AGE**, whether you are in the startup or growth phase of your business. Whether you need sales and marketing advice or have questions about financing options and resources, our coaching, workshops and seminars are designed to give you the information you need to take your business idea to the next level.

During your visit to the YES Centre, you will also have **FREE** access to computers, Wi-Fi, a courtesy telephone, fax machine, photocopier, scanner, and a resource library filled with the latest business magazines and books to help you with your business.

Jump-Start Your Business and Financing Options

FREE

Handout package: \$2



Please Note: Anyone seeking to access our entrepreneurship services is encouraged to first attend this free workshop.

Wednesdays, 2:00 PM – 3:30 PM

Thinking of starting a business or seeking financing?

If you are going to take the leap and start your own business, there are several things you need to consider ahead of time. As an entrepreneur you do not want to miss this start-up session which will walk you through the steps you need to take and the different types of financing options that are available to get your new or existing venture funded.

Following this workshop there will be an opportunity to meet one-on-one with a YES Business Coach for 15 minutes to get answers to your questions and determine your individualized service plan.

15-Minute One-on-One Business Coaching Consult

FREE

To book an appointment for a Business Coaching Consult, please call **514-878-9788** ext. **316**.



Giving business advice is not a one-size-fits-all solution. This free 15-minute, one-on-one consult with a business coach is specifically designed to determine your individualized service plan. Find out how we can help you develop your business idea and your path to success.

By appointment only. Available in person, over the phone, or online through video conferencing. If you'd like to continue receiving one-on-one business coaching services after this consult, you will be required to open an entrepreneurship file for a one-time \$30 file activation fee. See page 2 for additional details.



This symbol indicates that these services are also available online.



ENTREPRENEURS

OUR EXPERTISE AT YOUR SERVICE | OPEN TO ALL AGES

Business Coaching Sessions

FREE*



To book an appointment for Business Coaching Services, please call **514-878-9788 ext. 316**.

Open to any age and stage of business, we offer individual and personalized support to help you start, grow or expand your business. Our business coaching services can assist you with:

- Idea Evaluation and Business Set-Up
- Growing and Maintaining Your Business
- Business Plan Writing and Development
- Market Research, Sales and Marketing
- Advice on Financing Options and Resources
- Importing/Exporting, Online Business, Franchising and More

Business Bootcamp: Four-Part Series

FREE*



To register for Business Bootcamp, please call **514-878-9788 ext. 316**.

A new series of daytime and evening Bootcamps begin regularly. For start dates and times, please call **514-878-9788 ext. 316**.

Do you know what the “value proposition” of your business is or how it will satisfy the need in the market? Do you understand the different revenue streams your enterprise could have or what your cost structure is?

Whether you are a new entrepreneur or have been operating your business for a while, it is vital to continue to strengthen your business's core fundamentals. Business Bootcamp is a 4-week intensive training that will lift your entrepreneurial spirit and decrease your business's chance of injury by ensuring that your business has a strong core.

During these 90-minute, high-impact sessions, you will become familiarized with the nine key components of the “Business Model Canvas”. Once you are done, you will be able to apply what you learned to your own business model and receive valuable feedback from the group.

Startup Generator: Plan to Action – Five-Part Series

FREE*



Clients must be referred by a YES Business Coach.

Startup Generator daytime sessions begin **Thursday, March 15**. For more dates and times or to register, please call **514-878-9788 ext. 316**.

Not all businesses are the same, but as with everything in the business world, the key to success is in the planning.

Once you've developed your business model, the Startup Generator will cover the most critical business challenges facing early-stage startups, including market research, financial forecasting, pricing strategies, developing an operational team, securing funding and pitching your potential business in a succinct way to capture the right target audience.

This Startup Generator is a concentrated, fast-moving program focused on writing your business plan and getting your business launched. You will attend a series of five workshops consecutively over a five-week period with access to targeted business coaching in between. These workshops encourage peer and experiential learning in diverse cohorts of up to 25 participants.

*For a **one-time \$30** entrepreneurship file activation fee you will have access to specialized services including coaching, legal clinics and accounting clinics. You are exempt from this fee if you are receiving social assistance at the time of your appointment. Proof must be provided.



SPECIALIZED ENTREPRENEURIAL SERVICES | OPEN TO ALL AGES

On-Site Consultations for Small Business

\$100 (four hours over a period of eight weeks)

Have an existing business that you want to grow? Let YES come to you!

Have a YES Business Consultant come to your existing place of business for a total of four hours over a period of eight weeks. Our Business Consultant will identify opportunities for improvement and provide you with information and tips on how to grow your business. Businesses must be operational and located on the Island of Montreal. For more information please call **514-878-9788 ext. 316**.

Registering Your Business

FREE

Pre-registration is required.
Handout package: \$2

Speaker: **Jenny Wang**,
Legal Information Officer



Fridays, 10:00 AM – 11:00 AM: January 26, March 2, April 20

What are the benefits of registering your business? What is required to register in Quebec?

Find out all the specifics of what it takes to register a business in Quebec in this free workshop. A Legal Information Officer will show you step-by-step how to register your business with the Quebec government, providing a legal framework to help you through the process.

Accounting Clinic For Entrepreneurs

FREE*

YES Business Coach referral required.



In this monthly clinic, **Professional Accountants from Nexia Friedman** are available to provide you with one-on-one information and answer any accounting questions you may have.

This is your opportunity to get free advice on accounting issues such as record keeping, business valuations, financial statements and business taxes.

Legal Information Clinic For Entrepreneurs

FREE*

YES Business Coach referral required.



YES invites you to take advantage of our free, weekly legal information clinics for entrepreneurs. Our Legal Information Officer is available to provide information and answer any questions you may have related to business issues such as business structures, contract law, taxation and intellectual property.



This symbol indicates that these services are also available online.

*For a **one-time \$30** entrepreneurship file activation fee you will have access to specialized services including coaching, legal clinics and accounting clinics. You are exempt from this fee if you are receiving social assistance at the time of your appointment. Proof must be provided.



ENTREPRENEURS

BUSINESS SEMINAR SERIES | OPEN TO ALL AGES

BUSINESS BASICS FOR STARTUPS SEMINAR SERIES

\$50 for the Three-Part Seminar Series

Ready to launch a new venture or grappling with a new business idea?

This three-week seminar is suitable for novice entrepreneurs as well as the more experienced owner who is launching a new venture or is new to business in Quebec. We will provide you with pragmatic insights, tools and theories to help get your business started on the right foot. Online webinars are also available to our clients in Montreal and the surrounding Quebec regions. This series sells out quickly. Register now!

Session 1: Tuesdays, 6:30 PM – 8:30 PM: January 30, February 6 & 13

Session 2: Tuesdays, 6:30 PM – 8:30 PM: May 29, June 5 & 12

1 Ideation and Validation

Speaker: **Ron Abraira**,
John Molson School of Business



How can I make this idea work?

You have a great business idea but are not sure if it will catch on? Incorporating lean startup philosophies, this seminar will provide you with tools to check the validity and viability of your project and to identify workable business models. You'll learn how to clarify your vision, test your ideas and focus your efforts to maximize your probability of success.

2 Business Structure and Legal Implications

Speaker: **Paul Dery-Goldberg**,
Lawyer, Spiegel Sohmer



How can I avoid legal pitfalls and protect my business?

How do I register my business, what are the options, and how do I decide? What are the legal issues related to leases and intellectual property? What are the roles of professional advisors such as lawyers? This seminar will provide valuable insights into all of these important issues.

3 Building Awareness and Sales

Speaker: **John Scott Bailey**,
President, JSB and Associates,
Marketingout.ca



How can I make sales and grow my business?

Whether you're selling a product or a service, let us help by offering valuable tips on how to build your sales machine. This seminar will cover the entire sales process including how to identify your best potential customers, model your sales process, gather and process leads, communicate your value proposition, build relationships and close the deal.



EVENING WORKSHOPS FOR ENTREPRENEURS | OPEN TO ALL AGES

Beyond "Likes": Leverage the Power of Facebook Promotion for Your Business

NEW!

\$20



Speaker: **Amal Gayed**,
Client Solutions Manager, Facebook

Wednesday, February 7: 6:30 PM – 8:30 PM

In this intro/intermediate level workshop, learn how to leverage tools like Facebook Video, Ads Manager, and Messenger to increase your reach and connect with the people who matter most to your business. We will look at case studies, best practices, current trends and focus on tips and tricks to make sure your advertising dollars go the distance.

This workshop is designed around small and medium-sized businesses looking to create strategies that will effectively promote their business, capture the right audience and monetize. Channel the advertising power of Facebook to work for you!

The Ins and Outs of Trademark Registration and Why It Matters

NEW!

\$20



Speakers: **Virginie Brien Gagnon**,
LL.B., J.D., Lawyer
Ismaël Coulibaly, Lawyer &
Trademark Agent, Benoit & Côté

Tuesday, February 20: 6:30 PM – 8:30 PM

Trademarks are everywhere. Your watch, phone, shoes, computer all have a trademark associated with them. Trademarks are widely considered to be one of the most valuable assets of today's businesses - a unique business name, a beautiful logo, or a catchy slogan all contribute to your business's brand and goodwill and increase your business's potential for profitability - so it's important to protect your business's brand just like you would any other asset. In this workshop, our guest speakers will highlight the rules, advantages, challenges, rights conferred and procedures for obtaining a trademark registration so you'll be able to decide the best route for you and your business.

Sales 2.0: The Science Hacks to get Better at Sales

NEW!

\$20



Speaker: **Adela Schicker**,
Co-Founder of Procrastination.com

Tuesday, February 27: 6:30 PM – 8:30 PM

How can science help you to be better at sales? Whether we are talking about thoughts, the results of our work, or our products, we are all selling something. Recent studies show that sales work best as a service to others. Learn how to replace manipulation with inspiration and pressure with desire. Gain practical tools and find out how to communicate your brand, sell your ideas or even improve your sales pitch more effectively.



This symbol indicates that these services are also available online.



ENTREPRENEURS

EVENING WORKSHOPS FOR ENTREPRENEURS | OPEN TO ALL AGES

Tax Tips for Individuals in Business

\$20



Speakers: **Kareen Tea**, B.A.A.,
Pl. Fin., D.E.S.S. Fisc. Manager, Tax,
Nexia Friedman
Roberto D'Errico, CPA,
CA Director & Manager
Nexia Friedman

Tuesday, March 6: 6:30 PM – 8:30 PM

There are two things that are certain in life, and one of them is taxes. At this seminar hosted by representatives from Nexia Friedman, you will learn about categories of allowable expenses and deductions, bookkeeping requirements and the process involved in filing your business taxes.

Google Analytics for Beginners

NEW!

\$20



Speaker: **Tarek Riman**, Founder
& Digital Marketing Strategist,
Cap.TaiM Marketing, Founder of
Montrealtips.com, Digital Business
Strategist for 30+ Startups & Fortune 500s

Tuesday, March 13: 6:30 PM – 8:30 PM

All businesses today, no matter what their size, need to know how their website is performing. Without analytics, there is no way for a company to know how their website is performing in terms of attracting, informing, and converting visitors.

In this workshop you will learn how to get started with Google Analytics and how to set it up for optimal tracking. You will also learn to assess which marketing campaigns bring the best traffic to your website, which pages on your website are the most popular and how to extract information about your visitors such as location, interests, age, behaviours and more so you can better understand your web traffic and capitalize on your marketing.

Go-To-Market Strategy: Getting It Right

NEW!

\$20

Speaker: **Simin Foster**, Business
Development Director, Engage Works,
Course Lecturer, McGill University,
Desautels Faculty & Management

Tuesday, March 27: 6:30 PM – 8:30 PM

Ready to go to market? If you have already designed or are in the process of designing your business model, this workshop is a great place to start on the road to developing an efficient, effective go-to-market strategy.

We'll take a closer look at what it takes to develop and execute a strong go-to-market strategy including the importance and timing of GTM planning, the key building blocks, helpful tactics, potential pitfalls and practical tips to execute your strategy and measure performance.



OUR EXPERTISE IN YOUR COMMUNITY | OPEN TO ALL AGES

SOCIAL ENTREPRENEURSHIP WORKSHOPS

This series of evening workshops will explore Social Entrepreneurship - the next generation of entrepreneurship. Social Entrepreneurship is the use of business-like approaches to create, fund and implement solutions to social, and environmental issues. It combines the passion of a social mission with business-like development, strategies and innovation. The workshops will focus on understanding the basics, exploring financing options and launching an initiative. **Attend them separately or all three for \$50.**

Social Entrepreneurship for a Better World

NEW!

\$20



Speakers: **Dario Iezzoni**,
Lecturer and Consultant, Social
Enterprise Strategy and Marketing
Anie Rouleau, Founder & CEO, Baleco

Tuesday, April 10: 6:30 PM – 8:30 PM

Social Entrepreneurship is the process of pursuing innovative solutions to social problems, but how does this idea translate into a sustainable business model? The first part of our series will outline what social entrepreneurship is, how it differs from conventional entrepreneurship, how to have positive and sustainable impact, as well as manage and market a social enterprise.

Financing and Alternative Funding Solutions

NEW!

\$20



Speakers: **Jason Prince**,
Social Economy Agent, PME MTL
Veronique Ferron, Business
Development Manager, Futurpreneur
Marc Nisbet, Community Credit Advisor, ACEM:
Financement Communautaire Responsable

Tuesday, April 17: 6:30 PM – 8:30 PM

Social enterprises carry with them a unique set of funding challenges and opportunities. Learn what the funding realities are for both for profit and not for profit enterprises, and where and how to access funding.

You will also have the opportunity to hear about alternative funding solutions, learn from success stories and engage with a panel of funding agencies.

Launching Your Social Business

NEW!

\$20



Speakers: **Nadia Duguay**, Co-founder/Co-Director Exeko, CCUNESCO ExCom Member
Jonathan Chaloux, Operations and Programming, L'Esplanade
Julie Hamel, Social Entrepreneurship Coach, District 3 Innovation Center
Bernard d'Arche, Co-Founder, Le Centre Magnétique, McGill Dobson Cup Winner

Tuesday, April 24: 6:30 PM – 8:30 PM

In part three, we will discuss the vibrant Montreal ecosystem, and the opportunities and resources available to social entrepreneurs including incubators, competitions and co-working spaces.

In addition, you will hear from an Ashoka Fellow, part of the world's largest network of social entrepreneurs, about her own exciting journey and experiences related to the enterprise's launch to growth.



MAY IS WOMEN ENTREPRENEURSHIP MONTH AT YES! | OPEN TO ALL AGES

WOMEN IN ENTREPRENEURSHIP SERIES

This series explores the joys and pitfalls of being a female entrepreneur and creating the type of business you love and that works for you. Whether you're considering it on a full time, part time or hobbyist basis, join us for these informative and enlightening discussions. You'll hear from established female entrepreneurs who'll share their stories, challenges, recommendations and lessons learned. **Attend them separately or all three for \$50.**

Get **INSPIRED, LEARN, SHARE, CONNECT** and **NETWORK** amongst amazing women!

Exploring Women Entrepreneurship

NEW!

\$20



Speakers: **Lis Suarez-Visbal**, Founder & President of FEM International & Ethik
Despina Sourias, Coordinator of the CJE NDG and Co-Founder of Glambition
Arielle Beaudin, Co-Founder and President, Lori.biz
Negar Yaghoobi, Founder & CEO, Colorful Zone

Tuesday, May 1: 6:30 PM – 8:30 PM

Canada has been ranked as a highly favourable environment for female entrepreneurship. And there is no shortage of different types of enterprises, business models and experts to learn from. The panelists for this session include: a seasoned entrepreneur that switched from the lucrative finance sector to launching and growing two pioneering social enterprises; an advocate promoting entrepreneurship across the province as well as mobilizing over 500 girls through her own initiative; a think tank co-founder supporting women on their entrepreneurial journey through their local incubator and events; and a happiness maven spreading joy through both her Iranian and North American online businesses.

MOMpreneurs: Balancing Both Business and Family

NEW!

\$20



Speakers: **Paulina Podgorska**, SOSgarde.ca / SOSsitter.ca
Marieke Bosch Larose, Larose Life Coaching
Tinka Markham Piper, Solve My Space

Tuesday, May 8: 6:30 PM – 8:30 PM

For some moms, starting a business is a means of creating a better life for themselves and their families too. However, running your own business is rarely easy... which is why aspiring and existing entrepreneurs should seek business advice and learn how to more effectively balance running a business and a household, managing their time and identifying resources and support. Hear from established MOMpreneurs regarding their challenges, successes and recommendations related to launching and growing both their online and offline businesses.

Creating a Life & Business You Love Waking Up To

NEW!

\$20



Speaker: **Melissa Dawn**, Founder of CEO of Your Life, Business & Life Coach, Author, Speaker

Tuesday, May 15: 6:30 PM – 8:30 PM

This powerful workshop will help you uncover the type of business you want to create, one where the roots are based on your core values, your life purpose and deep inner truth. Learn how to overcome barriers, create compelling marketing, attract amazing clients, establish a brand that is a true reflection of you, and build a life you are excited to wake up to!



OUR EXPERTISE IN YOUR COMMUNITY | OPEN TO ALL AGES

The 21st Annual Entrepreneurship Conference

Spring 2018

Visit www.yesmontreal.ca for details.



What began as a humble gathering of like-minded business individuals, has grown to become an annual staple event in the business community.

Each year, an informative program is designed to inspire, encourage and support entrepreneurs. Past speakers including Pino Di Iola, Anthony Di Iola, and Tina Serrao (Beavertails), Andrew Lutfy (Group Dynamite), Joe Morena (St. Viateur Bagels), Mitch Joel (Mirum), Stewart Schaefer (Dormez-Vous?), Yona Shtern (Beyond the Rack), Michael and David Brownstein (Browns Shoes), Cora Tsouflidou (Chez Cora), Herschel Segal (Le Château), Inder Bedi (MATT & NAT), and Salvatore Parasuco (Parasuco Jeans).

Stay tuned for updates on www.yesmontreal.ca as we unveil the speakers and program for this year's conference.

YES IN THE COMMUNITY

YES in the Community is an outreach initiative, presented by YES Business Coaches, that offers our expertise and know-how at local community centres.

The following workshops take place at: **Bibliothèque du Boisé**, 2727 Thimens Boulevard, Saint-Laurent, QC
To register, please call **514-855-6130**
Spaces are limited so be sure to register in advance.

Having a Positive Impact **NEW!** through Business

FREE

Pre-registration is required.

Wednesday, February 28: 6:30 PM – 8:30 PM

Thinking of starting an enterprise this year? If so, join us to learn about how you can have a positive impact through business and how not-for-profits and co-ops can deepen their impact by learning from conventional businesses. This introductory workshop explores social enterprises, different legal structures and examples, as well as how to have a positive and sustainable impact while also being profitable.

Business Plan 101

NEW!

FREE

Pre-registration is required.

Wednesday, April 25: 6:30 PM – 8:30 PM

Any successful business needs a business plan. This document demonstrates to funders, and to yourself, that you understand all the aspects of your business and its sustainability for the future. But what are these aspects? This workshop will show you the foundational components of a business plan and how to tailor it to your own business.

Interested in having a YES representative present at your Organization or Community Centre? Call us at 514-878-9788 ext. 316.



ENTREPRENEURS

SPECIALIZED ENTREPRENEURSHIP WORKSHOPS AND SERVICES

Learn@Lunch Series

FREE

Pre-registration is required.



Pressed for time? These free seminars hosted by seasoned professionals and guest speakers are offered over the lunch hour at both the YES Centre and online.

For dates, upcoming topics or to register, please visit www.yesmontreal.ca or call **514-878-9788**.

Human Library: Mentorship for Entrepreneurs



Looking for a mentor in marketing, the startup and tech scenes, in HR management, or other fields? We offer an online platform that makes it even simpler for you to connect with professionals from different industries.

New mentors are added regularly, so be sure to browse through the profiles in the Human Library on our website by visiting www.yesmontreal.ca/human_library and request to connect one-on-one with any of the volunteers for guidance. See page 29 for additional details.

YES/Futurpreneur Canada Startup Program

YES is a proud partner of Futurpreneur Canada, which provides startup financing, mentoring and educational resources that empower young Canadians 18-39 to start and grow businesses. With the support of our business coaches, you can apply for up to \$15,000 startup financing from Futurpreneur Canada and even go on to gain an additional \$30,000 from BDC (The Business Development Bank of Canada).

For further information on this initiative, please call us at **514-878-9788** or attend our Jump-Start Your Business and Financing Options Info Session. See page 30 for additional details.

YES Client Directory: Entrepreneurs at Work

The YES Entrepreneurs at Work Client Directory offers an opportunity for our entrepreneurship clients to post their business cards in our centre in order to promote their products and services. Ask us how you can post on our board for free and get connected with fellow entrepreneurs.



This symbol indicates that these services are also available online.

ARTISTS



BUSINESS SKILLS FOR CREATIVE SOULS | OPEN TO ALL AGES

Turn your artistic talent into a profitable career!

Our one-on-one coaching sessions and workshop series for artists are designed to teach you the business skills you need to succeed in the creative world. Learn how to market your work, network with industry peers, and get the self-employment essentials like tax tips and financial advice.

These services are open to all ages and artistic disciplines.

Jump-Start Your Art and Financing Options

FREE

Handout package: \$2



Please Note: Those wishing to obtain artist coaching services are encouraged to first attend this free workshop.

Mondays, 1:30 PM – 3:30 PM: Jan 22, Feb 12, Mar 5, Mar 26, Apr 16, May 7, May 28, June 18, July 9, July 30, Aug 20

Are you an artist seeking to make a living from your creativity and talent, but don't know how?

Many artists want to live off their art - but where do you start? This orientation session will outline the support services that are available to artists through YES and other arts organizations, and give an overview on how you can finance your work. We'll touch upon key things to consider when building a career or business in the arts - from understanding the funding landscape, to developing relationships with key stakeholders, as well as marketing and essential grant-writing tips - so you can get started today.

After these workshops there will be an opportunity to meet one-on-one with a YES Artist Coach for 15 minutes to get answers to your questions and determine your individualized service plan.

Coaching Sessions for Artists

FREE*

To book an appointment, please call **514-878-9788 ext. 316**.



Please Note: Those wishing to obtain artist coaching services are encouraged to first attend the Jump-Start Your Art and Financing Options workshop.

These individual sessions with a dedicated artist coach can be one-time, occasional or on-going in nature, and are intended to help artists define and attain goals based on short and long-term action plans. We offer guidance and support in a variety of areas including but not limited to:

- Administration
- Audience development
- Career development
- Event and project planning
- Funding and fundraising
- Goal-setting and prioritizing
- Grant Writing
- Industry resources and organizations
- Marketing and promotional tools/strategies
- Media and public relations
- Networking
- Time management



This symbol indicates that these services are also available online.

*For a **one-time \$30** artist file activation fee you will have access to specialized services including coaching, legal clinics and accounting clinics. You are exempt from this fee if you are receiving social assistance at the time of your appointment. Proof must be provided.



ARTISTS

BUSINESS SKILLS FOR CREATIVE SOULS | OPEN TO ALL AGES

15-Minute One-on-One Artist Coaching Consult

FREE

By appointment only.

To book a 15-minute Artist Coaching Consult, please call **514-878-9788 ext. 316**.



This free 15-minute session with the YES Artist Coach offers new clients an opportunity to determine the YES services that will best meet their needs and existing clients an opportunity to address one or two small issues relating to their creative practice or business.

Available by appointment only, in person, by phone or online. Once you have attended a consult, if you wish to continue receiving artist coaching services, you will be required to open a client file. See page 2 for additional details.

Grant Writing Essentials: Two-Part Mini Series

\$35 for the two-part series

Speaker: **Marie-Michèle Fillion**,
YES Artist Coach

To build credibility, artists need peer and public recognition as well as the capital to produce, promote and distribute their work. Grants can provide both, but are notoriously hard to get. This workshop mini-series focuses on essential grant-writing techniques, including crafting a persuasive “pitch”, budgeting, timelines, and other handy tips to help you turn out grant applications that are as strong and outstanding as your work.

Grant Writing Essentials Part 1: The Pitch



Wednesday, January 24: 6:30 PM – 8:30 PM

Starting with an essential grant-writing checklist, and focusing on crafting an informative, context-rich and compelling pitch that “sells” you and your work with clarity and persuasion, this workshop will make you excited to write your next grant application.

Grant Writing Essentials Part 2: Budgets and Timelines



Wednesday, January 31: 6:30 PM – 8:30 PM

Focusing on the feasibility components of a grant application – cohesive, well-thought-out budgets and timelines that adequately reflect the project from a time and money perspective, this session will help you develop a set of best practices for all future grant applications.

ARTISTS



BUSINESS SKILLS FOR CREATIVE SOULS | OPEN TO ALL AGES

YES' *Business Skills for Creative Souls* workshops focus on the specific needs of artists and artist-entrepreneurs, and are presented by working industry professionals. Each session includes time for a question and answer period, as well as networking and exchange. **These workshops are also available online.**

Beyond "Likes": Leverage the Power of Facebook Promotion for Your Business

NEW!

\$20

Speaker: **Amal Gayed**,
Client Solutions Manager, Facebook



Wednesday, February 7: 6:30 PM – 8:30 PM

In this intro/intermediate level workshop, learn how to leverage tools like Facebook Video, Ads Manager, and Messenger to increase your reach and connect with the people who matter most to your business. We will look at case studies, best practices, current trends and focus on tips and tricks to make sure your advertising dollars go the distance.

This workshop is designed around small and medium sized businesses looking to create strategies that will effectively promote their business, capture the right audience and monetize. Channel the advertising power of Facebook to work for you!

Income Tax Basics for Artists

\$20

Speaker: **Haifeng Zhang**, CPA, CA



Wednesday, March 21: 6:30 PM – 8:30 PM

Tax season is quickly approaching, and as a self-employed artist, you might feel overwhelmed by the tax return process. If you are a musician, artist, or other freelance creative professional, you could qualify for tax deductions and tax credits that are not available to other people. This workshop will cover the definitions of taxable income, expenses and deductions/credits; it will identify which ones you can claim, and give you tips to organize yourself and your record keeping throughout the year to make sure you take back control of your art business.

Post, Tweet, Pin or Tag?: Choosing the Right Social Media Platform

NEW!

\$20

Speaker: **Patrick Balyan**,
Influencer Marketer and
YouTube Community Leader



Wednesday, April 18: 6:30 PM – 8:30 PM

Although social media platforms are a (mostly) free way to reach your customers, it's impossible to find time to be active on every social media outlet out there. So, which one(s) do you need to best relay the message of your business to your audience? This workshop will highlight five major social media platforms, and help you narrow down your choice to just a select few that will allow you to focus your efforts and get the best return on your time investment.



This symbol indicates that these services are also available online.



ARTISTS

BUSINESS SKILLS FOR CREATIVE SOULS | OPEN TO ALL AGES

YES' *Business Skills for Creative Souls* workshops focus on the specific needs of artists and artist-entrepreneurs, and are presented by working industry professionals. Each session includes time for a question and answer period, as well as networking and exchange. **These workshops are also available online.**

Magnetize Your Brand

NEW!

\$20



Speaker: **Christine Joy Décarý**, Branding Specialist and Designer, Parallel Branding

Wednesday, May 9: 6:30 PM – 8:30 PM

As an artist and a creative entrepreneur, how do you make sure that your audience understands what your brand is about? Does your visual identity attract the right clientele? This workshop will help you to learn how to use visual branding to stand out from the crowd, attract your best matched clients and get paid what you're really worth.

Getting Permission: Legal Privacy for Artists

NEW!

\$20



Speaker: **Alayna R. Kolodziechuk**, Arts and Entertainment Lawyer

Wednesday, May 30: 6:30 PM – 8:30 PM

Do you produce, edit or publish live or still footage? Do you work with models and take images of different locations? Are you a mural artist? In this workshop for visual creatives, you will learn how to manage the legal aspects of getting permissions to ensure that you get the proper consent and that you negotiate well. This session will cover model releases and consents, location releases, working with minors, and special copyright issues.

WORKSHOPS FOR ENTREPRENEURIAL ARTISTS

Google Analytics for Beginners

NEW!

\$20



Speaker: **Tarek Riman**, Founder & Digital Marketing Strategist, Cap.TaiM Marketing

Tuesday, March 13: 6:30 PM – 8:30 PM

All businesses today, no matter what their size, need to know how their website is performing. But without analytics, there is no way for a company to know how their website is performing in terms of attracting, informing, and converting visitors.

How many visitors does your site get? Where are your visitors located? What marketing campaigns bring the best traffic to your website? What pages on your website are the most popular? This workshop will go into detail on how Google Analytics works and how you can use it to better understand your web traffic and capitalize on your marketing.

ARTISTS



BUSINESS SKILLS FOR CREATIVE SOULS | OPEN TO ALL AGES

Gamifying the Artist Experience

NEW!

FREE



If marketing your work as an artist has always daunted you, you are definitely not alone. Using video game design and gaming elements with an educational slant, you will have access to a fun and interactive tool created by YES that will help you to build your brand as an artist and develop your website and online marketing skills. Visit us at www.yesmontreal.ca for the launch in February.

Human Library: Mentorship for Artists



Looking for a mentor in photography, writing, modern music, or other artistic disciplines? We offer an online platform that makes it even simpler for you to connect with professionals from different industries.

New mentors are added regularly, so be sure to browse through the profiles in the Human Library on our website by visiting www.yesmontreal.ca/human_library and request to connect one-on-one with any of the volunteers for guidance. See page 29 for additional details.

The 17th Annual Business Skills for Creative Souls Artist Conference

Monday, March 19

Location: **St-Jax Montreal**,
1439 Sainte-Catherine St. West, Montreal

\$35 regular price or **\$30** early-bird

This not-to-be-missed event brings together emerging and established artists from all disciplines for a full day of inspiration, information and exchange.

In addition to great networking opportunities, the day's agenda includes workshops and panel discussions with working artists and arts professionals who share their experiences, best practices and insights on making it in Quebec's cultural industries.

Visit www.yesmontreal.ca for speaker and program details.



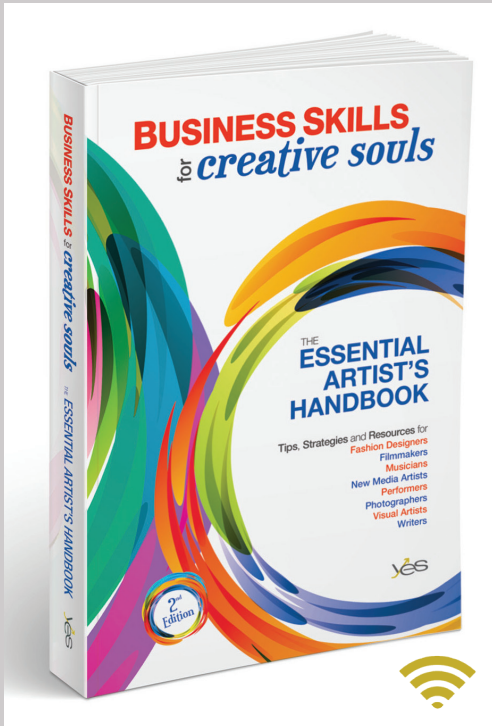
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ARTISTS

BUSINESS SKILLS FOR CREATIVE SOULS | OPEN TO ALL AGES

BUSINESS SKILLS FOR CREATIVE SOULS: THE ESSENTIAL ARTIST'S HANDBOOK



YOU HAVE THE TALENT AND THE VISION... NOW MAKE IT WORK FOR YOU!

Featuring first-hand advice, best practices, strategies and insider tips from more than 50 working Quebec artists and industry professionals, *Business Skills for Creative Souls: The Essential Artist's Handbook* is packed with practical, no-nonsense content from cover to cover.

Business Skills for Creative Souls: The Essential Artist's Handbook can be purchased for \$24.95 at the YES Centre or call **514-878-9788** to have your copy shipped to you today. EPub and Kindle books are also available for purchase by visiting www.yesmontreal.ca.

Touching on art/business essentials like marketing, grant-writing, fundraising, social media, legal, accounting and others, *The Essential Artist's Handbook* also boasts an extensive resource listing of arts service, support and funding agencies.

Whether you're a fashion designer, film-maker, musician, new media or visual artist, performer, photographer or writer, this book can help YOU grow.

"An immensely helpful practical book for a business beginner who needs real step-by-step info."

Hilary Radley, Hilary Radley Design Studio

"More than a mere book, consider this to be a chastity belt for your psyche; use it properly and you won't get screwed."

Andy Nulman, President, Just for Laughs

"In Theatre School they teach you how to sing, dance and use your voice, but not how to take care of your finances and business affairs. Later when that catches up to you, these lessons are learned the hard way. I wish I had something like this all those years ago."

Tristan D. Lalla, Award-Winning Actor

JOB SEEKERS



HELPING YOU FIND A JOB OR LAUNCH YOUR CAREER | AGES 16 – 35

With over 20 years of experience assisting youth and young adults with their job search, we offer a variety of free employment programs that help youth enhance their employability skills, find jobs, begin their careers and increase their success in finding employment.

We offer:

- Individual employment and career counselling
- Strategies for finding employment and career planning
- Job search preparation and skills building workshops
- French classes (for a small fee)
- Paid internships and work experience programs
- Professional development sessions and events

Certain criteria for acceptance to some programs may apply. Visit www.yesmontreal.ca for more details.

Jump-Start Your Job Search Express

FREE

Registration starts at 1:15 PM.



Tuesdays and Fridays, 2:00 PM – 3:30 PM

There are several approaches you can take to land a job, the question is, are any of them working for you? No matter what stage you're at in your job search, it takes a lot to get noticed by employers. If you are **16 to 35 years of age** and either unemployed, working part-time and looking for full-time work, or underemployed and looking to change your career path, our goal is to get you hired! This workshop will help you uncover strategies that work and gain a better understanding of the local and hidden job markets. We will also present different employability programs available at YES and the various criteria for each program.

In order to have access to workshops or appointments with a Job Search Counsellor, participants must first attend this session.

Drop-In Sessions

FREE

By appointment only.

Registration opens at 11:00 AM.

Mondays to Fridays: 12:00 PM – 1:00 PM

Have a quick question about your résumé, cover letter, LinkedIn profile or an upcoming interview? We offer 15-minute career advising drop-in sessions with an experienced employment counsellor to answer the questions you have so that you can move forward in your job search. Drop-in sessions are offered five days a week on a first come, first served basis.

Employment Counselling

FREE

By appointment only.

Certain criteria may apply.

We understand that everyone is unique with equally unique job search needs. Because of that, our approach to helping you become employed is also unique. If you are searching for work or exploring your career options, our employment counsellors can help you develop a personal strategy and build on your unique skills so that you can make informed choices around your future and employment goals. Our personalized and supportive approach helps participants not only prepare for their job search, but successfully land employment.



Jump-Start Your Job Search Express is available online to Quebecers who reside **off the Island of Montreal**. If you live in Montreal, please visit the YES Centre in person.

Please note: Late arrivals will not be admitted to workshops. If it is your first time visiting YES, please arrive at least 10 minutes before the workshop. Nominal charges as indicated may apply for some services, such as printed handout packages for workshops which are between \$1 to \$2.



JOB SEEKERS

JOB SEARCH AND CAREER DEVELOPMENT WORKSHOPS | AGES 16 – 35

Pre-registration is required for daytime and evening workshops. In order to participate in the daytime workshops and employment counselling, you must first attend a **Jump-Start Your Job Search Express** or **Drop-In Session**.

Résumé Writing Workshop

FREE

Pre-registration is required.



Mondays, 10:00 AM – 12:00 PM: Jan 8, Jan 22, Feb 5, Feb 19, Mar 5, Apr 16, Apr 30, May 14, May 28, Jun 18, Jul 9, Jul 30, Aug 20

Looking to create a résumé with impact? Having a solid and effective résumé can greatly improve your chances of landing that crucial interview. Participate in a series of group and written activities to learn how to effectively highlight your personal qualifications, skills and achievements. Please bring a copy of your current résumé to the workshop.

Interview Preparation Workshop

FREE

Pre-registration is required.

Wednesdays, 10:00 AM – 12:00 PM: Jan 10, Jan 24, Feb 7, Feb 21, Mar 7, Mar 21, Apr 4, Apr 18, May 2, May 16, Jun 27, July 25, Aug 22
Mondays, 10:00 AM – 12:00 PM: Jun 4, July 16, Aug 6

Going to your first interview? Had several interviews, but no callbacks? This workshop will help you to identify your skills, apply behavioral interview strategies and link relevant experience through a series of fun exercises. Job seekers will also learn the dos and don'ts of interviewing and be able to apply proven methods to successfully prepare for upcoming interviews.

Interview Practice Clinic

FREE

Pre-registration is required.

Mondays, 10:00 AM – 12:00 PM:
Jan 29, Feb 26, Apr 23, Jun 11, Jul 23, Aug 13

Are your interviewing skills meeting today's required standards and expectations? Do you want to improve your interview answers and become focused, example-driven and convincing? This interview practice clinic will help you to become better prepared to tackle those tough interview questions with confidence. Through interactive mock interviews, we will examine and test your responses for both hard and soft skills, your tone and delivery and how you communicate throughout the interview process.

LinkedIn Plus +

FREE

Pre-registration is required.



Wednesdays, 10:00 AM – 12:00 PM:
Jan 17, Feb 14, Mar 14, Apr 11, May 9, May 30

Have a LinkedIn profile but not getting the results you were hoping for? Are you having trouble finding connections and building your professional brand? This interactive workshop will introduce fundamental LinkedIn networking skills and show you how to create opportunities by using multiple social media platforms. You will learn how to leverage your LinkedIn profile, build and grow your network, reach out to employers, uncover new opportunities and communicate your brand effectively.



This symbol indicates that these services are also available online.

JOB SEEKERS



THE TRAINING YOU NEED TO SUCCEED | OPEN TO ALL

Self-Assessment

FREE

Pre-registration is required.

Wednesdays, 10:00 AM – 12:00 PM: Jan 31, Feb 28, Mar 28, Apr 25, May 23

Starting a career or exploring your options? Not sure what direction to take? While you might have an idea of what your career choices are, the process of career exploration can seem confusing. In this workshop you will find out how your interests, skills and values around work and life can be used to focus on career options. Using self-assessment activities, you will discover what you are good at, clarify your work preferences and explore which career paths best suit you.

PROFESSIONAL DEVELOPMENT SESSIONS AND EVENTS

Join our Industry Experts for a series of professional development sessions that will help you to advance in the various phases of your job search and career development.

Building Connections: **NEW!** Networking 101

FREE

Speaker: **Niem Huynh**, Manager,
Graduate Student Recruitment
Enrolment Services, Concordia

Thursday, January 25: 6:30 PM – 8:30 PM

Having trouble accessing the hidden job market? Not sure how to start a conversation with key decision makers? In this workshop, you will learn how to utilize the most effective job search technique there is: Networking, a key component to cultivating relationships, strengthening ties, and ensuring your professional success.

This interactive session will look at the value of networking from different perspectives, help you find and prepare for networking opportunities, and re-establish existing connections. If you want to learn how to make impactful connections with key decision makers, then this session is not to be missed, whether you are new to Quebec or have lived here for many years.

Public Service Commission of Canada

FREE

Pre-registration is required.



Speaker: **Bliss Meus**, HR Advisor
- Quebec Region, Services and
Innovation Branch, Public Service
Commission of the Government
of Canada

Monday, February 5: 2:00 PM – 4:00 PM

In this session you will have the chance to meet a representative from the Federal Public Service Commission of Canada who will give you the inside scoop on how to apply for positions in the public sector, where to find job openings, how to interpret a public service job posting, how to prepare for the interview and second language requirements for working in the federal public service.



JOB SEEKERS

THE TRAINING YOU NEED TO SUCCEED | OPEN TO ALL

PROFESSIONAL DEVELOPMENT SESSIONS AND EVENTS

Breaking Into Brand Development

NEW!

FREE

Speaker: **Alvin Lee**,
CRM Marketing Manager,
ALDO Group



Thursday, March 22: 6:30 PM – 8:30 PM

Do you have what it takes for Brand Management?

Brand managers are responsible for all aspects of driving their product or portfolio of products, from developing the vision for the brand to managing the daily execution of that brand's marketing strategy.

For the aspiring marketer looking to get into brand management, join Alvin Lee of the Aldo Group as he discusses and shares how he launched into a successful marketing and brand development career.

Enhance Your Job Search with Social Media

FREE

Speaker: **Angela Rodriguez**,
Digital Marketing Specialist,
Asturia Technologies



Thursday, April 26: 6:30 PM – 8:30 PM

You are already familiar with most social media platforms. Why not leverage that experience to supercharge your job search?

In this workshop, you will learn how to implement features from several social media networks including keyword monitoring and geolocation on Twitter, job opportunities on specialized Facebook pages and groups, and more.

Plus, you will also find out how to conduct offline follow-ups for your online efforts. If you want to find job offers you won't find anywhere else and put yourself on the radar of decision-makers and key employees of companies, then this session is not to be missed.



This symbol indicates that these services are also available online.

JOB SEEKERS



PAID INTERNSHIPS AND WORK EXPERIENCE PROGRAMS

Paid Career Focused Internship Program

FREE

Certain criteria apply.
Space is limited.

We know how challenging it can be to get that all important first professional experience! If you are between **18 to 30 years of age**, a recent Grad and looking for experience in your field, our **paid** career internship program offers six month placements in a professional business setting where you will gain valuable work experience through on the job training. If you are unemployed, have a university degree, a DEC, an AEC or DEP, and need experience in your field, this program will help you successfully integrate into the job market.

Get matched with a local company looking to hire new grads! Visit us at www.yesmontreal.ca to apply.

SKILLS LINK YOU TO SUCCESS PROGRAM

Paid Training and Work Experience Program

FREE

Certain criteria apply.
Space is limited.

SKILLS LINK YOU TO SUCCESS

Looking for a job without a university degree and don't have much experience? Want to get paid and develop your work skills in an environment that is relaxed, non-judgemental and committed to helping you learn? We're here to help! If you are between **18 and 29 years of age**, this 20-week paid training and entry-level work placement program could be for you!

If you are motivated to work but unsure where to start, we'll help you improve your communication skills, build your self-confidence, learn to interact professionally with others and succeed in a job interview.

All accepted participants will be paid minimum wage for the full length of the program and must be able to commit to full-time participation for both an 8 week training and 12 week work placement.

For more information, including a full list of program criteria, call **514-878-9788** ext. **325** today!

Upcoming sessions begin in **January** and **May**.



JOB SEEKERS

NEWCOMERS EMPLOYMENT PROGRAM

Job search support services for English-speaking immigrants who are permanent residents of Quebec.

Are you looking for your first job in Quebec, but face barriers due to lack of local experience? If you are **18 years or older**, a permanent resident of Quebec, have been living here for five years or less, and in need of English language employment support services, we can help!

Canadian Résumés: What You Need to Know

NEW!

FREE

Pre-registration is required.

Monday, January 15: 10:00 AM – 12:00 PM

Canadian résumés have a variety of different formats and styles and having one that meets employers expectations is essential to any successful job search. Along with being one of the most important tools to have, Canadian résumés have certain standards to uphold if you want to get noticed. From understanding what to include or leave out and how to target specific positions, this workshop will assist newcomers in adapting their current résumé by learning what key information is best to highlight when applying for jobs and will also discuss cover letters and what to include. Please bring a copy of your résumé and cover letter with you to the workshop.

Communicating Your Professional Experience in a Canadian Market

NEW!

FREE

Pre-registration is required.

Monday, February 12: 10:00 AM – 12:00 PM

The Canadian market is competitive and for newcomers who lack Canadian work experience, it can be challenging. Knowing how to translate and communicate your professional experience to employers is an important factor that may increase your probability of successfully landing a job. This workshop will show you how to build a strong professional identity by emphasizing the skills that Canadian employers are looking for and by introducing you to Canadian work culture and expectations.

Career Success of Newcomers: What Quebec Employers Want and Value

NEW!

FREE

Speaker: **Fiona Buell**,
Talent Acquisition Specialist

Thursday, February 22: 6:30 PM – 8:30 PM

Highly educated newcomers with significant professional experience are faced not only with the challenge of managing their careers, but also readjusting their career paths in order to meet the needs of local employers who are ready and open to hiring them. This workshop will provide you with an inside perspective on what Quebec employers want and value and provide important advice on how newcomers can build and sustain successful careers in Quebec.



JOB SEEKERS

NEWCOMERS EMPLOYMENT PROGRAM

We offer individual employment counselling, specialized job search workshops specifically tailored to newcomers, free French language classes and a mentorship program to help you gain employability skills and achieve your professional goals.

Five Ways To Introduce Yourself: Networking for Newcomers

NEW!

FREE

Pre-registration is required.

Monday, March 12: 10:00 AM – 12:00 PM

One of the challenges that newcomers face is not having a professional network nor knowing where to find one, yet networking is the number one way to uncover opportunities and find new jobs. This workshop is designed to help newcomers understand the networking culture in Quebec and Canada, how to go about building a new network, how to introduce and present themselves to new people and develop lasting professional relationships.

Starting Your Job Search in Quebec

FREE

Pre-registration is required.

Monday, March 26: 10:00 AM – 12:00 PM

Beginning a job search in a new country can be especially difficult. Newcomers face a variety of challenges such as language barriers, a lack of a community or professional networks and education that is not accredited in Canada. This workshop will provide some steadfast guidelines and resources to help newcomers understand the different employment opportunities that are available to them and what they need to know to work in Quebec.

New Country, New Career!

NEW!

FREE

Pre-registration is required.

Monday, April 9: 10:00 AM – 12:00 PM

Coming to a new country gives many newcomers a chance to explore a second career that may not have been available to them before. Although starting over may be challenging, a fresh start with the possibility of beginning a whole new career can be both exciting and a welcomed alternative! This interactive workshop will help participants open the door and move toward their goals of finding a new career in Quebec.

Understanding the Local Labour Market

FREE

Pre-registration is required.

Monday, May 7: 10:00 AM – 12:00 PM

With so much unpredictability in the labour market, it can be difficult to keep up with market trends and job availabilities. This can be especially challenging for newcomers to Quebec as they navigate an unfamiliar labour market with limited support and resources. The goal of this workshop is to build job search confidence and provide newcomers with information regarding in-demand skills, growing industries, local wages, and employment standards in Quebec's current labour market.



JOB SEEKERS

COUNSELLING SERVICES AND CAREER DEVELOPMENT | AGES 16 – 35

Focus Group for Job Seekers

FREE

Must be referred by a YES Employment Counsellor

Focus group sessions are free, run for two hours and are held once a week for eight consecutive weeks. To learn more about how you can participate, contact us at **514-878-9788**.

Mondays, 2:30 PM – 4:30 PM

Feeling challenged in your job search? Experiencing decreased motivation? Frustrated with the job search process? Losing confidence? Join our Focus Group to regain your confidence and connect with others in similar situations. Designed to address the challenges that job seekers face, the Focus Group will provide you with support, strategies and tools to help you gain momentum during periods of transition.

Session 1: January 15 to March 5

Session 2: April 30 to June 18

French for Job Seekers

\$75

Pre-registration and a written placement test are required. The placement tests can be taken in the Centre, Monday to Friday, anytime between 9:00 AM and 4:00 PM.

*YES reserves the right to cancel a course if there are fewer than 10 participants.

Tuesdays and Fridays, 9:30 AM – 12:30 PM

Improve your fluency in French and gain confidence contacting employers. This four-week course, held twice a week, will provide a re-introduction of the basic structures of French focusing on the four skills: speaking, listening, reading and writing. Emphasis will be on an introduction to overall French grammar with a focus on using French key words, presentation techniques and leaving a voicemail message pertaining to a job application. If you have knowledge of basic French vocabulary, can form simple sentences and understand some spoken French, then this course is for you.

Session 1: January 30 to February 23

Session 2: March 20 to April 13

Session 3: May 8 to June 1

JOB SEEKERS



CAREER SERVICES AND EMPLOYMENT SUPPORT | OPEN TO ALL

Résumé and Cover Letter Translation

For pricing, please call **514-878-9788**.

Need your résumé and cover letter professionally translated?

Submit your electronic document to info@yesmontreal.ca and your English to French résumé translation will be ready within seven to ten business days. Call **514-878-9788** for pricing.

Job Postings

Looking for a job? Whether you are looking for a full-time job after graduation, summer job, part-time job or an internship, visit www.yesmontreal.ca for a list of current job opportunities. Job postings are updated daily so be sure to check frequently.

In order to apply to any of the job postings, please visit the YES Centre during regular business hours and consult our job posting binder. Internet access and computers are available at YES to conduct job searches or create your cover letter and résumé.

Career Testing Services

Pricing is on a sliding scale.
Please call **514-878-9788** for details.

Not sure what career path you want to follow? Or, maybe you're at a career crossroad? Two standardized tests are used to help you explore different career options that match your skills, personality type, values, and interests. Together with an employment counsellor, you will examine your interests, personality preferences and clarify your career objectives. Career testing is offered on an individual basis.

Human Library: Mentorship for Job Seekers



Looking for a mentor in engineering, human resources, marketing, or other fields? We offer an online platform that makes it even simpler for you to connect with professionals from different industries.

New mentors are added regularly, so be sure to browse through the profiles in the Human Library on our website by visiting www.yesmontreal.ca/human_library and request to connect one-on-one with any of the volunteers for guidance. See page 29 for additional details.



This symbol indicates that these services are also available online.



MENTORSHIP

MENTORSHIP SERVICES | OPEN TO ALL

Human Library: Mentorship Services



The YES Human Library is a twist on a traditional library where the titles available for checkout are community volunteers willing to share their knowledge and expertise.

Individuals who are looking to develop their careers or businesses can browse the volunteer profiles on the Human Library section of our website and request to connect one-on-one with any of the volunteers for guidance. We have experts in web development, project management, arts administration, retail, and aerospace – to name a handful.

Experienced volunteers can be accessed via in-person meeting, videoconference or telephone for a one-time informational interview. From there, the possibility of a short (three month) or long-term (six months or more) mentorship relationship can be pursued if both parties wish to continue working together.

New mentors are added regularly, so be sure to browse the Human Library via the YES website at www.yesmontreal.ca/human_library or contact the Mentorship Coordinator at **514-878-9788 ext. 331** for more information on our Mentorship Services.

Become a Mentor

Are you an experienced professional with a sense of commitment and desire to give back to the community? Are you looking for volunteer experience? Do you want to share your knowledge and expertise?

Contact the YES Mentorship Coordinator at **514-878-9788 ext. 331** for further information on how you can give back to the community by becoming a mentor. You can also complete an online application form on our website at www.yesmontreal.ca.



This symbol indicates that these services are also available online.

GRANTS AND LOANS



Whether you are an artist or entrepreneur looking to start or expand your business, we have funding options for you. Attend a free Grants and Loans Information Session to learn about all of the funding options available through YES and different community programs. Topics covered include eligibility criteria, targeted sectors and industries, as well as levels of funding available. For more information, visit www.yesmontreal.ca or contact us at **514-878-9788**.

For Entrepreneurs: Jump-Start Your Business and Financing Options

FREE



Wednesdays, 2:00 PM – 3:30 PM

Want to know more about resources and funding options available to support Quebec entrepreneurs?

As a budding entrepreneur you do not want to miss this orientation session which provides the basic information required to launch your business in Quebec. Information is also available about funding options from different community programs. Topics covered include eligibility criteria, targeted sectors and industries, as well as levels of funding available. See page 4 for additional details.

For Artists: Jump-Start Your Art and Financing Options

FREE



Mondays, 1:30 PM – 3:30 PM: Jan 22, Feb 12, Mar 5, Mar 26, Apr 16, May 7, May 28, June 18, July 9, July 30, Aug 20

Are you an artist seeking to make a living from your creativity and talent, but don't know how?

This orientation session outlines the support services available to artists through YES and other arts organizations, and touches upon key things to consider in building a career or business in the arts. Topics include getting to know your industry, marketing/promotion, governance, developing relationships with key stakeholders, understanding the funding landscape and essential grant-writing tips. See page 14 for additional details.

YES/Futurpreneur Canada Startup Program

Are you in need of financing for your new business?

You may be eligible for a loan of up to \$45,000 through YES in partnership with Futurpreneur Canada, and in collaboration with the Business Development Bank of Canada (BDC). YES will guide you through the process to help increase your chances of success. To have a YES Coach work with you on your loan application and business plan, please ensure that you identify YES as your Community Partner with Futurpreneur.



This symbol indicates that these services are also available online.



ONLINE SERVICES

OUR EXPERTISE AT YOUR SERVICE, ANYWHERE IN QUEBEC

We want Quebecers province-wide to be able to access our support services. That's why we have made our programs available online via video conferencing.

Get Started: In order to access our services online, you will need to make sure that you have the right software and bandwidth capabilities. For more information, visit our website at www.yesmontreal.ca or contact us at **514-878-9788** or **1-888-614-9788**. Standard program sign-up fees or workshop costs apply where applicable.



**Also Available
Online Symbol**

When you see this symbol indicating that the service offered is also available online, you can visit our website at www.yesmontreal.ca or call us at **514-878-9788 / 1-888-614-9788** to register or obtain more information.

If you are within the Montreal area, it is recommended that you visit our centre in person to have greater access to all of the services and resources available.

Online Workshops and Seminars



The majority of the YES Job Search, Entrepreneurship and Artist Program workshops and seminars offered at the YES Centre are available online for clients within Montreal and surrounding Quebec regions. The Job Search Program's Jump-Start Your Job Search Express is available online exclusively to Quebecers who reside off the island of Montreal. See page 20 for additional details.

Using our Webex service, you will be able to watch, listen and respond to our seminars through your home computer. Pre-registration is required for all online workshops.

Online Business Coaching Services



Need business coaching advice but can't make it to our centre? Take advantage of our individual and group business coaching sessions via online video. YES offers the latest video equipment to provide long-distance online services to Quebecers that are personal, professional and private.

Community Portal

FREE



Want access to exclusive videos and documents to help you reach your full potential? We have created a community of tools and resources for you to get informed, get inspired and get ahead. Register and log in to the Community Portal on our website at www.yesmontreal.ca.

GIVE AND GET INVOLVED



YES NEEDS YOUR SUPPORT

If, like us, you're passionate about having access to English-language services in Quebec and you're looking to make a positive difference, please donate online at www.yesmontreal.ca or by phone at **514 878-9788**. Tax receipts will be issued for gifts of \$10 or more.

Our Mission

As a not-for-profit charity, we enrich the community by providing English-language support services to help Quebecers find employment and start and grow businesses.

YES at a Glance

YES is a community-based English-language service provider that has been helping Quebecers province-wide find employment and start and grow businesses for more than 20 years.

YES was created in 1995 as a non-profit charity to stem the flow of young people out of Quebec. Since then, we have expanded our mission to help over 70,000 Quebecers during economic uncertainty through our various programs and services for Job Seekers up to age 35 and Entrepreneurs and Artists of any age.

Over 4,000 Reasons to Donate to YES

For more information on our fundraising efforts, please contact **Fred Jansen** at **514-878-9788 ext. 319** or fjansen@yesmontreal.ca

Charitable Registration Number:
88872 9050 RR 0001

In order for us to provide our services for free or at affordable prices, we need your support. While the government subsidizes a portion of our programs, there are still many services that go unfunded. Each one of the over 4,000 individuals who walk through our doors every year is important to us, and the continued development of our services is key to their success.

This is where you can make a difference:

- Help a young job seeker
- Help an entrepreneur succeed
- Help a talented artist

Donate online at www.yesmontreal.ca or by phone at **514-878-9788**. Tax receipts will be issued for gifts of \$10 or more.



WHAT'S NEW AND EXCITING AT YES

Skills Link You to Success Program

FREE

SKILLS
LINK YOU TO SUCCESS

Don't have a university degree or any specialized training and struggling to enter the workforce?

Don't let uncertainty or inexperience stand in your way! Our Skills Link You to Success Program increases your chance of success by placing you in a full-time, entry level position, following a **paid eight week training session** where you will build life and job skills. Positions include: retail, customer service, clerical, warehouse work and more! Start getting paid today by joining the program. For criteria and age requirements, visit our website at www.yesmontreal.ca. See page 24 for more information.

Newcomers Employment Program

FREE



Looking for your first Canadian job, but facing barriers due to a lack of local experience?

We now offer specialized job search workshops, mentorship programs, and individual employment counselling to help new arrivals gain employability skills and achieve their professional goals. If you are a permanent resident of Quebec and have been here for less than five years, our Newcomers Employment Program could be right for you! For more information on this initiative visit our website at www.yesmontreal.ca.

Gamifying the Artist Experience

NEW!

FREE



If marketing your work as an artist has always daunted you, you are definitely not alone. Using video game design and gaming elements with an educational slant, you will have access to a fun and interactive tool created by YES that will help you to build your brand as an artist and develop your website and online marketing skills. Visit us at www.yesmontreal.ca for the launch in February.

Advancing Women in STEM Project

NEW!

Advancing Women in Science, Technology, Engineering, and Math is the latest installment of YES' commitment to supporting and empowering women in STEM. By engaging industry leaders, government officials, businesses, academics and HR specialists, we aim to influence policy to increase women's retention and access to leadership positions in the STEM industry.

YES Monthly Newsletter



Keep up to date with news on our workshops, services and events by signing up to our monthly newsletter! Sign up through our Community Portal and receive the YES Newsletter every month with exclusive features including our Client of the Month, videos, tips and much more. Register now at www.yesmontreal.ca.



This symbol indicates that these services are also available online.

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As a not-for-profit organization, YES (Youth Employment Services) enriches the community by providing English-language support services to help Quebecers find employment and start and grow businesses. YES relies on the generosity of its friends and the community to provide these professional services. Your donation will ensure that we are able to continue providing our unique programs and services in Quebec. Tax receipts will be issued for donations of \$10 or more.





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514-878-9788

Connect with YES



YES is a not-for-profit organization

Successful futures start with 



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