



JOB SEARCH CAREER COUNSELLING GRANTS
MENTORSHIP AND INTERNSHIP WORKSHOPS ACC
ENTREPRENEURSHIP NETWORKING CO
ARTISTS' COACHING BUSINESS COACHING CO
WOMEN IN TECHNOLOGY ONLINE SERVICES
START HERE



Winter/Spring 2013
PROGRAM BOOK

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The centre is open, **free** of charge, to everyone on a drop-in basis from Monday to Friday, 9:00 AM–5:00 PM for use of the computers, phone, internet, Wi-Fi, fax machine, resource library and access to job postings. No appointment is necessary.

Schedules and workshop speakers are subject to change. 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

WORKSHOP HOURS: Monday to Friday, 9:00 AM-8:30 PM. The YES centre is closed on all statutory holidays.

Our daytime workshops are available on a drop-in basis or by pre-registration. Workshops are limited to 35 participants and fill up quickly; pre-registration is strongly recommended. Please call us for details or to register. Pre-registration is **mandatory** for all evening and online workshops. Late arrivals for workshops will not be admitted as they are disruptive to the group. Where there is a fee for a workshop you may register in person, online at www.yesmontreal.ca, by mail, by fax or by phone. Payments can be made using cash, cheque or credit card. For registration information, please call **514-878-9788**.

Cancellation Policy: Cancellations for any workshop series and 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.** As wait lists can be quite long, if you are unable to keep an appointment with a counsellor, artist or business coach, you must advise us at least one business day in advance. If you are more than 10 minutes late for your appointment, you will be required to reschedule. We reserve the right to deny future services for reasons including failure to respect the client code of conduct (displayed in the YES centre). Workshop speakers can change without notice.

Artist, Entrepreneurship and Women in Technology Services: For a **one-time** \$20 file activation fee you will have unlimited access to one-on-one specialized services including coaching, legal clinics and accounting clinics. You will be exempt from this fee if you are receiving social assistance at the time of your appointment, proof must be provided. To cancel or reschedule an appointment, you must provide at least one business day's notice. A \$5 fee to reactivate your file will be charged in the event that insufficient cancellation notice is provided. After two years of inactivity, your coaching file will be closed.

For more information call 514-878-9788. Register for the YES e-newsletter on our website at www.yesmontreal.ca

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Donate online at www.yesmontreal.ca or by phone at **514-878-9788**.

As a not-for-profit organization, **YES Montreal (Youth Employment Services)** enriches the community by providing English language support services to help Quebecers find employment and start businesses.

Job Search Program

FOR YOUTH AGED 16 TO 35. The Job Search Program includes daytime and evening workshops, individual career counselling, career testing services, paid internship programs, French courses, cover letter and résumé translation, a mentorship program, online job postings, networking opportunities, a resource library, and free phone, internet, Wi-Fi and computer access.

Entrepreneurship Program

OPEN TO ALL AGES. The Entrepreneurship Program offers daytime and evening workshops, one-on-one business coaching, consultations for small business, interactive online video services, legal and accounting clinics, as well as a mentorship program, access to a resource library, and free phone, internet, Wi-Fi and computer access. YES has a comprehensive resource guide entitled ***The Montreal Entrepreneur's Guidebook*** which is available for purchase at the centre. YES also hosts the annual **YES Entrepreneurship Conference** each spring, the largest English-language event of its kind in Quebec.

Artists' Program

OPEN TO ARTISTS OF ALL AGES AND DISCIPLINES. The Artists' Program offers a range of services to help artists develop entrepreneurial skills, strategies and tools to build successful and economically viable careers. In-house and on-line services include one-on-one sessions with a dedicated artists' coach; thematic workshops by industry professionals; mentorship services; consultations with career counsellors, business coaches, accounting professionals, legal interns, access to a resource library, and free phone, internet, Wi-Fi and computer access. Program offerings include two special events: the **YES Art Expo** and the annual **Business Skills for Creative Souls Artists' Conference**, and our handy ***Business Skills for Creative Souls: The Montreal Artists' Handbook***, a must-have resource guide for artists of all disciplines.

Women in Technology Program

OPEN TO WOMEN OF ALL AGES. The Women in Technology Program offers a range of services specifically geared to women who are interested in exploring a career in technology or looking to start-up their technology-based venture. In-house and online services include one-on-one sessions with a specialized dedicated coach; thematic workshops by industry professionals; mentorship services; networking opportunities; consultations with career counsellors, business coaches, accounting professionals, legal interns; access to a resource library, and free phone, internet, Wi-Fi and computer access.

Mentorship Program

OPEN TO ALL AGES. The YES Mentorship Program facilitates career employment and business development in Quebec. Mentees are matched with experienced professionals who can provide support, guidance and encouragement. The program is goal-based, which means that mentees work toward achieving specific career or business goals established at the start of the relationship.

JOB SEARCH PROGRAM

YES IS DEDICATED TO HELPING YOU LAUNCH YOUR CAREER



The YES Job Search Program is designed for those aged 16 to 35 who are looking to jump-start their careers or return to school. Offering over 260 workshops annually, professional employment and career counsellors facilitate and guide participants in strategic job search activities and provide individual counselling.

YES offers an intensive French course for job seekers, translation services for résumés and cover letters, free access to our computer lab with internet, Wi-Fi, fax machine, photocopier, scanner and courtesy telephone. YES also has an extensive job search library with all of the essential resource materials for everyone's employment needs. Updates and additions to our job search workshops and events are available at www.yesmontreal.ca.

After attending a Jump-Start Your Job Search Orientation Session to find out all that YES offers and learn basic job search skills, 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
- Internships
- Career Mentorship Program

In addition to scheduled appointments, YES offers 15 minute drop-in sessions with a job search counsellor, every Monday to Friday from 12:00 PM–1:00 PM.

Please note: Late arrivals will not be admitted to workshops. If it is your first time visiting YES, please arrive at least **15 minutes before the workshop**. Nominal charges as indicated may apply for some services.

Tuesday & Friday afternoons, 2:00 PM–4:00 PM

Participants will be given an overview of the services and resources available at YES as well as several key concepts and methods of the job search process. Facilitators will guide participants through group activities and discuss approaches that will help job-seekers access the hidden job market.

In order for us to match you with the most appropriate services available at YES, attendance at one orientation session is mandatory.

Jump-Start Your Job Search Orientation Session

Cost: **FREE**

Registration from 1:15 PM.

JOB SEARCH PROGRAM

Résumé Workshop

Cost: **FREE**
Pre-registration is required.*

Monday mornings, 10:00 AM–12:00 PM:
Jan 7, Jan 21, Feb 4, Feb 18, Mar 4, Mar 18, Apr 8, Apr 22,
May 6, May 27, June 10, Jul 8, Jul 22, Aug 5, Aug 19

Participants will focus on learning the techniques to effective and strategic résumé writing. Through a series of group and written activities, participants will highlight their qualifications, skills and achievements to target specific job requirements successfully. Participants are encouraged to bring a copy of their current résumé to the workshop.

Interview Workshop

Cost: **FREE**
Pre-registration is required.*

Monday mornings, 10:00 AM–12:00 PM:
Jan 14, Jan 28, Feb 11, Feb 25, Mar 11, Mar 25, Apr 15, Apr 29,
May 13, June 3, June 17, Jul 15, Jul 29, Aug 12, Aug 26

This workshop helps participants focus on identifying their skills and linking relevant experiences through a series of exercises. Participants will learn the dos and don'ts of interviews and apply methods to successfully prepare for upcoming interviews.

Self-Assessment

Cost: **FREE**
Pre-registration is required.*

Wednesday mornings, 10:00 AM–12:00 PM:
Jan 9, Jan 23, Feb 6, Feb 20, Mar 6, Mar 20, Apr 3, Apr 17,
May 1, May 15, June 12, June 26, Jul 10, Jul 24, Aug 7, Aug 21

Learn how your interests, skills, values, and beliefs can be used to focus on career options. By participating in self-assessment activities, you will clarify your work preferences and explore which career paths best suit you. Participants will be encouraged to discuss their core beliefs through group discussion.



*In order to participate in these workshops, participants must first attend a Jump-Start Your Job Search Orientation Session. For more information, please call **514-878-9788** or visit us online at www.yesmontreal.ca.

JOB SEARCH PROGRAM

NEW!

Networking through Social Media

Cost: **FREE**

Pre-registration is required.*

Wednesday mornings, 10:00 AM–12:00 PM:

Jan 16, Jan 30, Feb 13, Feb 27, Mar 13, Mar 27, Apr 10, Apr 24, May 8, May 22, Jun 5, Jun 19, July 3, July 17, Aug 14, Aug 28

You don't have a network? You don't know how to get one, or you've tried but it's not working? This workshop is designed to help the job seeker move forward by introducing networking fundamentals and skills. Participants will learn strategies for networking through social media such as creating their own digital footprint and their brand in addition to learning how to leverage their LinkedIn profile and Twitter account.

Career Testing Services

Pricing is on a sliding scale.

Please call **514-878-9788** for details.

Career testing services at YES offer two standardized tests 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.

Internship Program

Through on-the-job training, this paid internship program's objective is to provide selected candidates with the opportunity to learn practical skills, help ensure successful integration into the job market, and gain meaningful work experiences within their field. Interested candidates must come to the centre to fill out an application form and attach a letter of intent along with their résumé. Participation in this program is based on funding availability. Only eligible candidates will be contacted. Please visit our website **www.yesmontreal.ca** for more information.

Career Mentorship

In this program, career mentees and mentors collaboratively work towards achieving specific career goals that are established at the start of the relationship. Offering support, encouragement, and career strategies, mentoring under the Career Mentorship Program requires an investment of time and a commitment to personal development. Mentees and mentors under the YES Career Mentorship Program must commit to meeting in person at least once a month for a period of six months (please see page 23 for details).

*In order to participate in this workshop, participants must first attend a Jump-Start Your Job Search Orientation Session. For more information, please call **514-878-9788** or visit us online at **www.yesmontreal.ca**.

JOB SEARCH PROGRAM

Career Exploration Workshop Series

Cost: **\$20 each**

Pre-registration is required.

The Career Exploration Workshop Series is designed to provide participants with an opportunity to meet industry professionals in an interactive, small-group setting. In each of these workshops, professionals from specific sectors will discuss labour market trends and the skills needed to succeed. An interactive question and answer period will follow each discussion.

Thursday evenings: 6:30 PM–8:30 PM:

Careers in Fundraising: January 31

Careers in Video Game Production & Design: February 28

NEW!

Marketing Yourself

Cost: **\$20**

Pre-registration is required.

Speaker: **Jordan LeBel, PHD**,
Associate Professor

Department of Marketing
John Molson School of Business

Thursday, May 30: 6:30 PM–8:30 PM

Marketing yourself is fast becoming an essential skill in today's employment landscape, regardless of your chosen career path. We market ourselves every day and through our interactions and communications with others we have the opportunity to persuade and influence them to try and/or buy our product or our services. Building on his award-winning online course, the presenter will offer time-tested marketing concepts with tips and tools that you can use to promote your knowledge, skills, and experience to potential employers, investors, or clients.

French for Job Seekers

Cost: **\$75**

Pre-registration is required.*

This is a four-week course,
held twice a week.

This intensive, four-week course is specifically designed for students with a basic knowledge of the French language. Emphasis will be placed on improving conversational skills in a business context while focusing on grammar and vocabulary. Participants will also have an opportunity to work on their cover letter and to participate in mock interviews.

Tuesday & Friday mornings: 9:30 AM–12:30 PM:

Session 1: January 22 – February 15

Session 2: February 26 – March 22

Session 3: April 2 – April 26

Session 4: May 7 – May 31

Résumé & Cover Letter Translation

Please call **514-878-9788** for pricing.

Have your résumé and cover letter professionally translated from English to French. Submit your electronic document to **info@yesmontreal.ca** and your translation will be ready within seven to ten business days.

*YES reserves the right to cancel a course if there are fewer than 12 participants.

ENTREPRENEURSHIP PROGRAM

YES IS DEDICATED TO HELPING YOU AND YOUR BUSINESS SUCCEED

Our workshops and seminars are designed to give you the information that you need to take your idea or business to the next level.

YES' Entrepreneurship Program offers workshops and support that will help you refine your ideas, start or grow your business and locate the resources you need to succeed. Pre-registration is required for all online workshops and some on-site workshops. Entrepreneurship clients visiting YES will have free access to a computer lab with internet including Wi-Fi and have access to a fax machine, photocopier, scanner, telephone and resource library filled with the latest magazines and books. Updates and additions to our entrepreneurship workshops and events are available at www.yesmontreal.ca.

Jump-Start Your Business Orientation Session

Cost: **FREE** (Handouts: \$2)



Wednesday afternoons, 1:30 PM–2:30 PM

Thinking of starting a business? Find out about the services and resources offered to you as a client of YES. 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. Get a glimpse at what it takes to be an entrepreneur, gather your facts and get ready to jump-start your business.

Grants and Loans Information Session

Cost: **FREE** (Handouts: \$2)



Wednesday afternoons, 2:30 PM–3:30 PM

By attending a Grants and Loans Information Session you will learn about funding options available through YES. 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.

Drop-in business coaching services are available every Wednesday from 2:00 PM–4:00 PM for a 15-minute session. For this service, you are not required to pay a fee to open a file. Appointments are on a first-come, first-served basis.

NEW!

Entrepreneurs Anonymous

Cost: **\$20**
Pre-registration
is required.



Wednesday afternoons, 3:30 PM–4:30 PM: Jan 30, Feb 27, Mar 27, Apr 24, May 29

Led by a YES Business Coach, this monthly focus group will act as a peer-to-peer support tool for entrepreneurs. Attendees will share their challenges and receive guided support from the group in an intimate setting, over the 5-month period.

Please note: Late arrivals will not be admitted into workshops. **For first-time visits to YES, please arrive at least 15 minutes before the workshop.** Nominal charges as indicated may apply for some services.

For our online services, pre-registration is required and all workshop times are in Eastern Standard Time.

ENTREPRENEURSHIP PROGRAM

OUR EXPERTISE AT YOUR SERVICE

Entrepreneurship Networking Event

Cost: **FREE**
Pre-registration is required.



Monday evening, January 28: 6:30 PM–8:30 PM

This networking event will help you to develop and practice your essential “people skills” by allowing you to present and discuss your projects and plans with other entrepreneurship clients.

Tax Tips for Individuals in Business

Cost: **\$20**
Speakers: **Nancy Dandan**,
Accountant, Nexia Friedman
Sam Lackman, Accountant,
Nexia Friedman



Monday evening, February 18: 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.



NEW! Meet the Experts: Access to New Markets

Cost: **\$20**
Speaker: **José Miguel Fernández-Busto**,
International Business Strategist



Monday evening, April 8: 6:30 PM–8:30 PM

Who are your clients today? And more importantly, who will they be tomorrow? If you want to grow your enterprise, or are thinking of starting a new business, you need to identify your future markets, whether they be local or international. In this workshop, you will get direction on how to identify and target future customers as well as tools on how to access and acquire new markets to help you grow your revenue.

YES/CYBF Loan Program

YES is a proud partner of CYBF (The Canadian Youth Business Foundation). The CYBF provides start-up 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 start-up financing from CYBF 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 **Grants & Loans Information Session** (see page 8 for details).

Entrepreneurship Mentorship Program

The YES Entrepreneurship Mentorship Program aims to increase the success rate of start-up entrepreneurs by providing access to the knowledge and expertise they need to make good business decisions on their own. Entrepreneurs are matched with experienced business professionals who can provide support, guidance and encouragement (see page 23 for details).

ENTREPRENEURSHIP PROGRAM

OUR EXPERTISE AT YOUR SERVICE

Business Coaching Sessions

Cost: **FREE***

By appointment only.

To book an appointment for business coaching services, please call **514-878-9788 ext. 316.**



We provide one-on-one support as you start, grow or expand your business. Our business coaching services will support you by providing answers to your business questions and guide you towards success. We 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

Drop-in business coaching services are available every Wednesday from 2:00 PM–4:00 PM for a 15-minute session. For this service, you are not required to pay a fee to open a file. Appointments are on a first-come, first-served basis.

Consultations for Small Business

Cost: **\$75**

For a flat rate of \$75, have a YES Business Consultant come to your existing place of business, on an ongoing basis, for a period of three months. Our YES Business Consultants can provide you with information and tips on how to grow your business and identify opportunities for improvement. Businesses must be operational, established and located on the Island of Montreal. For more information please call **514-878-9788 ext. 323.**

Accounting Clinic For Entrepreneurs

Cost: **FREE***

By appointment only.**



In this monthly clinic, professional accountants from Nexia Friedman are available to provide you with information and answers to any accounting questions you may have. Get advice on accounting issues such as record keeping, business valuations, financial statements and business taxes.



Legal Information Clinic For Entrepreneurs

Cost: **FREE***

By appointment only.**



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

*For a **one-time \$20** entrepreneurship file activation fee you will have unlimited 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. Please see page 2 for details on our cancellation policy.

**A referral from a YES Business Coach is required before obtaining this service.

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Donate online at www.yesmontreal.ca or by phone at **514-878-9788.**

ENTREPRENEURSHIP PROGRAM



START YOUR OWN BUSINESS SEMINAR SERIES

This four-week seminar is suitable for both novice entrepreneurs and those wishing to increase their business knowledge. Professionals and specialists in the field will teach you the theories behind getting your business started. Webcast services are available to our clients in Montreal and the surrounding Quebec regions. **This series sells out quickly. Register now!**

Tuesday evenings, 6:30 PM–8:30 PM

Cost: **\$70** for the series (4 Seminars) or
\$100 for the series including the *Montreal Entrepreneur's Guidebook*

1 Research Your Market and Market Your Business

Speakers: **Ron Abraira**,
 John Molson School of Business
Ray Busbridge, Past Sales Director,
 Maple Leaf Foods

This is an all-inclusive look at the fundamentals of both market research and marketing. It is a must for anyone who is pursuing their own business. As a crucial first step in any business venture, market research will help you to define your market, help you position yourself within that market and identify your competition. Also learn about the basic elements of marketing, including advertising, pricing and distribution to help promote your business.

2 Legalities and Locations

Speakers: **Luciano D'Iorio**, President,
 Terramont Real Estate
Paul Dery-Goldberg, Lawyer,
 Spiegel Sohmer

More often than not, entrepreneurs tend to jump too quickly into the competition and it's them and their companies that ultimately pay the price. Some of the key issues affecting new entrepreneurs are the legal implications of starting a new business and "location, location, location." Get clear on the legal concepts when opening a business and get the inside information from our real estate and legal experts on when to work from home, rent or buy. This workshop lays the groundwork to creating a winning start-up strategy.

3 Financing Your Business

Speakers: **Simon Restall**, Director,
 Small Business Development, Quebec &
 Eastern Ontario Region, Scotiabank
 & a YES Business Coach

You can't afford to miss this one; it could be worth money in the bank! Learn about the sources of funding that are available and the critical aspects to financing your business start-up.

4 The Business Plan: A Roadmap to Success

Speaker: **Marvin Garellek**, President & CEO,
 Internet Capital Bulletin Board

Don't miss out! This seminar will give you insight into what a business plan is, why you need one, and where to go to get the help you need before you seek financing.

Topic:	Series 1:	Series 2:	Series 3:
1. Research Your Market and Market Your Business	January 15	February 26	April 16
2. Legalities and Locations	January 22	March 5	April 23
3. Financing Your Business	January 29	March 12	April 30
4. The Business Plan: a Roadmap to Success	February 5	March 19	May 7

ENTREPRENEURSHIP PROGRAM

TOOLS FOR YES CLIENTS & ALUMNI

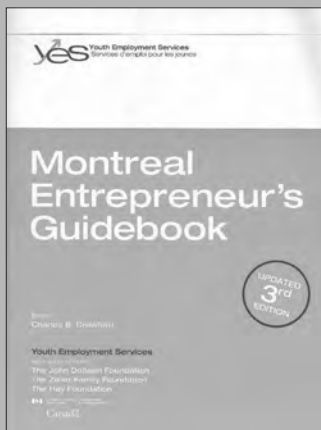
YES Client Directory: Entrepreneurs at Work

Get connected with fellow entrepreneurs. The YES Entrepreneurs' Board offers an opportunity for YES entrepreneurship clients to post their business cards in our centre, in order to advertise their products and services. Post on our board for free.

YES E-Directory: Entrepreneurs in Business

YES offers a free marketing tool on our website for entrepreneurship clients to promote their services and products. The YES E-Directory is an online directory of our clients' businesses and contact information. Anyone can have access to this virtual resource and learn about the services and products that YES clients have to offer. For more information please contact us at **514-878-9788**.

THE YES MONTREAL ENTREPRENEUR'S GUIDEBOOK, 3rd EDITION



This Guidebook provides entrepreneurs with a detailed roadmap outlining the steps involved in starting a business. It is used by several Montreal area educational institutions, including Concordia and McGill Universities.



Part 1, the "Entrepreneurial Roadmap", takes you through eight steps that will help you reach your dream, featuring expert advice, insight, checklists, references, real-life entrepreneurial examples, self-evaluation, finding business opportunities, conducting effective market research, writing winning business plans, finding the money to finance your venture and helpful hints on running a successful venture. These articles are reprinted from almost 100 sources.

Part 2, the "Entrepreneurial Resource Guide", is a comprehensive listing of local non-profit, community and government organizations that provide valuable advice and assistance on everything from market research to business planning to financing.

Cost: **\$40** (taxes included/shipping not included)

Save \$10 on the cost of the guidebook if purchased while opening your Entrepreneurship client file or signing up for a workshop series.

WOMEN IN TECHNOLOGY

DEDICATED TO HELPING WOMEN REALIZE AND REACH THEIR POTENTIAL IN THE TECH INDUSTRY

WOMEN IN TECHNOLOGY

YES has launched an exciting new program to support and encourage women entering tech careers and starting businesses within tech industries. YES now offers support services designed with the unique needs of women in technology in mind, ranging from networking opportunities, career counselling, business coaching, thematic workshops, mentoring and much more. Many of these services are also available online.

To best meet the diverse and particular needs of our Women in Technology clients, this program works closely with the YES Entrepreneurship, Job Search and Mentorship programs, which also offer specialty coaching, workshops and other services that may be pertinent to women in technology.

YES will be collaborating with  to offer workshops and services.

NEW!

WordPress for Blogging & Content Management

Cost: **\$20**

Pre-registration is required.

Speaker: **Kathryn Presner**,
Happiness Engineer
at Automattic

Also
Available
Online

Monday evening, February 25: 6:30 PM–8:30 PM

This workshop delves into WordPress from a beginner's point of view, exploring how it lets you easily and efficiently manage all kinds of sites, from personal blogs to a corporate web presence. Using unintimidating language, we'll explore the fundamental concepts of WordPress from themes to widgets and plugins. We'll look at the difference between WordPress.com and self-hosted WordPress.org sites, and go spelunking in the administration area to explore how to manage your site.

NEW!

Inbound Marketing: Developing Your Content Strategy to Attract Your Ideal Customer

Cost: **\$20**

Pre-registration is required.

Speaker: **Sandy Sidhu**,
Online Marketing Consultant,
SandySidhu.ca

Also
Available
Online

Monday evening, May 13: 6:30 PM–8:30 PM

Drawing attention to your business doesn't always have to involve the more traditional methods of marketing and advertising. In this workshop, join our guest speaker who will demonstrate the pros of inbound marketing. Defined as a method of attracting customers through blogs, newsletters, social media etc., inbound marketing is proven effective for those who are willing to earn their target's attention over a period of time. Those interested in a career in inbound marketing might also see this as a good opportunity to learn more about this lucrative field.

WOMEN IN TECHNOLOGY

CAREER PROGRAM FOR WOMEN IN TECHNOLOGY

Women in Technology Career Orientation Session

Cost: **FREE**



**Thursday afternoons, 2:00 PM–4:00 PM:
January 31, March 28, May 23**

Looking to launch a new career in technology and not sure where to start? Want to find out about job opportunities in the sector? This orientation session is specifically geared to women who are interested in exploring a career in IT-related industries including web and software development, gaming, new media, animation and a host of other fields.

Participants will be given an overview of the services and resources available at YES as well as an opportunity to explore the range of rewarding and exciting career options that exist for women in these fields. Facilitators will also outline several key concepts and methods of the job search process and help job-seekers access the hidden job market.

Career Counselling for Women in Technology

Cost: **FREE**



Whether you are deciding on a career, starting a career, changing careers or upgrading your career skills, our career counsellors can help you develop a personal strategy and make informed career choices.

Begin exploring your options by attending a 15-minute drop-in session in person, Monday to Friday from 12:00 PM–1:00 PM, and meet one-on-one with a career counsellor to discuss job search strategies or have your résumé reviewed. Pre-registration is not required and appointments are on a first-come, first-served basis.

Following the drop-in session, arrangements can be made for ongoing counselling sessions both in person or online.



Please note: Late arrivals will not be admitted into workshops. **If it is your first time visiting YES, please arrive at least 15 minutes before the workshop.** For our online services, pre-registration is required and all workshops times are in Eastern Standard Time.

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Donate online at www.yesmontreal.ca or by phone at **514-878-9788**.

WOMEN IN TECHNOLOGY

CAREER PROGRAM FOR WOMEN IN TECHNOLOGY

Women in Tech Clinics

Cost: **FREE***
By appointment only.



Women in Tech Clinics is a series conducted by industry professionals in the fields of technology and is open to female job-seekers and entrepreneurs. Make a one-on-one appointment with our guest coaches to gain relevant guidance from savvy women in the know who can advise you on your entrepreneurial efforts and/or give constructive advice to apply to your job search strategies.

For availability, please call **514-878-9788 ext. 316** or visit www.yesmontreal.ca

Women in Technology Career Exploration Workshop Series

Cost: **\$20 each**
Pre-registration is required.



The Women in Technology Career Exploration Workshop Series is designed to provide participants with an opportunity to meet industry professionals in an interactive, small-group setting. In each of these workshops, professionals from specific sectors will discuss labour market trends and the skills needed to succeed. An interactive question and answer period will follow each discussion.

Thursday evenings: 6:30 PM–8:30 PM:

Careers in Web Design & Development: March 21
Careers in Fashion Technology & E-Commerce: April 25

Transferable Skills for Women in Technology

Cost: **FREE**
Pre-registration is required.



Thursday mornings, 10:00 AM–12:00 PM: February 14, April 11

Understanding transferable skills is key to optimizing your career opportunities within the tech industry particularly if you are looking for your first job, changing careers or don't have relevant work experience related to the job you want. This workshop will define what transferable skills are, how to identify them and how to promote these skills to employers.

Women in Technology Career Mentorship

Cost: **FREE**



YES offers a one-on-one mentorship program designed to assist high-potential women in their career advancement. The YES Women in Technology Career Mentorship Program matches females who are serious about a career in technology with industry professionals for support, encouragement and career guidance. Mentees and mentors must commit to meeting in person at least once a month for a period of six months (please see page 23 for more details).

Mentorship candidates must be referred by a YES Career Counsellor.

Please note: Late arrivals will not be admitted into workshops. **If it is your first time visiting YES, please arrive at least 15 minutes before the workshop. For our online services,** pre-registration is required and all workshops times are in Eastern Standard Time.

WOMEN IN TECHNOLOGY

ENTREPRENEURSHIP PROGRAM FOR WOMEN IN TECHNOLOGY

Women in Technology Entrepreneurship Orientation Session

Cost: **FREE**



Thursday afternoons, 1:30 PM–3:00 PM: February 28, April 25, June 27

Thinking of starting your own business? Get a glimpse at what it takes to be an entrepreneur, gather your facts and get ready to jump-start your tech business. This workshop will outline the services and resources available to help emerging women entrepreneurs start and grow their innovative technology-focused businesses. Learn about different financing options, get guidance on where and how to access funding, and find out where to go to network with the right people.

Specialized drop-in services follow these sessions from 3:00 PM–4:00 PM.

Business Coaching for Women in Technology

Cost: **FREE***

For appointments,
call **514-878-9788 ext. 316**



Whether you are exploring an idea, planning your business, or already running your own business, take advantage of our one-on-one support specifically geared towards women entrepreneurs starting up technology-based ventures. Our specialized dedicated coach with over 25 years of high tech business experience can work with you to meet your individual needs. Your first initial consultation is free*

Drop-in business coaching services are also available every Wednesday from 2:00 PM–4:00 PM for a 15-minute session. For this service, you are not required to pay a fee to open a file. Appointments are on a first-come, first-served basis.

Small Business Consultations for Women in Technology

For a flat rate of \$75, have a YES Business Consultant come to your existing place of business, on an ongoing basis, for a period of three months. Our YES Business Consultants can provide you with information and tips on how to grow your business and identify opportunities for improvement. Businesses must be operational, established and located on the Island of Montreal. For more information please call **514-878-9788 ext. 323**.

Women in Technology Entrepreneurs CYBF Loan Program

YES is a proud partner of The Canadian Youth Business Foundation, which is a foundation that provides start-up financing, mentoring and educational resources that empower young Canadians to start and expand their business. With the support of YES' Business Coaches, women entrepreneurs in technology and technology-related fields will have a unique opportunity to apply and gain financing from CYBF for their initiatives. For more information, attend the weekly Grants & Loans Information Session or attend the weekly Business Coaching Drop-In Session (no file activation required).

*First-time business coaching appointments are free. After your first appointment, you will have unlimited access to further business coaching and specialized services for a **one-time \$20** file activation fee. You are exempt from this fee if you are receiving social assistance at the time of your appointment, proof must be provided.

16 ■ It starts with you... Please give generously.

Donate online at www.yesmontreal.ca or by phone at **514-878-9788**.

ENTREPRENEURSHIP PROGRAM FOR WOMEN IN TECHNOLOGY

Women in Technology Entrepreneurship Mentorship

Cost: **FREE**



YES offers a one-to-one mentorship program designed to assist women entrepreneurs in the development of new technology-based ventures. The YES Women in Technology Entrepreneurship Mentorship Program connects female entrepreneurs with experienced business professionals for support, guidance and encouragement. The entrepreneurship mentees work with their mentors at the onset of the relationship, where they establish the specific goals they are going to achieve. **Mentorship candidates must be referred by a YES Business Coach.**

Accounting Clinic For Entrepreneurs

Cost: **FREE***
By appointment only.**



In this monthly clinic, professional accountants from Nexia Friedman are available to provide women entrepreneurs with information and answers to any accounting questions you may have. Get advice on accounting issues such as record keeping, business valuations, financial statements and business taxes.



Legal Information Clinic For Entrepreneurs

Cost: **FREE***
By appointment only.**



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

YES Client Directory: Entrepreneurs at Work

Get connected with fellow entrepreneurs. The YES Entrepreneurs' Board offers an opportunity for YES entrepreneurship clients to post their business cards in our centre, in order to advertise their products and services. Post on our board for free.

YES E-Directory: Entrepreneurs in Business

YES offers a free marketing tool on our website for entrepreneurship clients to promote their services and products. The YES E-Directory is an online directory of our clients' businesses and contact information. Anyone can have access to this virtual resource and learn about the services and products that YES clients have to offer. For more information please contact us at **514-878-9788**.

*For a **one-time \$20** file activation fee you will have unlimited access to our specialized services. You are exempt from this fee if you are receiving social assistance at the time of your appointment, proof must be provided. Please see page 2 for details on our cancellation policy.

**A referral from a YES Business Coach is required before obtaining this service.

It starts with you... Please give generously. ■ 17

Donate online at www.yesmontreal.ca or by phone at **514-878-9788**.

ARTISTS' PROGRAM

BUSINESS SKILLS FOR CREATIVE SOULS

The YES Artists' Program is open to artists and artist-entrepreneurs of all ages and artistic backgrounds. The program supports and accompanies artists in the development of entrepreneurial skills, strategies and tools to help turn their artistic passion into an economically viable profession. To best meet the diverse and particular needs of our artist clients, this program works closely with the YES Entrepreneurship, Job Search and Mentorship programs, which also offer specialty coaching, workshops and other services that may be pertinent to artists.

Jump-Start Your Art / Artists' Grants & Loans Information Session

Cost: **FREE** (Handouts: \$2)

Please Note: Clients wishing to obtain one-on-one artist coaching services must first attend this free workshop.



Thursday afternoons, 1:30 PM–3:30 PM:

**Jan 10, Jan 24, Feb 7, Feb 21, Mar 7, Mar 21, Apr 4, Apr 18,
May 2, May 16, May 30, Jun 20, Jul 18, Aug 15**

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.

After the workshop, there will be the opportunity for a one-on-one consultation session to establish the YES resources that best suit your needs.

Coaching Sessions for Artists

Cost: **FREE***

By appointment only.

To book an appointment with an Artists' Coach, call **514-878-9788 ext. 314**.



15-minute drop-in artist coaching sessions are also available on a first-come, first-served basis. This service does not require you to pay the file activation fee.

One-on-one sessions with a dedicated artists' 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. Guidance and support is offered in the following areas:

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

15-minute drop-in coaching sessions, Thursdays, 2:00 PM–4:00 PM:

**Jan 17, Jan 31, Feb 14, Feb 28, Mar 14, Mar 28, Apr 11, Apr 25,
May 9, May 23, Jun 6**

Please note: Late arrivals will not be admitted into workshops. **If it is your first time visiting YES, please arrive at least 15 minutes before the workshop.** Nominal charges may apply for some services. **For our online services,** pre-registration is required and all workshop times are in Eastern Standard Time.

*Clients wishing to obtain specialized artists' and entrepreneurial services including one-on-one coaching or legal and accounting clinics are required to pay a **one-time \$20** file activation fee. Clients receiving employment insurance or social assistance at the time of their appointment are exempt from this fee, but must provide proof. Please see page 2 for details on our cancellation policy.

ARTISTS' PROGRAM

Career Counselling for Artists

Cost: **FREE**

The instability and contract-based nature of work in the arts leaves many wondering how to balance career security with their creative pursuits. Our career counsellors can help you! Begin exploring your options by attending our Jump-Start Your Job Search Orientation Session (see page 4 for details).

Mentorship for Artists

The YES Artists' Mentorship Program matches emerging artists and artist-entrepreneurs with established artists, cultural administrators and/or business professionals so that they may benefit from their expertise, knowledge and networks. Mentees and mentors under the YES Artists' Mentorship Program must commit to meeting in person at least once per month over the course of one year. Mentorship candidates must be pre-screened by the Artists' Coach (see page 23 for more details).

SHOWCASE YOUR WORK FOR FREE AT THE YES ART EXPO!



Artists aged 30 or under who wish to increase their visibility and sales, are invited to participate in the YES Art Expo, a free public event celebrating the business of art and the art of business. Taking place in early June 2013, the YES Art Expo will showcase the talents and works of our Artists' and Entrepreneurship Program clients.

Artists wishing to apply to the Art Expo selection committee are asked to consult www.yesmontreal.ca or call YES at **514-878-9788** for the eligibility criteria and application protocols, and to submit **ALL** required documents by the submission deadline.

Submission Deadline: **March 25, 2013, 5:00 PM**

Cost: **FREE**

For more details on the Art Expo, please see page 26.

ARTISTS' PROGRAM

BUSINESS SKILLS FOR CREATIVE SOULS WORKSHOPS FOR ARTISTS

All workshops are also available online!

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. Updates and additions to the artists' workshops and events are available at www.yesmontreal.ca and on our Facebook page.

Cost: **\$20** each or **\$85** for the five-workshop series or **\$100** for the five-workshop series including the *Montreal Artist's Handbook*.

NEW!

How to Get Sponsorships For Your Artistic Projects

Cost: **\$20**

Speaker: **Hilary Leftick**,
Executive Producer,
POP Montreal

Also
Available
Online

Wednesday evening, January 16: 6:30 PM–8:30 PM

Sponsorships and donations-in-kind have long been popular ways of generating support for creative projects, big and small. Learn more about the ins and outs of this funding model, including how to create an appealing sponsorship program, who and how to approach for sponsorship money, and how to maximize your chances of getting support.

NEW!

Music Business 101: Publishing, Licensing & Royalties

Cost: **\$20**

Speaker: **Nelly Dimitrova**,
Manager Publishing,
Licensing & Royalties,
Justin Time Records

Also
Available
Online

Wednesday evening, February 13: 6:30 PM–8:30 PM

Designed for ambitious beginners and aspiring musicians, songwriters, performers and artist managers who wish to earn their living in the music business, this workshop focuses on three areas of income sources common within the industry. Participants will learn about the basic foundation of music publishing and licensing, as well as the mystery of deriving royalties from your work.

Contract Essentials for Artists

Cost: **\$20**

Speaker: **Remy Khouzam**,
Lussier & Khouzam,
Arts & Entertainment Law
(in collaboration with
CJAM/Montreal Artists Legal Clinic)

Also
Available
Online

Wednesday evening, March 13: 6:30 PM–8:30 PM

Artists do business in a marketplace that is diverse, unstructured and in some cases not well regulated. In order to protect their interests, artists can and must gain at least a basic understanding of contract law. Learn about various types of contracts and clauses and what you should know before you sign.

Please Note: Pre-registration is required, as workshops often sell out. Maximum workshop capacity is 35 attendees.

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Donate online at www.yesmontreal.ca or by phone at **514-878-9788**.

ARTISTS' PROGRAM

BUSINESS SKILLS FOR CREATIVE SOULS WORKSHOPS FOR ARTISTS

NEW!

Freelancing: Illustration

Cost: **\$20**

Speaker: **Anna Goodson**,
President & Founder,
Anna Goodson Management
& The MeatMarket

Also
Available
Online

Wednesday evening, April 10: 6:30 PM–8:30 PM

Building and sustaining a career in the field of illustration is challenging, and requires strategic long-term planning. Join Montreal's premier illustration management expert, Anna Goodson, for an intimate discussion on the ins and outs of making it in this competitive field. Topics will include putting together a cohesive portfolio (brand), determining who to approach for work opportunities, how to pitch and build visibility/credibility for yourself and your work.

NEW!

Social Media 101: YouTube, Pinterest & Instagram

Cost: **\$20**

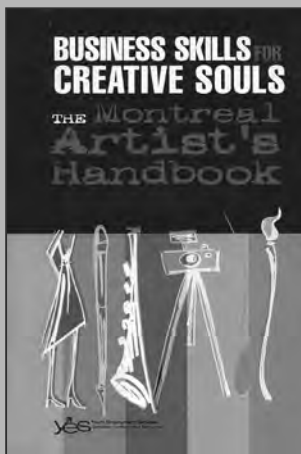
Speaker: **Jonathan Berthold**,
Media Manager, Clicko /
Social Media Manager,
Rank Media Agency

Also
Available
Online

Wednesday evening, May 8: 6:30 PM–8:30 PM

Social media offers artists a powerful and accessible medium for self promotion, but achieving desired results depends largely on using it effectively. This workshop focuses on strategies for leveraging platforms like YouTube, Pinterest and Instagram to publish your multimedia content to increase your visibility and brand power by engaging and growing your following, all the while driving traffic to your website, Facebook page and ultimately to your events.

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



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

This handy guide is a must-have for career-minded emerging artists of all disciplines. Filled with useful, real-life tips, this book is based on interviews with more than 50 local professional artists, and covers topics such as accounting, employment and business basics, funding for artists, law and the arts, marketing, and more. Included is a resource listing of more than 75 local and national associations, granting agencies and arts service organizations.

SAVE
UP TO
25%

Cost: **\$19.95** (taxes included/shipping not included)

Save \$5.00 on the cost of the handbook if purchased while opening your Artist Program client file or if purchased along with the five-workshop series (see page 20 for details).

ONLINE SERVICES

OUR EXPERTISE AT YOUR SERVICE, ANYWHERE

To ensure that YES is able to help all those wishing to receive English-language support services for their start up or existing businesses, artistic aspirations or for the advancement among women in technology, we offer interactive online video services for our clients both within the Montreal and surrounding Quebec regions.

Our standard nominal fees and sign-up procedures still apply. Please note that in order to ensure the quality of this service, you must have the appropriate hardware and bandwidth capabilities. For more information, please contact us at **514-878-9788** or visit our website at www.yesmontreal.ca.

Online Workshops

All of the YES Entrepreneurship, Women in Technology and Artists' Program workshops and seminars are available, on demand, for interactive online video services. Using our Webex service, clients are able to watch, listen and respond to our seminars through their home computers. Pre-registration is required for all online workshops.

Online Business Coaching*

Need business coaching advice but can't make it into our centre? Now you can take advantage of our coaching sessions via online video. Our coaches have the latest video equipment to enable them to provide long-distance online services that are personal, professional and private.



When you see this sticker 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** to register or to 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.



*For a **one-time \$20** entrepreneurship file activation fee you will have unlimited access to online business coaching. You are exempt from this fee if you are receiving social assistance at the time of your appointment, proof must be provided. Please see page 2 for details on our cancellation policy.

MENTORSHIP PROGRAM

The YES Mentorship Program aims to facilitate the transfer of skills and wisdom from a volunteer who is an experienced professional (a mentor) to a less-experienced individual (a mentee). A mentor acts as a guide, a role model and as an advisor to a mentee, who is willing to learn from their mentor's experiences in order to develop their career or business. The development of a successful mentoring relationship requires an investment of time, and a commitment to personal development and learning. Our "Pay It Forward" Mentorship Program assists the transition from school to work or self-employment through the transferring of knowledge from mentor to mentee. For more information about the YES Mentorship Programs, please call the YES Mentorship Coordinator at **514-878-9788 ext. 324**

Career Mentorship Program*

The YES Career Mentorship Program facilitates career development and employment in Quebec. Mentees are matched with experienced professionals who can provide support, guidance and encouragement. Career mentees work towards achieving specific career goals that they establish at the start of the relationship.

Entrepreneurship Mentorship Program*

The YES Entrepreneurship Mentorship Program aims to increase the success rate of start-up entrepreneurs by providing them access to the knowledge and expertise they need to make good business decisions on their own. Entrepreneurs are matched with experienced business professionals who can provide support, guidance and encouragement. The entrepreneurship mentees work with their mentors at the onset of the relationship, whereby they establish the specific goals they are going to achieve.

Artists' Mentorship Program*

The YES Artists' Mentorship Program offers career guidance and support to emerging artists and arts professionals by matching them with established artists, cultural administrators and/or business professionals so that they may benefit from their expertise, knowledge and networks. Mentees and mentors work together to identify short and long-term career goals, and how to overcome obstacles that arise along the way.

Women in Technology Mentorship Program*

YES offers a one-to-one mentorship program designed to assist women with their career advancement and technology-based ventures. The YES Women in Technology Mentorship Program connects women mentees with experienced professionals for support, guidance and encouragement. The mentees work with their mentors at the onset of the relationship, where they establish the specific goals they are going to achieve.

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 a volunteer experience? Do you want to share your knowledge and expertise? Please contact the YES Mentorship Coordinator at **514-878-9788 ext. 324** for further information on how you can give something back to the community by becoming a mentor.

*Mentorship candidates must be referred by a YES Career Counsellor, Business Coach or Artists' Coach. Mentees and mentors under the YES Mentorship Program must commit to meeting in person at least once per month for a period of one year, and for the Career Mentorship Program at least once per month for a period of six months.

GRANTS & LOANS

Whether you are an artist or entrepreneur looking to start or expand your business, we have funding options for you. By attending a Grants & Loans Information Session you will learn about 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. A complete list detailing the eligibility criteria for the following grants and loans can be found at www.yesmontreal.ca. For more information, please contact us at **514-878-9788**.

For Entrepreneurs: Grants & Loans

Wednesday afternoons, 2:30 PM–3:30 PM

Cost: **FREE** (Handouts \$2)

See page 8 for details.



For Artists: Jump-Start Your Art / Artists' Grants & Loans

Thursday afternoons, 1:30 PM–3:30 PM

Cost: **FREE** (Handouts \$2)

See page 18 for dates and details.



Canadian Youth Business Foundation Loan

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 the Canadian Youth Business Foundation (CYBF), and in collaboration with the Business Development Bank of Canada (BDC). It is mandatory that you meet with a YES Business Coach before submitting a loan application.

Women in Technology CYBF Loan

In partnership with The Canadian Youth Business Foundation, women entrepreneurs in technology will have a unique opportunity to apply for and gain financing from CYBF for their initiatives. See page 16 for details.

Entrepreneurship Contest

Start preparing today and give yourself the best chance of receiving a grant of **\$1,000 for your business**.

For a complete list detailing the eligibility criteria visit www.yesmontreal.ca or attend the Entrepreneurship Grants & Loans Information Session.

Deadline to apply: **March 15, 2013, 5:00 PM**

YES' Artistic Project Plan Contest

OPEN TO ALL AGES. This annual contest offers applicants the opportunity to win \$1,000 in grant money toward the realization, promotion and/or presentation of an artistic project/initiative. The winner will be awarded a cash prize, and along with the 2nd and 3rd place winners, will receive free workshops and other prizes from YES. The three finalists will be awarded their prizes in June 2013 at our Business Skills for Creative Souls Artists' Conference.

For more information about this contest, including the complete eligibility criteria, please visit www.yesmontreal.ca or attend a **Jump-Start Your Art / Artists' Grants & Loans Information Session**.

Deadline to apply: **April 5, 2013, 5:00 PM**

CHARITABLE DONATIONS TO YES

YES NEEDS YOUR SUPPORT

YES at a Glance

YES is a one-stop, English-language support service provider in Quebec helping over 4,500 Quebecers annually.

YES started in 1995 as a vehicle to stem the flow of young people from Quebec and in the past fifteen years has helped over 40,000 Quebecers through its various programs. The number of clients served annually has increased from 120 in 1996-1997, to over 4,500 in 2011-2012, while client visits have increased to over 14,000 per year. YES is heralded for its professionalism, long-standing record of measurable success and the exceptional service it provides the community almost entirely free of charge.

Our Mission

As a not-for-profit organization, YES Montreal (Youth Employment Services) enriches the community by providing English-language support services to help Quebecers find employment and start businesses.

MAKE A GENERAL DONATION TO YES OR DESIGNATE YOUR DONATION TO THE PROGRAM OF YOUR CHOICE



YES is a proud member of Imagine Canada's Ethical Code Program. As a member, YES meets donor expectations and complies with the Code's fundraising and financial accountability standards.

Although the government supports many of our programs, it is still not enough to enable us to provide all of our services for free or at affordable prices. It is through our fundraising efforts that we are able to provide essential programs that are not subsidized by the government.

This is where you can make a difference:

- Job Search Program
- Entrepreneurship Program
- Women in Technology Program
- Artists' Program
- Internship Program
- Mentorship Program

Donate online at www.yesmontreal.ca or by phone at **514-878-9788**. For more information on our fundraising efforts, please contact **Dalia Bosis** at **514-878-9788 ext. 408** or dbosis@yesmontreal.ca

Receipts will be issued for gifts of \$10 or more.
Charitable Registration Number: 88872 9050 RR 0001

UPCOMING EVENTS

The 16th Annual YES Entrepreneurship Conference

Saturday, April 13, 2013

Location: **[SAT] Society for Arts & Technology**,
1201 St-Laurent Blvd.

Visit us online at www.yesmontreal.ca
for upcoming conference details.

With a turn in the economy, entrepreneurship, self-employment and contract work will be on the rise, but how will you decide if the time is right for you to make the switch? Attend our conference to learn about entrepreneurship from successful entrepreneurs including our inspirational keynote speaker. Past speakers have included Yona Shtern (Beyond the Rack), Michael & David Brownstein (Browns Shoes), Cora Tsouflidou (Chez Cora), Herschel Segal (Le Château), Inder Bedi (MATT & NAT), and Salvatore Parasuco (Parasuco Jeans).

The 13th Annual YES Artists' Conference: Business Skills for Creative Souls and YES Art Expo

Sunday & Monday, June 2 & 3, 2013

Location: **Marché Bonsecours**, 350 St-Paul St. E.

Visit us online at www.yesmontreal.ca
for upcoming event details.

TWO POPULAR ART EVENTS – TWO DAYS – ONE VENUE

THE YES ARTISTS' CONFERENCE: This unique 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 and insights on making it in Quebec's cultural industries. A long-standing YES tradition, and not-to-be-missed event!

THE YES ART EXPO: A free public event showcasing the work and talent of 60+ of our emerging artist and artist-entrepreneur clients aged 30 and under. Featuring a wide array of original artwork and creative products available for sale by the artists and artisans engaged in YES services, this fun-filled event also features mini-showcases, artistic presentations and networking galore.

Artists wishing to participate in the Art Expo are asked to contact YES at **514-878-9788** or consult the eligibility criteria and application protocols on our website at www.yesmontreal.ca, and submit the appropriate documents before the submission deadline of **March 25, 2013, 5:00 PM** to lbrown@yesmontreal.ca.



UPCOMING EVENTS

Tune In To YES⁷ Benefit Concert & Silent Auction

Thursday, October 24, 2013

Location: **L'Olympia**, 1004 Ste-Catherine St. E.

Visit us online at www.yesmontreal.ca

for upcoming event details.

YES invites you to come join us for a night filled with fun, food, friends and fundraising, all for a great cause. Tune In To YES⁷ kicks off with a networking cocktail followed by our popular silent auction featuring items such as weekend getaways, fine dining experiences, works of art, and much, much more. This year's event features live entertainment by the Boogie Wonder Band. Visit us online at www.yesmontreal.ca for more information about what is anticipated to be our biggest and best fundraising event yet!



The 11th Annual Quebec Employment Providers Conference

Monday, November 25, 2013

Location: **Holiday Inn**, 420 Sherbrooke St. W.

Visit us online at www.yesmontreal.ca

for upcoming conference details.

The 11th edition of this full-day conference will address trends in the Quebec marketplace through interactive workshops and a keynote address. This conference provides a forum to exchange ideas and interact with other professionals in employment counselling who provide English-language services.



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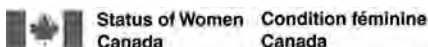
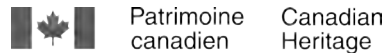
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THE JOHN DOBSON FOUNDATION • THE HAY FOUNDATION
THE TAUBEN FOUNDATION • THE ZELLER FAMILY FOUNDATION

As a not-for-profit organization, YES Montreal (Youth Employment Services) enriches the community by providing English-language support services to help Quebecers find employment and start 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 services in Montreal. Tax receipts will be issued for donations of \$10 or more.



It starts with you... Please give generously. ■ 31

Donate online at www.yesmontreal.ca or by phone at 514-878-9788.



Youth Employment Services
Services d'emploi pour les jeunes

666 Sherbrooke West, Suite 700
Montreal, QC H3A 1E7
Tel: 514-878-9788 • Fax: 514-878-9950
info@yesmontreal.ca • www.yesmontreal.ca

Successful futures start with 