



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

FALL 2017

September 2017 – December 2017



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 machine, 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 6:00 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 active workshops, 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 (\$12 by credit card) 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 canceled.

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 will be deducted from the refund. **Workshop payments of \$20 or less 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, this program offers practical advice and guidance for entrepreneurs at all stages of business development. We offer in-house and online workshops, individual or group business coaching, 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 could use a little help to increase your chance of success? Through workshops, career counselling and a comprehensive 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 AGES 16 TO 35

Human Library and Mentorship Services

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.

OPEN TO ALL AGES

WHAT'S NEW AND EXCITING AT YES



Skills Link You to Success Program

NEW!

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! We have just launched a new program called Skills Link You to Success which 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.

Newcomers Employment Program

NEW!

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 only been here for two to five years, our Newcomers Employment Program could be right for you! For more information on this initiative visit our website at www.yesmontreal.ca.

Business Skills for Creative Youth

NEW!

FREE

Are you an artist between 18 to 25 and want to make money from your art?

This targeted, specialized program helps young artists who want to actively engage in the arts and gain essential life and business skills (including financial literacy, business skills, communication and time management and more). More information on this initiative can be found 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, we're creating a fun and interactive tool 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 launch details.

YES Monthly Newsletter

FREE



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.



ENTREPRENEURS

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 orientation 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 session with a business coach is specifically designed to determine your individualized service plan at YES. 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.



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, October 26**. 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. Participants 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.



ENTREPRENEURS

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.



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

Fraturdays, 10:00 AM – 11:00 AM: September 15, October 27, December 8

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 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.



EVENING WORKSHOPS FOR ENTREPRENEURS | OPEN TO ALL AGES

Sales & Marketing: Tips to Stay Connected with Your Clients

NEW!

\$20



Speaker: **Derek Roszkowski**,
Director of Sales & Marketing,
Communications Rosz

Tuesday, September 12: 6:30 PM – 8:30 PM

Virtually all businesses start small and grow, but a good marketing plan and sales strategy are key to how quickly and successfully you can scale up.

This workshop will draw on the practical experience of the presenter to illustrate effective ways to position your company against competition, and manage the growth of your client base as your company develops.

The Essentials of E-commerce

NEW!

\$20



Speaker: **Josef Azam**, Founder
& President, Design Shopp

Tuesday, September 19: 6:30 PM – 8:30 PM

E-commerce can be a great and affordable way to launch your creative enterprise or small business, or grow an existing business. But where do you start?

There are a lot of different components to a successful e-commerce initiative. This presentation will provide you with an overview of the basics of e-commerce including what type of e-commerce website is best suited for certain businesses. You will also learn about online marketing, facilitating payments and orders, inventory management, social media integration, and various tools to help you decide what is important for your business.

Show Me The Money: Finance Panel

\$20



Panelists: **Véronique Ferron**, Business
Development Manager, QC, Futurpreneur
Farnoosh Boroomand, B.B.A , MBA, Finances,
Branch Manager, Scotiabank
Gilbert Samaha MBA, FRM, Directeur Services-
conseils et financement, PME MTL Centre-Ville
Elisabeth Laett, Founding Partner & President,
Xaphan Group
Denis Karegeya, MBA, Financing Advisor,
Fondation Montréal inc.

Tuesday, November 28: 6:30 PM – 8:30 PM

Want to know how to finance your business but you aren't sure how?

Making the right financing choice for your business is vital, but getting to the right choice can be confusing, even risky. Hear from our panel of finance experts who will discuss the various financial options that are available, including community and government grants and loans, banks, venture capital, angel investors, crowdfunding and other alternate sources.



This symbol indicates that these services are also available online.



ENTREPRENEURS

BUSINESS SEMINAR SERIES | OPEN TO ALL AGES

MAXIMIZING VISIBILITY ON SEARCH ENGINES THROUGH SEO: TWO-PART SERIES

\$35 for the Two-Part Series

Speaker: **Tarek Riman**, Founder, Cap.TaiM Marketing Inc. Captaim.com (Digital Marketing Agency) Founder, MontrealTips.com (A Montreal based blog featuring small business, entrepreneurs and women entrepreneurs)

This two-part workshop series will cover the basic concepts of SEO, otherwise known as “Search Engine Optimization”; a marketing discipline which improves ranking and increases visibility in organic (free/natural) search engine results for your business.

These workshops will be presented by Tarek Riman, a Digital Business Strategist who has worked with over 50 Fortune 500s and Startups. He is also a regular contributor to the Huffington Post, Social Media Today, and other reputable blogs.

Part One: How to Increase Relevant Traffic and Leads to Your Site Through SEO



Tuesday, September 26: 6:30 PM – 8:30 PM

What are the components needed to get the highest possible ranking from search engines and how can you use them to your advantage?

This training will help businesses, marketers, entrepreneurs, website owners, bloggers and startups to understand SEO strategies from the ground up. You will leave this workshop with a greater understanding of SEO, how to build relevant tags, how to get your business listed locally, and how to increase traffic and leads to your site.

Part Two: How to Leverage Your SEO with Content Marketing



Tuesday, October 3: 6:30 PM – 8:30 PM

As digital marketing is constantly changing and evolving, SEO is increasingly becoming more and more important. However, SEO doesn't function on it is own.

SEO and content marketing complement each other in the process of bringing relevant leads and visits to your sites. This session will capitalize on topics covered in part one and utilize a hands-on approach to show you how to create content using the latest technologies and trends; content that speaks to your target audience and that is unique to you. This session will also cover a list of tools to capitalize on engaging and searchable topics that will make your business rank higher on search engines.



BUSINESS SEMINAR SERIES | OPEN TO ALL AGES

VALUE SELLING – IDEA TO INCOME: TWO-PART SERIES

\$35 for the Two-Part Series

Quantifying your value proposition lets you understand the value you deliver to your customers.

In this two-part series, we will go through the process of identifying how to communicate your true value, test this value with the market and find your place within it.

Part One: Finding Your Hook

Speaker: **Davender Gupta**,
Venture Strategist
Co-founder, StrategyFest.com



Tuesday, October 17: 6:30 PM – 8:30 PM

Great businesses aren't built on products; they're built on communicating value. Your value is in the "hook" and in order to find your hook, you need to know what problem you're trying to solve or what need you're trying to fill.

This workshop will present a process to guide you in discovering your hook using customer-focused language (rather than business-centric) and help you to better describe your company's goods and services, with the aid of the 'Value Proposition Canvas'.

Part Two: Finding Your First Customers

Speaker: **Sovita Chander**,
Marketing Strategist
Co-founder, StrategyFest.com



Tuesday, October 24: 6:30 PM – 8:30 PM

Sales leads and customers are just a mere click away. But how do you find those people who are ready and willing to buy?

In any lean start-up, one of the most important steps before launching is to find your customer niche. Part two will guide you through a four-step process which will demonstrate, amongst others, the type of questions to ask when you are gauging market interest and how to choose your customers rather than chase after them.



This symbol indicates that these services are also available online.



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!

1 Ideation and Validation

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



Tuesday, November 7: 6:30 PM – 8:30 PM

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



Tuesday, November 14: 6:30 PM – 8:30 PM

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



Tuesday, November 21: 6:30 PM – 8:30 PM

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.



OUR EXPERTISE IN YOUR COMMUNITY | OPEN TO ALL AGES

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 Bois , 2727 Thimens Boulevard, Saint-Laurent, QC**
To register, please call **514-855-6130**
Spaces are limited so be sure to register in advance.

The ABC's of Pitching Your Business

FREE

Pre-registration is required.

Wednesday, September 27: 6:30 PM – 8:30 PM

In a world where networking is everything and people rarely have more than a couple of minutes to spare to hear you out, make sure your first impression has impact. Whether it's an elevator pitch, a financing pitch or you're pitching an idea to a potential business partner, all business owners need to know how to promote their business. In this interactive workshop, we will identify the key elements of a good pitch, show how to adapt your pitch for different audiences and work with each participant to develop an initial pitch structure for their company.

The ABC's of Social Media for Business

FREE

Pre-registration is required.

Monday, October 30: 6:30 PM – 8:30 PM

You may know and even use some of the popular social media platforms like Facebook, Twitter, LinkedIn and Pinterest. But are you familiar with how social media networks can be used to promote your business and build your brand? Want to learn more about social media, how these networks vary and the opportunities for growing your business? We will unpack the basics; help you understand which ones are better suited for your industry and how to use these powerful marketing tools strategically.

The ABC's of Business

FREE

Pre-registration is required.

Wednesday, November 29: 6:30 PM – 8:30 PM

Have you dreamed about starting your own business? Tired of working for someone else and want to be your own boss? The question is, where do you start? The ABC's of Business will help you to define your business idea, introduce you to the world of value proposition, marketing and market research, and guide you through the financial, legal, and regulatory hurdles you may encounter.

Interested in having a YES Representative visit 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? 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 30 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 31 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.



UNDERSTANDING THE BUSINESS OF SOCIAL MEDIA | OPEN TO ALL AGES

WORKSHOPS FOR CREATIVE ENTREPRENEURS

How to Diversify Your Revenue with Youtube

NEW!

\$20

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



Wednesday, November 29: 6:30 PM – 8:30 PM

Did you know there are over 20 ways that you can gain revenue through hosting a blog or building a social media platform?

One of those ways is “Influencer Marketing”, which is quickly becoming ‘the’ new way of persuading viewers and followers to become paying customers. Agencies are being launched specifically to represent and manage content creators and then match them with brands and build campaigns. This engaging workshop will show how you can diversify your financing as an ‘influencer’ in order to bring in additional income or even turn it into a full-time career.

Caption This! Instagram 101

NEW!

\$20

Speaker: **Liesl Barrell**,
Co-Founder of Third Wunder



Wednesday, December 6: 6:30 PM – 8:30 PM

Learn how to use Instagram to promote and showcase your work, with a breakdown of different features like Stories, Multiple Posts and more! We’ll analyze successful posts by other artists on the platform, and recommend a few complementary apps to get the most out of Instagram.

Pin Your Way to the Top: Using Pinterest to Leverage Your Art

NEW!

\$20

Speaker: **Liesl Barrell**,
Co-Founder of Third Wunder



Wednesday, December 13: 6:30 PM – 8:30 PM

Pinterest is a highly visual platform that can help you plan and draw inspiration for artistic projects, as well as highlight your work. We’ll look at examples of other artists using Pinterest, and show you how to manage your boards and pins to make the most impact.



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 art 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: Sept 11, Oct 2, Oct 23, Nov 13, Dec 4

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

Group Coaching for Artists

FREE*

*For this service, participants are required to have opened a client file at YES. There is a **one-time \$30** artist file activation fee. See page 2 for more details.

Thursdays: 11:00 AM – 12:30 PM

Hosted and moderated by the YES Artist Coach, this informal open coaching block offers the benefits of coaching and peer support all in one. Encouraging group and individual learning through the exchange of ideas, information, resources and strategies between peers working towards careers in the arts and/or in arts-entrepreneurship, this session is available on a first-come, first-served basis and will cover the following themes:

Social Media: September 28

Goal Setting and Time Management: October 19

Networking: November 30

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 session, if you wish to continue receiving artist coaching services, you will be required to open a client file. See page 2 for additional details.

Peer to Peer Support Group for Artists

NEW!

FREE

Must be referred by a YES Artist Coach.

Mondays, 2:30 PM – 4:30 PM: September 25 to November 13

Experiencing decreased motivation? Frustrated with your artistic career? Losing confidence in your abilities?

We're inviting you to participate in a FREE Peer to Peer Support Group specifically for artists to help you overcome barriers related to your artistic career in a small group format. Sessions run for two hours, once a week for eight consecutive weeks. To learn more about participating, call **514-878-9788**.

Human Library: Mentorship for Artists



Looking for a mentor? We have added a new, online platform to our Mentorship Services 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 30 for additional details.



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.**

Music Biz 101

NEW!

\$20



Speaker: **NJ Taylor**, Singer/ Songwriter & Artistpreneur

Wednesday, September 27: 6:30 PM – 8:30 PM

Musicians! You have mastered your instrument and/or your skill. Now what? Your next step would be to get well-versed in the diverse culture of the music industry. But where do you start?

In this workshop, you will get an overview of all the basics that you will need to get the ball rolling on your path to stardom. You will learn about royalties, associations, networking, marketing, social media, branding, 'artistpreneurship' and more!

Sponsorship 101

NEW!

\$20



Speaker: **Olivia Diamond**, Director, Brand Partnerships, Pop Montreal

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

Is your creativity at a stage where it could benefit from sponsorship? Are you considering approaching corporations but don't know how or where to start?

This workshop will help you understand the current state of 'sponsorship marketing' where you will learn what potential sponsors are looking for and what you can offer to them. You will also take away the tips and tools you will need for your pitch to have an impact with prospective sponsors, as well as understand the procedures involved in delivering on your promises and renewing your sponsor alliances.

Copyright Essentials: Protecting Your Work

\$20



Speaker: **Gabriella Rozankovic**, Lawyer, Lussier & Khouzam, Arts & Entertainment Law

Wednesday, November 15: 6:30 PM – 8:30 PM

Sharing and downloading digital media has never been easier. But how can you protect the artworks that you create so that they're not infringed upon? What are the risks and other considerations you need to know when showcasing your creations online?

Our speaker will cover the essentials of copyrights as well as the fair use and public domain of copyrighted material. You will also learn about the legal considerations to bear in mind when conducting your business online, from contracts to social media.



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

SOCIAL MEDIA FOR ARTISTS

How to Diversify Your Revenue with YouTube

NEW!

\$20

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



Wednesday, November 29: 6:30 PM – 8:30 PM

Did you know there are over 20 ways that you can gain revenue through hosting a blog or building a social media platform?

One of those ways is “Influencer Marketing”, which is quickly becoming ‘the’ new way of persuading viewers and followers to become paying customers. Agencies are being launched specifically to represent and manage content creators and then match them with brands and build campaigns. This engaging workshop will show how you can diversify your financing as an ‘influencer’ in order to bring in additional income or even turn it into a full-time career.

Caption This! Instagram 101

NEW!

\$20

Speaker: **Liesl Barrell**, Co-Founder of Third Wunder



Wednesday, December 6: 6:30 PM – 8:30 PM

Learn how to use Instagram to promote and showcase your work, with a breakdown of different features like Stories, Multiple Posts and more! We’ll analyze successful posts by other artists on the platform, and recommend a few complementary apps to get the most out of Instagram.

Pin Your Way to the Top: Using Pinterest to Leverage Your Art

NEW!

\$20

Speaker: **Liesl Barrell**, Co-Founder of Third Wunder



Wednesday, December 13: 6:30 PM – 8:30 PM

Pinterest is a highly visual platform that can help you plan and draw inspiration for artistic projects, as well as highlight your work. We’ll look at examples of other artists using Pinterest, and show you how to manage your boards and pins to make the most impact.



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.**

Connect: A Networking Event for Business-Minded Artists

FREE

Registration is required.

Speakers: **Damian Siqueiros**, Photographer
Nathon Kong, Founder of Nathon Kong
Ashley Gilmour, Independent Filmmaker

Wednesday, October 4: 6:00 PM – 8:30 PM

Participate in this free, unique networking opportunity to connect with like-minded artists, exchange ideas and interact with a community of business-minded creative souls from various artistic disciplines who want to make a living off their art.

While some artists may not be open to the idea of sharing an artistic vision, this event will help to dispel that theory and bring out the advantages of collaborating with others. Three of YES's creative alumni will be on hand to discuss their recent collaborative experience, merging photography, fashion and cinematography.

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, we're creating a fun and interactive tool 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 launch details.

Business Skills for Creative Youth

NEW!

FREE

For more information on eligibility or for more on this program, please visit us at www.yesmontreal.ca.

Business Skills for Creative Youth is a new program that helps support young (18-25) aspiring artists who aren't currently working or going to school to help them earn income from their art. This targeted, specialized support will help young artists who want to actively engage in the arts and gain essential life and business skills (including financial literacy, business skills, communication and time management).

Interested in knowing more? Attend one of our information sessions at the YES Centre on:

Monday, August 21: 11:00 AM – 12:00 PM

Thursday, August 24: 6:00 PM – 7:00 PM

Wednesday, August 30: 1:00 PM – 2:00 PM

Application deadline is **Sunday, September 3: 5:00 PM.**

ARTISTS



BUSINESS SKILLS FOR CREATIVE SOULS | OPEN TO ALL AGES

WORKSHOPS FOR ENTREPRENEURIAL ARTISTS

Sales & Marketing: Tips to Stay Connected with Your Clients

NEW!

\$20

Speaker: **Derek Roszkowski**,
Director of Sales & Marketing,
Communications Rosz



Tuesday, September 12: 6:30 PM – 8:30 PM

Virtually all businesses start small and grow, but a good marketing plan and sales strategy are key to how quickly and successfully you can scale up.

This workshop will draw on the practical experience of the presenter to illustrate effective ways to position your company against competition, and manage the growth of your client base as your company develops.

The Essentials of E-commerce

NEW!

\$20

Speaker: **Josef Azam**, Founder
& President, Design Shopp



Tuesday, September 19: 6:30 PM – 8:30 PM

There are a lot of different components to a successful e-commerce initiative. This presentation will provide you with an overview of the basics of e-commerce including what type of e-commerce website is best suited for certain businesses. See page 8 for more details.

MAXIMIZING VISIBILITY ON SEARCH ENGINES THROUGH SEO: TWO-PART SERIES

\$35 for the Two-Part Series

Part One: How to Increase Relevant Traffic and Leads to Your Site Through SEO



Tuesday, September 26: 6:30 PM – 8:30 PM

This training will help businesses, marketers, entrepreneurs, website owners, bloggers and startups to understand SEO strategies from the ground up. You will leave this workshop with a greater understanding of SEO, how to build relevant tags, how to get your business listed locally, and how to increase traffic and leads to your site. See page 9 for more details.

Part Two: How to Leverage Your SEO with Content Marketing



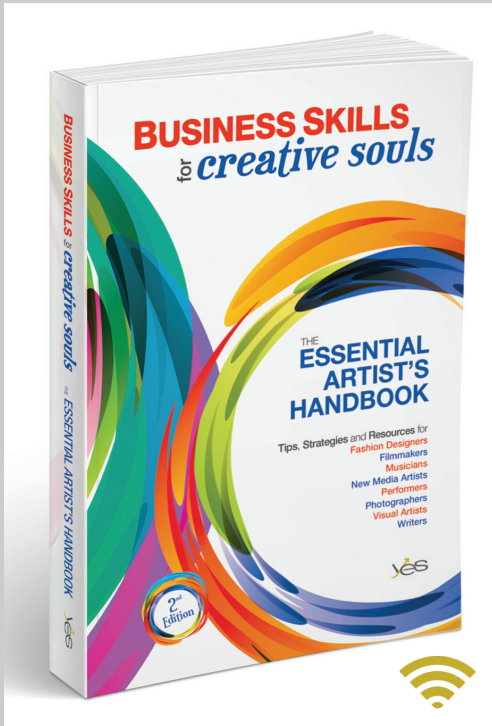
Tuesday, October 3: 6:30 PM – 8:30 PM

SEO and content marketing complement each other in the process of bringing relevant leads and visits to your sites. This session will capitalize on topics covered in part one and utilize a hands-on approach to show you how to create content using the latest technologies and trends; content that speaks to your target audience and that is unique to you. See page 9 for more details.



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!

YES has created an essential resource for artists who want to take their creative practice or business to the next level!

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.

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.

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



This symbol indicates that these services are also available online.

JOB SEEKERS



HELPING YOU LAUNCH YOUR CAREER | AGES 16 – 35



Looking for work and could use a little help to increase your chance of success?

Our professional employment counsellors have over 20 years of experience conducting strategic job search activities for youth and young adults aged 16 to 35 in Québec, and are ready to help you find the job or career you've been searching for.

For up-to-date information about our job search workshops and events, visit www.yesmontreal.ca. YES also offers beginner French courses for job seekers, translation services for résumés and cover letters, access to computers with internet, Wi-Fi, courtesy telephone, fax machine, photocopier, scanner, valuable online tools and resources, and an extensive job search library filled with essential resource materials for everyone's employment needs.

HOW DO I GET STARTED?

After first attending a **Jump-Start Your Job Search Information Session**, you will have access to **FREE** job search services such as:

- Individual Employment and Career Counselling
- Career Planning and Employment Strategies
- Job Search Workshops
- Mock Interviews
- Paid Internships
- And More...

Jump-Start Your Job Search Information Session

FREE



Registration starts at 1:15 PM.

Tuesdays and Fridays, 2:00 PM – 4:00 PM

The starting point to launch your job search!

When it comes to starting your job search, there's no time like the present. Start your search off on the right foot by attending this orientation session which will walk you through all of the available services, as well as provide information to help you navigate the job search process. You will also have the opportunity to ask questions about effective job search strategies and get tips on how to access the hidden job market and use social media in your job search.

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



* The Jump-Start Your Job Search Information Session 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.



JOB SEEKERS

CAREER DEVELOPMENT AND JOB SEARCH WORKSHOPS | AGES 16 – 35

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

Career Counselling

FREE

By appointment only.

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, our career counsellors can help you to develop a personal strategy and make informed choices. **Begin exploring your options by attending our Jump-Start Your Job Search Information Session** and meet with a career counsellor to discuss job search strategies.

Drop-In Sessions

FREE

By appointment only.

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

Have a quick question? YES offers 15-minute career advice drop-in sessions with a Job Search Counsellor five days a week. Registration for drop-in sessions starts at 11:00 AM on a first-come, first-served basis.

Self-Assessment

FREE

Pre-registration is required.

Wednesdays, 10:00 AM – 12:00 PM: Sept 6, Oct 18, Nov 29

Starting a career or exploring your options?

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.

Résumé Writing Workshop

FREE

Pre-registration is required.



Mondays, 10:00 AM – 12:00 PM:

Sept 11, Sept 25, Oct 16, Oct 30, Nov 13, Nov 27, Dec 11

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.

JOB SEEKERS



CAREER DEVELOPMENT AND JOB SEARCH WORKSHOPS | AGES 16 – 35

Interview Preparation Workshop

FREE

Pre-registration is required.

Mondays, 10:00 AM – 12:00 PM:

Sept 18, Oct 2, Oct 23, Nov 6, Nov 20, Dec 4

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 do's 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.

Wednesdays, 10:00 AM – 12:00 PM:

Sept 20, Oct 4, Oct 25, Nov 8, Nov 22, Dec 6

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. The practice clinic will examine and test your responses for both hard and soft skills, your tone and delivery and how you communicate throughout the interview process.

Leverage Your LinkedIn

FREE

Pre-registration is required.



Wednesdays, 10:00 AM – 12:00 PM: September 27, November 1

Have a LinkedIn profile but not getting the results you were hoping for?

Are you having trouble building your connections and finding your brand? This interactive workshop is designed to help job seekers move forward by introducing LinkedIn networking fundamentals and skills.

You will learn how to leverage your LinkedIn profile, build and grow your network, reach out to employers and communicate your brand effectively. Gain momentum in your job search and understand the strategies you need to make LinkedIn work for you!



This symbol indicates that these services are also available online.



NEW! NEWCOMERS EMPLOYMENT PROGRAM

Offering job search support services to English-speaking immigrants who are permanent residents of Quebec.

Are you looking for your first Canadian job, but face barriers due to a lack of local experience? We offer specialized job search workshops specifically tailored to newcomers, a mentorship program, and individual employment counselling to help you gain employability skills and achieve your professional goals.

Starting Your Job Search in Quebec

NEW!

FREE

Pre-registration is required.

Wednesday, September 13: 10:00 AM – 12:00 PM

Beginning a job search in a new country can be 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 gain momentum in their job search.

Understanding the Local Labour Market

NEW!

FREE

Pre-registration is required.

Wednesday, October 11: 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 Finding Techniques for Newcomers

NEW!

FREE

Pre-registration is required.

Wednesday, November 15: 10:00 AM – 12:00 PM

Job search practices and networking culture vary from country to country, and navigating a new labour market can be challenging. In Quebec, most professional opportunities are not advertised and accessing the hidden job market can be difficult, especially if you do not have the necessary job hunting techniques. This workshop will provide newcomers with crucial information, tools, and strategies needed to understand and be successful in the Quebec job market.

The Canadian Workplace: Cultivating Professional Relationships

NEW!

FREE

Pre-registration is required.

Wednesday, December 13: 10:00 AM – 12:00 PM

One of the labour market challenges that newcomers to Canada face is not having a professional or personal network. This workshop is designed to help newcomers understand the networking culture in Quebec and what they need to do to develop lasting professional relationships that will help them find jobs and start their careers.

JOB SEEKERS



THE TRAINING YOU NEED TO SUCCEED | OPEN TO ALL

TRAINING WITH THE EXPERTS SERIES

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.

Tips on How to Answer Tough Interview Questions

NEW!

\$20



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

Thursday, September 14: 6:30 PM – 8:30 PM

In the face of heavy competition for jobs and increasingly selective hiring processes, giving the right responses to tough interview questions can make or break your chances of landing that job.

This workshop focuses on helping you build the necessary skills and mindset to turn those tough interview questions into opportunities and present yourself in the best possible light. With tips on how to qualify your experience, highlight your strengths and turn your weaknesses into advantages, you will be able to develop the confidence to answer difficult interview questions and get that much closer to getting hired.

Public Service Commission of Canada

FREE

Pre-registration is required.



Speaker: **Angela Longo**,
Human Resources Advisor,
Public Service Canada

Monday, September 18: 2:00 PM – 4:00 PM

In this training 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.

Mastering the Art of Negotiation for Job Seekers

NEW!

\$20



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

Thursday, October 26: 6:30 PM – 8:30 PM

Do you find negotiations daunting and mistake them for confrontations?

During your job hunt, you may feel intimidated by the idea of negotiating anything, especially your salary, with your potential employer. In this workshop, we will share realistic tips and tricks to help you recognize and build the skills you will need to negotiate in a professional manner. Not only will you be able to reach your goals with confidence, but you will also be able to demonstrate your new communication and interpersonal skills to your potential employer.



JOB SEEKERS

THE (PAID) EXPERIENCE YOU NEED TO SUCCEED

TRAINING WITH THE EXPERTS SERIES

Enhance Your Job Search with Social Media

NEW!

\$20



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

Thursday, November 23: 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 about and 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.

NEW! SKILLS LINK YOU TO SUCCESS PROGRAM

Paid Work Experience Program

FREE*

*Certain criteria apply. All accepted participants will be paid minimum wage for the full length of the program and must commit to the full 20 week program.

SKILLS
LINK YOU TO SUCCESS

Are you between 18 to 30 years of age and looking for work? Out of School and Don't Know if You're Going Back? Lacking a Canadian University Degree or Specialized Training? Motivated to Work but Don't Know Where to Start?

We understand your situation and challenges, and are able to help. Skills Link You to Success starts with an **eight-week PAID training course** which will help you gain employment skills, improve your digital literacy, master job interview skills, align your values and goals, and expand your network and connections.

This training is followed by a **three-month PAID work experience** in Montreal. You will be placed into an entry level job for a period of 12 weeks where you will receive on-the-job training and the opportunity to build up your experience.

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

Next session begins: **January 2018**

 This symbol indicates that these services are also available online.

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 binders. 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 a career 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? We have added a new, online platform to our Mentorship Services 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 30 for additional details.

 This symbol indicates that these services are also available online.



JOB SEEKERS

CAREER SERVICES AND PROGRAMS

French for Job Seekers

\$75

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

These are four-week courses, held twice a week.

*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. Gain confidence contacting employers.

This course 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: September 26 to October 20

Session 2: November 7 to December 1

PAID Internship Program in Partnership with Employment and Social Development Canada

This Paid Internship Program provides recent, post-secondary graduates with their first career experience within their field of study.

Through on-the-job training, selected candidates will be placed in a professional business setting where they will learn practical skills and successfully integrate into the Quebec job market. To apply, please visit our website at www.yesmontreal.ca.

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. **308** 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. **308** 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.



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 5 for additional details.

For Artists: Jump-Start Your Art and Financing Options

FREE



Mondays, 1:30 PM – 3:30 PM

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 15 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.

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 Information Session is available online exclusively to Quebecers who reside off the island of Montreal. See page 22 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



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.

FREE



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.

Tune In To YES¹¹ Fundraising Event

Wednesday, October 18

Location: **St-James Theatre**, 265 St Jacques

Want to have fun and help change someone's life at the same time?

Mark your calendars for Wednesday, October 18th, for our annual Tune In To YES fundraiser. Join us at the St-James Theatre for an evening of fun and entertainment featuring an amazing silent auction, complimentary food, wine, beer and live music. We kindly invite our community, friends and supporters to attend this important event and raise awareness of the many services we provide to Quebec's job seekers, entrepreneurs and artists.

Visit www.yesmontreal.ca or www.tuneintoyes.com for tickets and details.

Over 4,000 Reasons to Donate to YES

For more information on our fundraising efforts, please contact **Iris Unger** at **514-878-9788 ext. 301** or iu@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.



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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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