

20
years **YES**

Celebrating 20 years of
creating successful futures!

Winter/Spring 2016

PROGRAM BOOK

January 2016 – August 2016



Connect with YES



www.yesmontreal.ca

| 514-878-9788

20
years **yes**



CONTENTS & INFORMATION

- 4 What We Offer
- 5 YES Turns 20!
- 6 Entrepreneurs
- 16 Artists
- 21 Job Seekers
- 27 Online Services
- 28 Mentorship
- 29 Grants & Loans
- 30 Give & Get Involved
- 31 Upcoming Events
- 32 YES Staff, Board & Advisors
- 33 Partners

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 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.

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 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.** YES reserves the right to deny future services for reasons including failure to respect the client code of conduct displayed in the YES centre.

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

WHAT WE OFFER



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.

Entrepreneurs

The Entrepreneurship Program offers in-house and online daytime and evening workshops, individual and group business coaching, legal and accounting clinics, consultations for small businesses at their premises and mentorship services. YES also hosts an annual **Entrepreneurship Conference** each year, one of the largest English-language events of its kind in Quebec.

OPEN TO ALL AGES AND STAGES OF BUSINESS.

Artists

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 online services include sessions with a dedicated artists' coach, thematic workshops by industry professionals, mentorship services, consultations with career counsellors, business coaches, accounting professionals and legal interns. Program offerings include the annual **Business Skills for Creative Souls Artists' Conference**, and our newly updated **Business Skills for Creative Souls: The Essential Artists' Handbook**, a must-have resource guide for artists of all disciplines.

OPEN TO ARTISTS OF ALL AGES AND DISCIPLINES.

Job Seekers

The Job Search Program includes daytime and evening workshops, individual career counselling, career testing services, French courses, cover letter and résumé translation, mentorship services, online job postings and networking events.

FOR YOUTH AND YOUNG ADULTS AGES 16 TO 35.

The Human Library & Mentorship Services

NEW!

A new, quick access option to our Mentorship Program that gives our clients a unique opportunity to interact with experienced volunteers. You can now browse through the Human Library on our website and access an array of professionals from different industries to help develop your career and/or your business.

OPEN TO ALL AGES.

WHAT'S NEW AND EXCITING AT YES



In the past 20 years, we have helped over 62,000 individuals achieve their employment and business goals! We have not done this alone. In celebration of this exciting milestone, on Thursday, February 25th, YES will open its doors to the public for a full-day of celebrations.

Do you have a memory or story to share? Send us your testimonials about YES over the past 20 years to info@yesmontreal.ca and make sure to check our website and Facebook page often as we unveil plans for our 20th Anniversary!

Community Portal

FREE



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

Community Talks Video Booth

FREE



Each person experiences the path to employment differently and we want to hear your story! Visit our new video booth and share your experiences to help bring attention and a voice to youth issues around employment. Our booths are located at the YES Centre and at a regional partner's office near you. Visit www.yesmontreal.ca to share your story and check out our Youtube and Facebook pages to view what others have shared.

Advancing Women in STEM through Mentorship

A new project to help advance the careers of women working in the fields of Science, Technology, Engineering and Math (STEM). Over the next 2 years, YES will partner with local STEM companies to develop the careers of their female employees through mentorship initiatives.

YES Monthly Newsletter



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

This symbol indicates that these services are also available online.



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?

Services are open to individuals of EVERY AGE, whether you are in the startup or growth phase of your business. At YES, we are dedicated to helping you and your business succeed! 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 be given 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 & Financing Options

FREE

Please Note: Clients wishing to obtain entrepreneurship services are encouraged to first attend this free workshop.



Wednesdays, 2:00 PM – 3:30 PM

Thinking of starting a business?

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. In the first half of this workshop, find out about the services and resources offered to you as a client of YES. In the second half, get a glimpse of what it takes to be an entrepreneur, find out what your financing options are, gather your facts and get ready to jump-start your business.

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

15-Minute One-on-One Business Coaching Consult

FREE

To book an appointment for a Business 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. Once you have attended a consult session, you will be required to open an entrepreneurship file to continue to receive free business coaching services. See page 3 for additional details.



This symbol indicates that these services are also available online.



ENTREPRENEURS

OUR EXPERTISE AT YOUR SERVICE | OPEN TO ALL AGES

Business Coaching Sessions

FREE*



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

Open to every 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 then 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

NEW!

FREE*



Clients must be referred by a YES Business Coach.

To inquire about dates and times or to register for Startup Generator, please call **514-878-9788 ext. 316**.

Not all businesses are the same. The differentiator is always 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 launch program where participants attend a series of five workshops consecutively over a 10-week period. These workshops encourage peer and experiential learning in diverse cohorts of up to 20 participants.

Register today to get the tools, coaching and peer feedback you need to take your business model to startup.

*For a **one-time \$30** 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.



SPECIALIZED ENTREPRENEURIAL SERVICES | OPEN TO ALL AGES

On-Site Consultations for Small Business

Cost: **\$100** (4 sessions over a period of 8 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 4 one-hour sessions over a period of 8 weeks. Our YES Business Consultant will provide you with information and tips on how to grow your business and identify opportunities for improvement. 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: **Rui Zhe Gao**,
Legal Information Officer

Mondays, 3:30 PM – 4:30 PM: Jan 18, Feb 8, Mar 7, Apr 4

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 clinic 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.

*For a **one-time \$30** 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.



ENTREPRENEURS

EVENING WORKSHOPS FOR ENTREPRENEURS | OPEN TO ALL AGES

Demystifying the Employment Relationship: A Guide for Employers and Employees

NEW!

Cost: \$20



Speaker: **Lawrence Witt**, Lawyer,
De Grandpré Chait S.E.N.C.R.L./LLP

Thursday, January 21: 6:30 PM – 8:30 PM

What do you know about employment relationships?

Lack of familiarity with basic employment law concepts can often lead to unproductive and unhealthy workplaces, low employee retention and costly litigation.

This workshop is designed to assist both business owners and employees to understand key employment law concepts associated with recruitment, compensation methods, talent retention, confidentiality and intellectual property protection, employee classification as well as other practical considerations for both employers and employees.

New Perspectives on Branding: Helpful Ideas for Entrepreneurs

NEW!

Cost: \$20



Speaker: **Saeed Shobeiri**, Ph.D
Assistant Professor, Department of Marketing, Faculty of Administration, University of Sherbrooke

Thursday, February 4: 6:30 PM – 8:30 PM

This workshop will help familiarize you with some of the new approaches in brand management and several examples from successful real-life companies will be used to describe new competitive techniques for improving brand loyalty and brand image. A number of creative and low-cost solutions that could help entrepreneurs will also be discussed.

After taking this session, participants will understand clearly how using experiential tools can help companies to differentiate from the competition and improve customer satisfaction.

Legal Pitfalls of Commercial Leases

NEW!

Cost: \$20



Speaker: **Matt Aronson**, Simkin Légal

Thursday, February 18: 6:30 PM – 8:30 PM

Are you thinking of expanding or moving your business?

In this workshop, our specialist will help you understand the nature of commercial real estate leases and will go over each step involved in procuring a commercial lease, including: assessing your needs, location, space, type of venue (office vs. retail vs. industrial), price, etc., where to look for space, how to talk to landlords, drafting an offer/letter of interest and negotiating and closing the deal.



This symbol indicates that these services are also available online.



EVENING WORKSHOPS FOR ENTREPRENEURS | OPEN TO ALL AGES

Tax Tips for Individuals in Business

Cost: \$20



Speakers: **Sam Lackman**,
Tax Manager, Nexia Friedman
Brian Parnass, Accounting &
Audit Manager, Nexia Friedman

Tuesday, March 8: 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. For more information or to register by phone, please call **514-878-9788**.

The Essentials of E-commerce

NEW!

Cost: \$20



Speaker: **Pat Romain**, Owner,
Vizionva Business Services

Thursday, March 24: 6:30 PM – 8:30 PM

E-commerce can be a great and affordable way to launch your creative 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 system including inventory management, shopping carts, payment, and shipping systems. This presentation will provide an overview of the e-commerce process and various tools to help you decide what is important for your business and how to select amongst the many options available.

Making the Most of SEO & Analytics

NEW!

Cost: \$20



Speaker: **Warren Wilansky**,
Principal & Founder, Plank Design

Wednesday, April 20: 6:30 PM – 8:30 PM

In an age when everybody and their grandmother has a website, how do we stand out from the crowd and become visible/appealing to our target fans or customers? See page 19 for additional details.

The Art of Persuasion: Pitching & Cold-Calling

NEW!

Cost: \$20



Speaker: **James Simon**, Visual Artist,
Illusionary Success Inc.

Wednesday, May 18: 6:30 PM – 8:30 PM

You need to “sell” your ideas and your work in order to get ahead, and must therefore become comfortable with the idea of approaching strangers or “cold-calling” to pitch your projects or initiatives. See page 19 for additional details.



This symbol indicates that these services are also available online.



BUSINESS BASICS FOR STARTUPS SEMINAR SERIES

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

This three-week seminar is suitable for both 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. Webex services are also available to our clients in Montreal and the surrounding Quebec regions. This series sells out quickly. Register now!

1

Ideation & Validation

Cost: **\$50** for the seminar series

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



How can I make this idea work?

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

2

Business Structure & Legal Implications

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



How can I avoid legal pitfalls and protect my business?

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

3

Building Awareness & Sales

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



How can I make sales and grow my business?

Whether you're selling a product or a service, let us help by offering valuable tips on how to build your sales machine. This seminar will cover the entire sales process from 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.

Session 1: Tuesdays, February 2, 9 & 16: 6:30 PM – 8:30 PM

Session 2: Tuesdays, May 31, June 7 & 14: 6:30 PM – 8:30 PM



APRIL IS SOCIAL ENTREPRENEURSHIP MONTH AT YES!

SOCIAL ENTREPRENEURSHIP WORKSHOP SERIES

This series of evening workshops will explore the next generation of business known as social entrepreneurship. Social entrepreneurship is a business concept that provides innovative solutions to address social issues and growing environmental concerns. The workshops will focus on understanding the basics, exploring social financing options and launching an initiative.

Social Entrepreneurship for a Better World

NEW!

Cost: \$20

Pre-registration is required.*



Tuesday, April 12: 6:30 PM – 8:30 PM followed by 30 minutes of networking

Social Entrepreneurship is the process of pursuing innovative solutions to social problems, but how does this idea translate into a sustainable business model? The first part of our series will outline exactly what is social entrepreneurship and the social economy, plus the various legal structures and the implications of each. A dynamic social entrepreneur will also share their story and lessons learned!

Speakers: **Bernard d'Arche**, Co-Founder, Le Centre Magnétique
Stephanie Guico, Cooperative Management Consultant & Founder, Sgui.co
Daniel Rotman, Executive Director, NDG Food Depot

Show Me the Money: Social Financing

NEW!

Cost: \$20

Pre-registration is required.*



Tuesday, April 19: 6:30 PM – 8:30 PM followed by 30 minutes of networking

Social economy initiatives carry with them a unique set of funding challenges and opportunities. Learn what the funding realities are and how to access funding. We will explore the evolving trend of impact investment and creative fundraising solutions like crowd-funding, as well as learn from a local success story.

Speakers: **Arielle Beaudin**, Co-Founder & President, LORI.biz
Shant Kancachian, PME MTL Startup Business & Social Economy Counselor
Eric Steedman, Consultant, Metaconsult & Coop Interface

Launching Your Social Business

NEW!

Cost: \$20

Pre-registration is required.*



Tuesday, April 26: 6:30 PM – 8:30 PM followed by 30 minutes of networking

In part 3 we will discuss the vibrant Montreal ecosystem, and the opportunities and resources available to social entrepreneurs. We will also look at how you can create a business model that identifies and communicates your value and is economically viable. In addition, you will hear from entrepreneurs about their own launching experiences.

Speakers: **Anie Rouleau**, Founder & CEO, Baleco
Augusto Sotelo, Founder & President, GOOWI
& Representatives from **District 3 Innovation Center, CHNGR & SOCENT**



SPECIALIZED WORKSHOPS & EVENTS | OPEN TO ALL AGES

Women in Technology Specialized Workshops and Events

Content Marketing Essentials

NEW!

Cost: \$20

Speaker: **Georgiana Laudi**,
VP Marketing, Unbounce



Thursday, March 3: 6:30 PM – 8:30 PM

Content Marketing isn't the next big thing. It's here, it's happening now, and if you aren't using content to grow your audience, you're losing them to competitors who are. But creating and promoting content is a ton of work. How can you be sure your content will stand out among all the noise? And, how do you turn content into real customers? Georgiana will walk you through a detailed framework for building a content strategy for almost any kind of business.

You'll learn how Content Marketing can help you grow your business beyond expectations, how to use content to grow your list and turn readers into customers, and how to use content to nurture relationships and build unparalleled loyalty.

Negotiate #LIKEABOSS

NEW!

Cost: \$20

Speaker: **Liesl Barrell**, Co-Founder,
Third Wunder
Mandy Poon, Strategic Planner,
DentsuBos



Thursday, April 14: 6:30 PM – 8:30 PM

When's the last time you asked for a raise? Landed a new client? Negotiated a job offer? Haggled a realtor down? Scored a better cell phone contract? Particularly when it comes to work, studies show that only 30% of women bother to negotiate at all!

Whether you love playing hardball or the process makes you extremely nervous, our negotiation talk will help you up your game. We'll share honest, behind-the-scenes experiences of real corporate scenarios with some tips and tricks to bring to your next big meeting.

Women in Technology: Connect Networking Event

FREE

Thursday, May 5: 6:00 PM – 8:30 PM

Meet other professionals invested in the success of women in technical fields and STEM industries. With this animated event you will have the opportunity to learn some new networking techniques and have time to connect with like-minded professionals. Light refreshments will be served.



This symbol indicates that these services are also available online.



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.

Steps to Creating Value for Your Business

NEW!

FREE

Pre-registration is required.

Wednesday, February 17: 6:30 PM – 8:30 PM

Do you have a great business idea but you aren't sure how to get customers interested? By showing value, business owners can drive success. In this workshop we will look at value creation by learning what is value (to you/to your customer), value proposition, and prototyping business models.

Success in Business: How to Master Finance for Small Businesses

NEW!

FREE

Pre-registration is required.

Wednesday, March 16: 6:30 PM – 8:30 PM

Mastering finances is key to the success of any business, big or small. How will you manage the flow of money in your business? Join this workshop to learn ways to organize your finances including: budgets; cashflow projections; stages of financing; and types of financing when planning for your business.

Perfecting Your Elevator Pitch

NEW!

FREE

Pre-registration is required.

Wednesday, April 20: 6:30 PM – 8:30 PM

The concept of the "elevator pitch" is often used in sales. The idea is this: can you clearly explain your business idea in the time it takes to go from the top of an office tower to the ground floor in an elevator (about 10 minutes)? In this interactive workshop, we will help you write the sales pitch for your company. This workshop is for all phases of business. Whether you have a business idea or a full blown operational business, we can help you perfect your elevator pitch.

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.



A variety of free seminars offered over the lunch hour at both the YES Centre and online. Don't miss your chance to hear seasoned professionals and guest speakers cover a wide range of topics pertinent to entrepreneurs.

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

The Human Library: Mentorship for Entrepreneurs

NEW!



A new, quick access option to our Mentorship Program that will give entrepreneurs a unique opportunity to connect with an array of professionals from different industries.

Browse through the profiles in the Human Library on our website by visiting www.yesmontreal.ca and request to connect one-on-one with any of the volunteers for guidance. See page 28 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 & Financing Options Info Session. See page 29 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. Post on our board for free and get connected with fellow entrepreneurs.



This symbol indicates that these services are also available online.

ARTISTS



BUSINESS SKILLS FOR CREATIVE SOULS | OPEN TO ALL AGES

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 our Entrepreneurship and Job Search Programs, which also offer specialty coaching, workshops and other services that may be pertinent to artists.

Jump-Start Your Art & Financing Options

FREE



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

Mondays, 1:30 PM – 3:30 PM: Jan 11, Feb 1, Feb 22, Mar 21, Apr 4, Apr 25, May 16, June 6, June 27, July 25, Aug 22

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 when 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.

Following this workshop, four 15-minute individual consultation slots will be available to give you the opportunity to assess which YES resources can best meet your needs.

Coaching Sessions for Artists

FREE*



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

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

Individual 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 are offered in the following areas:

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



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.

Thursdays, 11:00 AM – 12:30 PM:

Jan 14, Jan 28, Feb 11, Feb 25, Mar 10, Mar 24, Apr 7, Apr 21, May 5, May 19, June 2, June 16, June 30, July 14, July 28, Aug 11, Aug 25

Hosted and moderated by the YES Artists' 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 to a maximum of 6 participants per session.

15-Minute One-on-One Artists' Coaching Consult

FREE

By appointment only.

To book a 15-minute coaching consult, please call **514-878-9788** ext. **316**.



This free 15-minute session with a YES Artists' 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, you will be required to open a client file to continue to receive free Artist's Program coaching services. See page 3 for additional details.

The Human Library: Mentorship for Artists:

NEW!



A new, quick access option to our Mentorship Program that will give artists a unique opportunity to connect with an array of professionals from different industries.

Browse through the profiles in the Human Library on our website by visiting **www.yesmontreal.ca** and request to connect one-on-one with any of the volunteers for guidance. See page 28 for additional details.



This symbol indicates that these services are also available online.

*For a **one-time \$30** artist 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.

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 & answer period, as well as networking and exchange. **These workshops are also available online.**

Craft your Brand: Find your Voice

NEW!

Cost: **\$20**

Speaker: **Sabrina Prioletta**, Marketing & Brand Strategist, Siva Marketing



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

Beauty is in the eye of the beholder, or so they say! As artists, producing innovative and impactful work is the result of profound self-expression. Daring to be seen and heard for who you truly are, without inhibition. This is why crafting a brand that reflects your personal message to the world is paramount to achieving your audience's attention.

This interactive workshop is designed to help you discover and leverage brand development techniques, while exploiting the power of your own brand.

Freelancing: Animation & Design

NEW!

Cost: **\$20**

Speaker: **J.C. Little**,
The Animated Woman



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

Building a career in the field of animation, design or illustration is challenging in an ever-changing and competitive marketplace. Our guest speaker, J.C. Little - The Animated Woman, will share stories from her considerable professional trajectory to shed light on creating your own professional identity, breaking into the industry as a freelance artist or production team player, and best practices for healthy client relationships from bid to delivery.

J.C.'s presentations are more "story-time with pictures" than traditional lecture, so expect to have fun while learning.

Tax Tips for Individuals in Business

Cost: **\$20**

Speakers: **Sam Lackman**,
Tax Manager, Nexia Friedman
Brian Parnass, Accounting &
Audit Manager, Nexia Friedman



Tuesday, March 8: 6:30 PM – 8:30 PM

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. See page 10 for additional details.



This symbol indicates that these services are also available online.



BUSINESS SKILLS FOR CREATIVE SOULS | OPEN TO ALL AGES

Staying the Course: When the Going Gets Tough

NEW!

Cost: \$20



Speakers: **Norma Andreu**, Contemporary Artist, Artisan & Illustrator, Cara Carmina
Damian Siqueiros, Visual Artist, Photographer & Activist

Wednesday, March 23: 6:30 PM – 8:30 PM

Being a professional artist is one of the most challenging career paths out there. In addition to producing excellent work, it means acquiring many skills and juggling many priorities related to running your company – competing for opportunities, marketing, pitching, selling, book-keeping, doing your taxes, etc. It also means dealing with many “NO’s” along the way. Our speakers – two local working artists – will share their take on the perseverance, professional competency and personal resiliency needed to stay the course.

Making the Most of SEO & Analytics

NEW!

Cost: \$20



Speaker: **Warren Wilansky**,
Principal & Founder, Plank Design

Wednesday, April 20: 6:30 PM – 8:30 PM

The internet offers artists a world of opportunities to showcase and promote their work, but creating a powerful web presence takes know-how. In an age when everybody & their grandmother has a website, how do we stand out from the crowd and become visible/appealing to our target fans or customers? This session aims to demystify and share best practices related to SEO (search engine optimization) and help you leverage analytics to increase your traffic and your bottom line.

The Art of Persuasion: Pitching & Cold-Calling

NEW!

Cost: \$20



Speaker: **James Simon**, Visual Artist,
Illusionary Success Inc.

Wednesday, May 18: 6:30 PM – 8:30 PM

Artists, like entrepreneurs, need to “sell” their ideas and their work in order to get ahead, and must therefore become comfortable with the idea of approaching strangers or “cold-calling” to pitch their projects or initiatives. This requires a certain amount of preparation, finesse, as well as developing the right tools and mindset to be effective. Our guest speaker will share his considerable experience to help you sell your ideas with ease.

Learn@Lunch Series

FREE

Pre-registration is required.



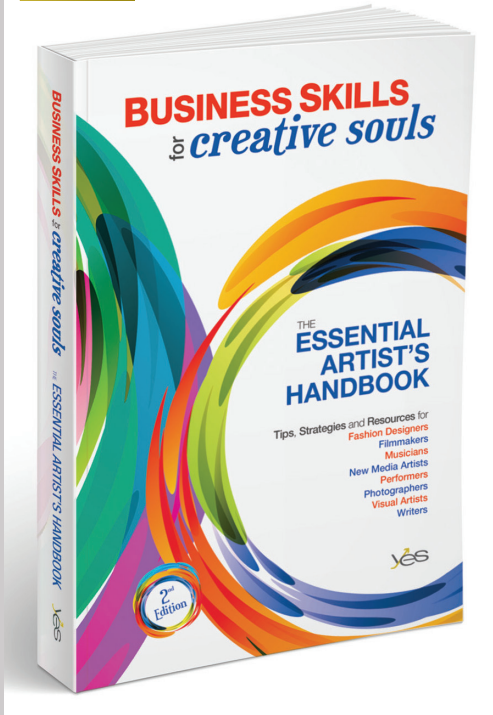
These free seminars hosted by seasoned professionals and guest speakers are offered over the lunch hour at both the YES Centre and online. See page 15 for additional details.



BUSINESS SKILLS FOR CREATIVE SOULS | OPEN TO ALL AGES

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

NEW!



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

An exciting new resource for artists who want to take their creative practice or business to the next level! 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.

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.



JOB SEEKERS

HELPING YOU LAUNCH YOUR CAREER | AGES 16 – 35



Searching for a steady job? Ready for a new career path?

With over 20 years of experience conducting strategic job search activities for youth and young adults aged 16 to 35 in Québec, our professional employment counsellors 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, 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 begins at 1:15 PM.




Tuesdays & Fridays, 2:00 PM – 4:00 PM

Need a starting point to launch your job search?

As a first step, you 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. Through interactive group activities, you will also learn how to access the hidden job market and make effective use of social media in your job search. In this session, you will also have the opportunity to ask questions about anything related to career development or job search strategies.

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

 * This symbol indicates that these Job Search Program services are also available online to Quebecers residing 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



PROFESSIONAL DEVELOPMENT 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**. This is not required if only attending a 15-minute drop-in session. See page 21 for additional details.

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 opens at 11:00 AM on a first-come, first-served basis.

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.

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

Résumé Workshop

FREE

Pre-registration is required.



Mondays, 10:00 AM – 12:00 PM:

Jan 4, Jan 18, Feb 1, Feb 15, Feb 29, Mar 14, Apr 4, Apr 18, May 2, May 16, June 6, June 20, July 4, July 18, Aug 1, Aug 15, Aug 29

Looking to create a résumé with impact?

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

Interview Workshop

FREE

Pre-registration is required.

Mondays, 10:00 AM – 12:00 PM:

Jan 11, Jan 25, Feb 8, Feb 22, March 7, March 21, Apr 11, Apr 25, May 9, May 30, June 13, June 27, July 11, July 25, Aug 8, Aug 22

Going to your first interview? Had several interviews, but no callbacks?

This workshop will help you focus on identifying your skills, applying behavioral interview strategies and linking relevant experiences through a series of fun exercises. Participants will also learn the do's and don'ts of interviewing and apply proven methods to successfully prepare for upcoming interviews.



JOB SEEKERS

PROFESSIONAL DEVELOPMENT WORKSHOPS | AGES 16 – 35

Self-Assessment

FREE

Pre-registration is required.

Wednesdays, 10:00 AM – 12:00 PM:

Jan 6, Jan 20, Feb 3, Mar 2, Mar 16, Mar 30, Apr 13, May 11, June 8

Changing careers or exploring your options?

While many people may have an idea of what their career choices are, for some, the process of career exploration can seem confusing. Find out how your interests, skills, values, and beliefs 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.

Leverage Your LinkedIn

FREE

Pre-registration is required.



Wednesdays, 10:00 AM – 12:00 PM:

Jan 13, Feb 10, Feb 24, Mar 9, Apr 6, Apr 20, May 4, May 18, June 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!

Communication Styles & Your Career

NEW!

FREE

Pre-registration is required.

Wednesdays, 10:00 AM – 12:00 PM:

Jan 27, Feb 17, Mar 23, Apr 27, May 25

Do you know what your communication style is?

Communication styles distinguish how well we communicate with others, how well we are understood, and even establish how well we get along with others. This workshop will help you to not only identify your communication style but also those of your colleagues and superiors. By better understanding the strengths and weaknesses that come with each of the four styles of communication, you will be able to adjust your approach to create better working relationships.



* This symbol indicates that these Job Search Program services are also available online to Quebecers residing off the Island of Montreal. If you live in Montreal, please visit the YES Centre in person.

JOB SEEKERS



CAREER SERVICES AND EMPLOYMENT SUPPORT | AGES 16 – 35

Résumé & Cover Letter Translation

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

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.

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.

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 Montreal job market.

The next round of internships begins in August. For more information please visit our website at www.yesmontreal.ca.

The Human Library: Mentorship for Job Seekers

NEW!



A new, quick access option to our Mentorship Program that gives job seekers a unique opportunity to connect with an array of professionals from different industries.

Browse through the profiles in the Human Library on our website by visiting www.yesmontreal.ca and request to connect one-on-one with any of the volunteers for guidance. See page 28 for additional details.

 This symbol indicates that these services are also available online.



JOB SEEKERS

THE TRAINING YOU NEED TO SUCCEED | OPEN TO ALL AGES

NEW! TRAINING WITH THE EXPERTS SERIES

Join YES and Industry Experts for a series of training sessions on sustaining your candidate footing and credibility. These professional development sessions will help you to advance in the various phases of your job search and career development.

NEW! Demystifying the Employment Relationship: A Guide for Employers and Employees

Cost: \$20



Thursday, January 21: 6:30 PM – 8:30 PM

Learn to understand key employment law concepts associated with recruitment, compensation methods, talent retention, confidentiality and intellectual property protection, employee classification as well as other practical considerations for both employers and employees. See page 9 for additional details.

NEW! Public Service Commission of Canada

FREE



Monday, February 15: 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 in the federal public service.

NEW! How HR Selects: The Recruitment Process

Cost: \$20



Thursday, March 17: 6:30 PM – 8:30 PM

Ever wonder what happens to your application after you hit the send button? This training session will outline what human resource managers and recruiters are really looking for in candidates and highlight how to put your best foot forward when submitting your application.

NEW! Part 1: Marketing Yourself!

Cost: \$20

Thursday, April 21: 6:30 PM – 8:30 PM

Being able to market yourself is essential in a skills-based economy. Regardless of your chosen path, showcasing your skills effectively with decision makers can not only help you secure employment but also advance your career. Learn the tips and tools that you can use to gain ground when communicating your experience to an employer and move ahead in your profession.

NEW! Part 2: Making Your Mark!

Cost: \$20

Thursday, May 19: 6:30 PM – 8:30 PM

How do you confidently communicate with employers? By understanding various communication styles, this training session will focus on how to articulate your competencies, experience and skills with confidence.

JOB SEEKERS



CAREER SERVICES AND GROUP SESSIONS | AGES 16 – 35

French for Job Seekers

Cost: **\$75**

Pre-registration is required.

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

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

Improve your fluency in French. Gain confidence contacting employers.

This course will provide a reintroduction 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.

Tuesdays & Fridays, 9:00 AM – 12:00 PM:

Session 1: January 19 – February 12

Session 2: March 1 – March 29 (No class on March 25)

Session 3: April 12 – May 6

Focus Group

FREE

Must be referred by a YES Career Counsellor



Feeling challenged in your job search? Experiencing decreased motivation? Frustrated with the job search process? Losing confidence?

Join our Focus Group and share your goals, concerns, and opinions about navigating the job hunting jungle. The focus group is designed to improve your chances of integrating into the Quebec economy and into a career related job, to help you deal with changes and transition and regain your confidence, as well as provide a network to connect with others in similar situations.

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

Mondays, 2:30 PM – 4:30 PM:

Session 1: February 1 – March 21

Session 2: April 18 – June 6

 This symbol indicates that these services are also available online.



ONLINE SERVICES

OUR EXPERTISE AT YOUR SERVICE, ANYWHERE IN QUEBEC

To ensure that YES is able to help all Quebecers wishing to receive English-language support services, we offer interactive online video services for many of our programs and services.

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 visit our website at www.yesmontreal.ca or contact us at **514-878-9788 / 1-888-614-9788**.

Online Workshops & Seminars

The majority of the YES Entrepreneurship and Artists' Program workshops and seminars offered at the YES Centre are also available online for clients within Montreal and surrounding Quebec regions. Select Job Search Program workshops are available online exclusively to Quebecers residing off the island of Montreal.

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.



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.

MENTORSHIP



UNIQUE MENTORSHIP SERVICES | OPEN TO ALL AGES AND CLIENTS

NEW!

The Human Library: Mentorship Services



The 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. Currently, 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 (3 month) or long-term (6 months or more) mentorship relationship can be pursued if both parties wish to continue working together.

Browse the Human Library via the YES website at www.yesmontreal.ca 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 & 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, please visit www.yesmontreal.ca or contact us at **514-878-9788**.

For Entrepreneurs: Jump-Start Your Business & Financing Options

FREE



Wednesdays, 2:00 PM – 3:30 PM

By attending a Grants and Loans Information Session you will learn about funding options available to support Quebec entrepreneurs. 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 6 for additional details.

For Artists: Jump-Start Your Art & 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 16 for additional details.

Futurpreneur Canada Startup Program

Are you in need of financing for your new business?

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



This symbol indicates that these services are also available online.

GIVE & GET INVOLVED



YES NEEDS YOUR SUPPORT

Our Mission

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

YES at a Glance

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

YES was created in 1995 as a non-profit organization to stem the flow of young people out of Quebec. Since then, we have expanded our mission to help over 62,000 Quebecers during economic uncertainty through our various programs and services for Job Seekers up to age 35 and Entrepreneurs and Artists of any age.

Over 4,800 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 some portions of our programs, there are still many services that go unfunded. Each one of the 4,800 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 a new entrepreneur
- Help a woman in technology
- 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.



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.



UPCOMING EVENTS

YES 20th Anniversary Open House

Thursday, February 25

Location: **YES Centre**,
666 Sherbrooke St. West, 7th Floor

On Thursday, February 25th, YES will open its doors to the public for a full-day of celebrations as we take this opportunity to commemorate 20 years of helping over 62,000 individuals achieve their employment and business goals.

The Open House is a great way to meet our staff, tour the Centre and learn what YES has to offer you.

The 15th Annual YES Business Skills for Creative Souls Artists' Conference

Monday, March 14

Location: **Rialto Hall/Cabaret**,
5723 Avenue du Parc
Visit us at www.yesmontreal.ca for details.

A long-standing YES tradition, this not-to-be-missed event brings together emerging and established artists from all disciplines for a full day of inspiration, information and exchange. In addition to great networking opportunities, the day's agenda includes workshops and panel discussions with working artists and arts professionals who share their experiences, best practices and insights on making it in Quebec's cultural industries.

This year's conference will also feature a mini Art Expo showcasing the work and talent of some of our Artists' Program clients.

The 19th Annual YES Entrepreneurship Conference

Visit us at www.yesmontreal.ca for details.

Each year, YES invites business experts, thought leaders and successful entrepreneurs to share their insights. Past speakers have included Joe Morena (St. Viateur Bagels), Mitch Joel (Mirum), Stewart Schaefer (Dormez-Vous?), Yona Shtern (Beyond the Rack), Michael & David Brownstein (Browns Shoes), Cora Tsoufidou (Chez Cora), Herschel Segal (Le Château), Inder Bedi (MATT & NAT), and Salvatore Parasuco (Parasuco Jeans).

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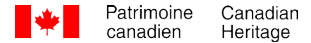
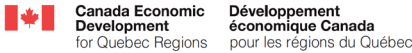
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As a not-for-profit organization, YES (Youth Employment Services) enriches the community by providing English-language support services to help Quebecers find employment and start and grow businesses. YES relies on the generosity of its friends and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





20
years **yes**

20 years **YES**

Celebrating 20 years of
creating successful futures!



www.yesmontreal.ca
514-878-9788

YES is a not-for-profit organization

Successful futures start with **YES**

Connect with YES



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