



# FALL 2008 PROGRAM BOOK

**YES MONTREAL**  
(Youth Employment Services)

666 Sherbrooke West, 7th Floor  
Montreal, Qc H3A 1E7  
Tel: 514-878-9788 • Fax: 514-878-9950  
info@yesmontreal.ca  
www.yesmontreal.ca

Successful futures start with



## Table of Contents

General Overview	3
Job Search Program	4
Entrepreneurship Program	8
Artists Program	14
Grants & Loans	17
Tune In To YES <sup>2</sup>	19
Mentorship Program	20
Upcoming Events	21
Staff, Board of Directors & Advisors	22
Partners	23

**The centre is open on a drop-in basis from 9:00 am - 5:00 pm for use of the phones, computers, fax machine, resource library and access to job postings. Open to everyone. No appointment or fees necessary.**

**Schedules and workshop speakers are subject to change. All workshops are delivered in English.**

### YES Montreal (Youth Employment Services)

666 Sherbrooke West, 7th Floor, Montreal, Qc H3A 1E7

Tel: 514-878-9788 • Fax: 514-878-9950

info@yesmontreal.ca

www.yesmontreal.ca

**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 YEARS.** This program includes daytime and evening workshops, individual career counselling, career testing services, paid internship programs, French courses, cover letter and résumé translation, a mentoring program, job postings, networking opportunities, a resource library, and free computer access.

**Entrepreneurship Program** **OPEN TO ALL AGES.** The entrepreneurship program offers daytime and evening workshops, one-on-one business coaching, a legal information clinic, as well as accounting clinics. YES has a comprehensive resource guide entitled: "The Montreal Entrepreneur's Guidebook", which is available for purchase at our centre. YES also hosts an annual 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 YES Artists' Program offers workshops, employment counselling, business coaching, information and labs on artist grants. YES has a resource guide for artists of all disciplines, entitled: "Business Skills for Creative Souls: A Handbook For Montreal Artists". This essential handbook for artists is available for purchase at the YES centre. YES also hosts an annual artists' conference, entitled "Business Skills for Creative Souls" each spring.

## Registration Information

**BUSINESS HOURS: MONDAY - FRIDAY, 9 AM - 5 PM, WORKSHOP HOURS: MONDAY - FRIDAY, 9 AM - 9 PM.**

The YES centre is closed on all legal holidays.

Our daytime workshops are available on a drop-in basis or by pre-registration. Workshops are limited to 30 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 workshops. Late arrivals for workshops are NOT permitted.

Where there is a fee for a workshop you may register in person, 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.** **Workshop payments of \$15 or less are non-transferable and non-refundable.** Cancellations for the Start Your Own Business series and French courses must be received two business days before the start of the FIRST workshop in the series.

**Please note:** If you are unable to keep an appointment at YES, you must advise us one business day in advance. If you are more than 15 minutes late, you will be required to reschedule. We reserve the right to deny future services.

### Artist and Entrepreneurship Services

For a **one-time** \$20 file activation fee you will have unlimited access to specialized entrepreneurship and artists' services including coaching, legal and accounting clinics, and labs. You will be exempt from this fee if you are receiving social assistance at the time of your appointment. To cancel or reschedule an appointment, you must provide at least one business day's notice to ensure that other clients have the opportunity to be served. A \$5 fee to reactivate your file will be charged to you in the event that sufficient cancellation notice was not provided.

**For more information call 514-878-9788. Register for the YES e-newsletter on our website at [www.yesmontreal.ca](http://www.yesmontreal.ca) to stay up to date on all of our events.**

The YES Job Search Program is designed for youth 16 to 35 years who are looking for employment, or who need help planning or changing their careers. Professional employment and career counsellors facilitate a variety of job search workshops and offer individual counselling. In addition to scheduled appointments, 15 minute drop-in sessions are available with Job Search counsellors Monday to Friday from 11:00am - 12:00pm. YES offers an intensive French course for job seekers and translation services for résumés and cover letters. Clients have free access to a computer lab with Internet and have access to a fax machine, photocopier and telephone. YES also has an extensive job search library, which has essential resource materials for everyone's employment needs.

Before accessing the following services job search clients are required to attend one Jump-Start Your Job Search Orientation Session which will help identify their specific needs around:

- |                                  |                   |
|----------------------------------|-------------------|
| ↗ Employment/ career counselling | ↗ Career planning |
| ↗ Career testing services        | ↗ Mentorship      |
| ↗ Employment strategies          | ↗ Mock interviews |
| ↗ Job Search Workshops           | ↗ Internships     |

Please Note: Late arrivals will not be permitted entrance to group workshops. If it is your first time visiting YES, please arrive 15 minutes before the start of the workshop.



**YES Montreal Centre**

## Jump-Start Your Job Search Orientation Session

Cost: FREE

Tuesdays and Fridays, 2:00pm - 4:00pm  
Registration from 1:15pm - 1:45pm

This two-hour workshop will introduce the services and resources available at YES. Participants will learn job search strategies and be given an overview of the job search process and some of its key concepts such as the hidden job market, and the importance of networking and follow up processes.

## Cover Letter & Résumé Writing Workshops

Cost: FREE  
Pre-register 24 hours in advance

Mondays, 10:00am - 12:00pm: Sept 22, Oct 6, Nov 17, Dec 15  
Mondays, 2:00pm - 4:00pm: Sept 8, Oct 27, Dec 1

Want to have an effective and strategic résumé and cover letter? You will learn how to assess, incorporate and highlight your qualifications, skills and achievements, customizing them to fit any position you apply for.

## Interview: Part I

Cost: FREE

Pre-registration is required.  
Participants must pre-register for both Part I and Part II.

Mondays, 10:00am - 12:00pm: Sept 15, Sept 29, Oct 20, Nov 3, Nov 24, Dec 8

Learn about the "dos and don'ts" of job interviewing, the various types of interviews, and how to prepare for a successful interview. Participants will learn firsthand the importance of non-verbal communication, and how to respond to those difficult questions that may come up, such as "What is your biggest weakness?".

## Interview: Part II

Cost: FREE.

Participants must pre-register for both Part I and Part II.

Mondays\*: Sept 15, Sept 29, Oct 20, Nov 3, Nov 24, Dec 8

Participants will have the opportunity to practice the interview skills and techniques learned in Interview: Part I. By means of a 7 minute mock interview, this one-on-one interview will be videotaped and reviewed by a Job Search counsellor providing valuable feedback on your performance. Each individual session will total 15 minutes.

**To organize videotaped interview sessions for your group**, please contact us at 514-878-9788. A nominal fee is associated with this service for groups.



## Cold Calling

Cost: FREE

Pre-registration is required.

Mondays, 10:00am - 12:00pm: Sept 8, Oct 27, Dec 1

Mondays, 2:00pm - 4:00pm: Sept 22, Oct 6, Nov 17, Dec 15

Participants will develop and improve their skills for contacting potential employers. They will also learn how to develop, prepare and practice their professional presentation with other participants in the workshop.

## Goal Setting

Cost: FREE

Pre-registration is required.

Wednesdays, 10:00am - 12:00pm: Sept 24, Oct 22, Nov 26

Participants will explore how to keep focused and motivated in the job search. The exercises are related to time management, maintaining a work/life balance and reducing stress. Participants will develop realistic career goals and determine concrete steps towards achieving them.

## Self-Assessment: Part I

Wednesdays, 10:00am - 12:00pm: Sept 3, Oct 1, Nov 5, Dec 3

Cost: FREE

Pre-registration is required.  
Participants must pre-register for both Part I and Part II.

Don't know what to do? This workshop will help you explore which career paths best suit your personality and interests. By participating in self-assessment activities you will clarify your preferences and learn how your personality and interests can be used to evaluate various career options.

## Self-Assessment: Part II

Wednesdays, 10:00am - 12:00pm: Sept 10, Oct 8, Nov 12, Dec 10

Cost: FREE

Pre-registration is required.  
Participants must pre-register for both Part I and Part II.

This workshop is designed for participants who attended Self-Assessment Part I.

Continue the process of self-assessment by examining your values, skills and core beliefs. Discuss the steps you have taken in your career exploration and the obstacles that you may have encountered. The counsellor will help you determine which steps must be taken in order to achieve your career goals.

## Career Testing Services

Pricing is on a sliding scale.  
Please call for more information.

A series of standardized career tests will be used to help you to determine your interests, personality preferences and to clarify your career objectives. Testing is offered on an individual basis by a trained professional counsellor.



## YES Internship Program

YES Montreal, in partnership with the federal government, offers paid internships in a variety of fields. Through workplace training, participants will gain practical skills that will help ensure successful integration into the job market. For more information, including eligibility requirements, please speak to a YES counsellor.

## Résumé & Cover Letter Translation

Please call for pricing.

Have your résumé and cover letter professionally translated from English to French. Submit your electronic document and your translation will be ready within seven business days. Please call us at 514-878-9788 for pricing.

## Career Exploration Workshops

Thursday evenings, 6:30pm - 8:30pm  
Pre-registration is required.

The Career Exploration Series is designed to give participants an opportunity to meet various industry representatives in a small group setting and to explore these very questions.

Stay tuned to [www.yesmontreal.ca](http://www.yesmontreal.ca) for the names of the specialists who will be presenting.

### Jobs in the Public Sector

September 11

Cost: FREE

From foreign affairs to the environment, the federal public sector offers a wealth of employment opportunities. In this workshop you will have the chance to meet a representative from the Federal Public Service Commission who will give you the inside scoop on how to apply for positions in the public sector.

### Helping Professions

October 2

Cost: \$15

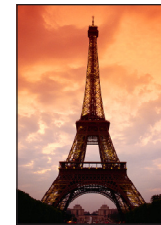
Are you a student, graduate, or job seeker thinking of pursuing a career in the helping professions? Would like to hear the first hand experiences from experienced professionals in the field? If you are considering a career in social work, counselling, psychotherapy, psychology, career coaching, or family life animation, and would like to hear this workshop is for you!

### Graphic Design

November 6

Cost: \$15

Have you ever considered pursuing a career in the graphic arts, but didn't know what it entails? Have you wondered what it takes to develop a graphic arts career here in Montreal? Meet with industry representatives to discuss industry trends, necessary competencies, and what a 'day in the life' involves.



### French For Job Seekers

Tuesdays and Fridays  
9:30am - 12:30pm

Cost: \$65, Pre-registration is required.

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

Session 1: Sept 9 – Oct 3

Session 2: Oct 14 – Nov 7

Session 3: Nov 18 – Dec 12

YES reserves the right to cancel a course if there are less than ten participants per course.

This intensive, 4-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.

## Open to Individuals of All Ages

YES' entrepreneurship program offers workshops and seminars 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 some workshops. Entrepreneurship clients have free access to a computer lab with Internet and have access to a fax machine, photocopier, a telephone, and a resource library filled with the latest magazines and books.

Please Note: Late arrivals will not be permitted entrance to group 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.

### Jump-Start Your Business Orientation Session

Wednesdays, 2:00pm - 3:15pm

Cost: FREE (Handouts: \$1)

Thinking of starting a business? Find out about the services and resources offered to you as a YES Entrepreneurship client. As a budding entrepreneur you do not want to miss this orientation session which provides the basic information required to launch your business. Get a glimpse at what it takes to be an entrepreneur, gather your facts and get ready to Jump-Start Your Business.

### Business Talk (With Business Card Exchange)

Sept 17, Nov 26

6:00pm - 7:30pm

Cost: \$15

Speaker: Anthony Codrington  
Symposium Business Management

These lively sessions will allow entrepreneurs to share and examine practical and problematic business scenarios. This is an excellent forum for increasing your business expertise and making new contacts to build your network. Our Business Coaches will be on hand to facilitate the session. **Don't forget to bring your business cards!**



### Business Breakfast with the Experts

Sept 23, Nov 5

8:00am - 9:30am

Cost: \$45

Speakers: Pino Di Ioia (Sept 23)  
Beaver Tails | Moozoo  
Charles Crawford (Nov 5)  
Domaine Pinnacle

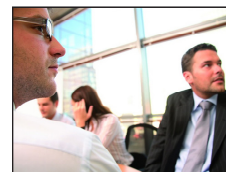
Rise and Shine, So Your Business Can Too! Start the morning off right by meeting and learning from successful self-starters. This unique opportunity to meet in small groups with individuals who have truly "made it" in business will allow entrepreneurs in various fields to get tips from the best. The breakfast will allow clients at various stages in their business to get answers to specific questions from an experienced and successful entrepreneur. A continental breakfast is included in the price of the workshop.

## Our Expertise At Your Service

### Business Coaching Sessions

By appointment only

Cost: FREE\*



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 maximizing the effectiveness of your entrepreneurial efforts.

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
- Guidelines to strengthen your business skills
- Importing/exporting, online business, franchising and more

Please contact us at 514-878-9788 to book an appointment for business coaching services.

Drop-in business coaching services are available every Friday from 2:00pm - 4:00pm for a 15-minute session, and do not require a file opening fee.

Your brand is your business magnet—it attracts people, investments and success. Our specialty coach will assist clients who are seeking to create, grow or enhance their brands. Work with a coach to develop a brand strategy, review your company's identity and public perception; to examine your name, packaging, design, and product positioning, and to learn about advertising optimization.



### Specialty Coaching (Branding)

By appointment only

Cost: FREE\*

A referral from a YES business coach is required before meeting with a specialty coach.

### Legal Information Clinic For Entrepreneurs

By appointment only

Cost: FREE\*

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 any questions you may have relating to business issues such as business structures, contract law, taxation or intellectual property.

### Accounting Clinic For Entrepreneurs

By appointment only

Cost: FREE\*

In this clinic, professional accountants 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.

\*For a **one-time** \$20 file activation fee you will have unlimited access to specialized entrepreneurship and artists' services including coaching, legal and accounting clinics, and labs. You will be exempt from this fee if you are receiving social assistance at the time of your appointment. Please review the Artist and Entrepreneurship Services section on page 3 for details on our cancellation policy.

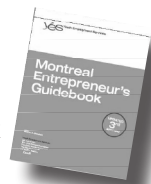
## Starting Your Own Business Seminar Series

6:30pm - 8:45pm

Cost: \$65 for the series (4 Seminars)

OR

\$95 for the series including the Montreal Entrepreneur's Guidebook



This four-week seminar is suitable for both novice entrepreneurs and those wishing to strengthen their business knowledge. Professionals and specialists in the field will teach you the theories behind getting your business started. Participants who successfully attend the entire series will be presented with an official YES Start Your Own Business Certificate of Completion.

**This four-week course is held Tuesday evenings (6:30pm - 8:45pm) and runs from October 7<sup>th</sup> to October 28<sup>th</sup>. This series sells out quickly. Register now!**

### 1. The Nuts & Bolts Of Starting Your Business

Speakers: Luciano D'Iorio  
Terramont

Daniel Wolski  
YES Legal Info Officer

Take this opportunity to start off on the right foot! This seminar provides an overview of what you need to know as a budding entrepreneur. It addresses topics such as legal structures, contracts, permits, business numbers, and leasing.

### 2. Research your Market and Market your Business

Speakers: Raymond Busbridge  
YES Montreal Mentor

TBA  
John Molson School  
of Business

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.

### 3. Financing Your Business

Speaker: Marcie Weitzman  
RBC Financial Group

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: Stephen Maroof  
Sucre Bleu

Don't miss out! This information may make or break your venture. Even if you have never prepared a business plan, this seminar will give you insight into what a business plan is, why you need one, where to go to get help writing one, and why it's essential to obtain financing.

## Meet the Experts Seminar Series

Monday evenings, 6:30pm - 8:45pm

Cost: \$15 each

In this unique series of seminars, YES offers entrepreneurs of all ages and professional backgrounds the opportunity to learn from the experts. Seminar topics have been individually selected to meet the changing needs of the entrepreneurial community. Don't delay, sign up today! **Visit our website [www.yesmontreal.ca](http://www.yesmontreal.ca) for regular updates on these seminars.**

### Validate Your Business Idea September 15

Speaker: Gerald Silverberg  
YES Business Coach

While it's easy to come up with business ideas, the real challenge is figuring out which ones can become a sound business opportunity. Designed for clients with an existing idea, this hands-on session will help you determine if your project is worth pursuing. This workshop is a must for prospective entrepreneurs who are serious about turning their business idea into a reality.

### The Perfect Pitch: How to Pitch to Investors, Bankers and more

October 27

Speaker: Chris Advansun  
Alternative Media Initiative

Even with a great business idea without a convincing pitch, your business will go nowhere. Seek out the essentials of pitching effectively and learn how to present your ideas. This seminar will provide helpful tips and get you on the right track to successfully pitching your business to investors, bankers, committees and more.



### NEW Business Trends for 2009

November 17

Speaker: Angela Burlton  
Dobson Center for  
Entrepreneurial Studies

If you are looking for ways to develop something new in line with current trends, then this is the seminar for you. Hear an expert in the field share their visions of changes to come in the world of tomorrow's business. Find out the latest trends and sectors where your business will prosper and get the inside track of what will make your business cutting-edge in the upcoming year.

### The Art of Selling December 1

Speaker: Marvin Garellek  
Force Telecom

Whether you're selling a product or a service, let our expert teach you how to improve your selling skills by offering valuable tips on the art of selling. From building relationships to finding new clientele, learn ways to increase sales and make your business grow.

## Grants and Loans

### Grants and Loans for Entrepreneurs

Cost: FREE (Handouts \$1)

**Offered On Thursdays (2:00pm - 3:30pm)**

Sept 4, Sept 18, Oct 2, Oct 16, Oct 30, Nov 13, Nov 27, Dec 11

(See page 17 for more details)

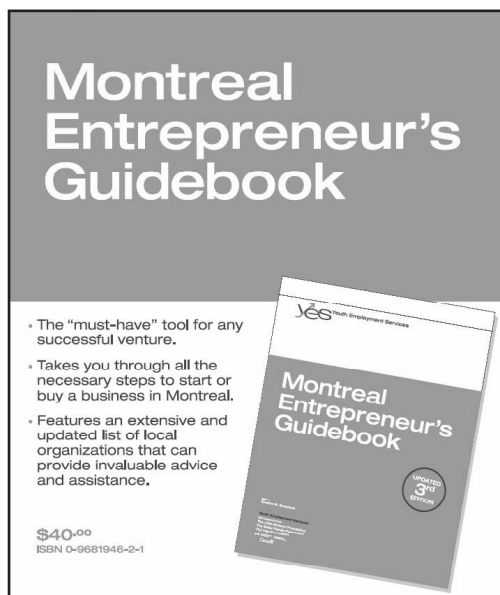
## Marketing Tools for YES Clients & Alumni

### YES Entrepreneur's Board

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

### The YES Yellow Pages: E-Directory of YES Entrepreneurs in Business

YES offers a free marketing tool on its 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.



## Black Entrepreneurship

### Ujamaa Initiative for Black Entrepreneurship (UIBE)

Contact: Michael Smith

In partnership with YES Montreal, the UIBE promotes entrepreneurship to the English-speaking Black Community and provides support, information and training in entrepreneurship to potential and existing entrepreneurs. A one-of-a-kind outreach initiative, the UIBE is dedicated to creating and supporting entrepreneurs in the Black Community. Find programs and services for entrepreneurial development as well as promotional materials outlining the existing services available to entrepreneurs, within the Black Community.

Learn more about how you can get involved in this program by speaking to one of our Business Coaches or coming to one of our Jump-Start Your Business Orientation Sessions held every Wednesday.



### Financing for Black Entrepreneurship

**Oct 6, Nov 3**  
6:00pm - 7:30pm

Cost: Free

Pre-registration required.

Learn about how you can apply for special financing programs for black entrepreneurs in Quebec. This informative session will go over basic eligibility criteria and explain the steps involved in obtaining a loan/grant.

Moderator: Michael Smith, Ujamaa Initiative for Black Entrepreneurship

Speaker: Jaël Élysée, Specialized Funds Coordinator, FILACTION

The YES Artists' Program is open to artists of all ages and disciplines. Artists have access to workshops, business coaching, career counselling services and resources in the YES library specific to their needs. The Annual YES Artists Conference and the Artists' Project Plan Contest take place each spring.

Please Note: Late arrivals will not be permitted entrance to group workshops. If it is your first time visiting YES, please arrive at least 15 minutes before the workshop.

## Jump-Start Your Art & Artists' Grants and Loans

2:00pm - 3:30pm

Cost: FREE (Handouts: \$1)

Thursdays: Sept 11, Sept 25, Oct 9, Oct 23, Nov 6, Nov 20, Dec 4

Are you an artist seeking to make a living from your artistic talent? Regardless of your artistic discipline, YES offers services and resources to help you succeed. This orientation session will tell you about the support services YES offers and will provide you with the basic skills you need to get started as a self-employed artist. Topics covered include grants, loans and other funding options for various artistic disciplines.

YES Montreal offers one-on-one coaching services for self-employed artists, and those who are seeking to earn an income through their artistic abilities. Artists' coaching gives artists the opportunity to refine their goals, find answers to questions regarding self-employment and promotion while turning an artistic passion into a profession.

We can assist you in:

- Project planning
- Developing networks and networking opportunities
- Creating strategies for success

Please contact us at 514-878-9788 to book an appointment for coaching services.

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! Attend a Jump-Start Your Job Search orientation session and get one-on-one appointments with one of our counsellors to begin exploring your options.

## Artists' Business Coaching Sessions

By appointment only

Cost: FREE\*



## Artists' Career Counselling

By appointment only

Cost: FREE

\*For a **one-time** \$20 file activation fee you will have unlimited access to specialized entrepreneurship and artists' services including coaching, legal and accounting clinics, and labs. You will be exempt from this fee if you are receiving social assistance at the time of your appointment. Please review the Artist and Entrepreneurship Services section on page 3 for details on our cancellation policy.

It starts with you... Please give generously.  
Donate online at [www.yesmontreal.ca](http://www.yesmontreal.ca) or by phone at 514-878-9788

## Business Skills for Creative Souls Workshops

Wednesday evenings, 6:30pm - 8:45pm

Cost: \$15 each

Unique to Montreal, these workshops are designed for the employment and self-employment needs of artists. Register early to guarantee your participation!

**Visit our website [www.yesmontreal.ca](http://www.yesmontreal.ca) for regular updates on these seminars.**

### Copyrights: Keeping Control of Your Work

September 24

Speaker: Claudine Nicol  
SODRAC

No matter what your discipline, you've created work, now learn how to keep it! Avoid having your work misused and learn how to ensure your rights are respected. To all visual artists, music writers, producers, and composers, this workshop is for you. Representatives from SODRAC (Society for Reproduction Rights of Authors, Composers and Publishers in Canada) will provide you with crucial information and answers to your most pressing questions.

### Getting the Word Out: Publicity for the Self-Employed Artist

October 8

Speakers: Nadine Benny & Natalie Rivière  
Mess. Montreal

Never underestimate the power of public opinion. Publicity and media play a major role in shaping an artist's career. With good media and publicity in place, you will be able to convey your message effectively. Learn how to construct an effective press release, where to send it, and how to follow up. Get the word out, quickly and effectively, with excellent results.

### Getting Your Work Published

November 5

Speaker: Simon Dardick  
Véhicule Press

Come and meet local literary luminary Simon Dardick from Montreal's legendary publishing house Véhicule Press, as he discusses getting your work in print and out there. For over 30 years Véhicule Press has been publishing prize-winning books in poetry, fiction, social history, Quebec studies, Jewish studies, jazz history, and restaurant guides. Sign up and get helpful hints about where and how to get your work published in Montreal.

### From Recordings to Records

November 19

Speakers: Ilya Pauly  
Afrokats Studio  
Jeff Wayne  
Ninja Tunes

Let our experts help you turn your musical passion into a profession. Experts from the local music industry will discuss the pros and cons of making home recordings and will offer advice on how to make the transition from a home-based studio to a professional recording studio.

### The Business of Art

December 3

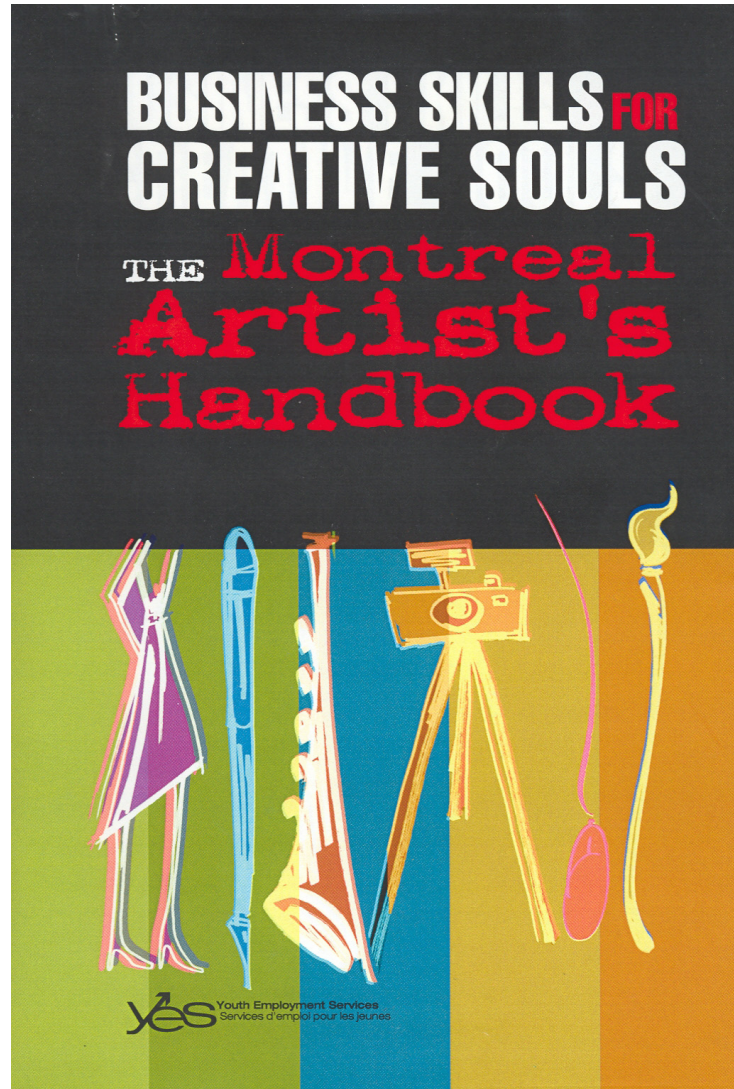
Speaker: TBA

Are you wondering how to make the transition from making art to selling it? Have you ever wondered who would be interested in buying it? Do you know what to charge? This workshop is here to answer all of these questions and much more. Learn how to assess your work's true value and sell it effectively. Additionally, learn about creative ways to market your talent.

It starts with you... Please give generously.  
Donate online at [www.yesmontreal.ca](http://www.yesmontreal.ca) or by phone at 514-878-9788



# You have the talent, Now get the business skills!



**\$19.95 at the YES office**

## Grants and Loans Information Session

Whether you are an artist or entrepreneur looking to start your business or looking to expand, we have funding options for you. 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 also covered include eligibility criteria, targeted sectors and industries, as well as levels of funding available. For more information, please contact us at 514-878-9788.

Please Note: Late arrivals will not be permitted entrance to group 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 Entrepreneurs: Grants and Loans

#### Offered On Thursdays:

Sept 4, Sept 18, Oct 2, Oct 16, Oct 30, Nov 13, Nov 27, Dec 11

2:00pm - 3:30pm

Cost: FREE (Handouts \$1)

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

(see page 14 for details)

#### Offered On Thursdays:

Sept 11, Sept 25, Oct 9, Oct 23, Nov 6, Nov 20, Dec 4

2:00pm - 3:30pm

Cost: FREE (Handouts \$1)



**Grants** YES/La fondation du maire de Montréal Contests  
 Each year, YES teams up with La fondation du maire de Montréal pour la jeunesse to offer a variety of grants to support young start-up entrepreneurs. Candidates must meet all eligibility requirements. It is mandatory that you meet with a business or artists' coach before submitting a contest application.

**Entrepreneurship Business Plan Contest**

Start preparing today and give yourself the best chance of receiving a grant of up to \$7,500 for your business. For more information, please attend the Entrepreneurship Grants & Loans Information Session (see page 17).

**Eligibility Criteria**

To be eligible for this grant, you must

- Be between 18 and 35 years of age
- Have a low income
- Live and operate your business or your artistic project on the island of Montreal

A complete list detailing the eligibility criteria can be found at [www.yesmontreal.ca](http://www.yesmontreal.ca)

**Artist Project Plan Contest**

Get your artistic project off the ground with a grant of up to \$3,000. For more information, please attend the Jump-Start Your Art Information Session (see page 14).

**Eligibility Criteria**

To be eligible for this grant, you must

- Be between 18 and 35 years of age
- Have a low income
- Live and operate your business or your artistic project on the island of Montreal

A complete list detailing the eligibility criteria can be found at [www.yesmontreal.ca](http://www.yesmontreal.ca)

**Loans** Are you in need of financing for your new business? You may be eligible for a loan of up to \$15,000 through YES in partnership with the Canadian Youth Business Foundation (CYBF). It is mandatory that you meet with a business coach before submitting a loan application.

**Eligibility Criteria**

To be eligible for this loan, you must

- Be between 18 and 34 years of age and be a permanent resident or Canadian citizen
- Demonstrate relevant knowledge and/or experience within the industry
- Work in the business on a full-time basis
- Present a business plan demonstrating the viability of your business
- Be in business for less than 12 months (from the time of your first sale)



**TUNE IN TO YES<sup>2</sup>**  
 A BENEFIT CONCERT & SILENT AUCTION

**SEPTEMBER 25, 2008**

Featuring:  
**LORRAINE KLAASEN**  
 Canada's Foremost Worldbeat Artist  
 performing material from her brand new album, *Africa Calling*

with Special Guests  
**SUESOUL**  
 Montreal's Latest R&B and Motown Sensation

Hosted by  
**RIC PETERSON**  
 CJAD Host

*Join us for an evening of fun, food, friends and fundraising.*

**Tickets: \$50**  
 Tax receipt for \$25

**Cocktails: 5:30 PM** Door prizes, silent auction and food  
**Concert: 7:30 PM** Live music and entertainment

**Club Soda** 1225 St. Laurent Blvd.

**BUY TICKETS ONLINE at [www.tuneintoyes.com](http://www.tuneintoyes.com)**  
 or call **514-878-9788 ext. 307**

*Help YES give young job-seekers, entrepreneurs and artists the English-language support services they need to launch their careers in Quebec.*

[www.yesmontreal.com](http://www.yesmontreal.com)

The YES Mentorship Program aims to facilitate the transfer of skills, knowledge and wisdom from 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, the ability to be open and honest, and a commitment to personal development and learning.

## Career Mentorship Program

The YES Career Mentorship Program facilitates youth 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.

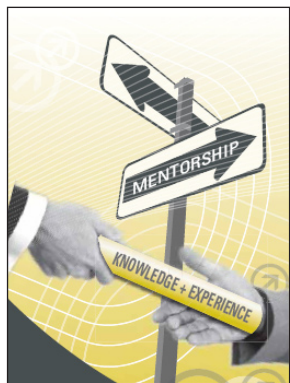
Mentees and mentors under the YES Career Mentorship Program must commit to meeting in person at least once a month for a period of six months.

## 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 people who can provide support, guidance and encouragement. Entrepreneurship mentees work towards achieving specific business goals that they establish at the start of the relationship.

Mentees and mentors under the YES Entrepreneurship Mentorship Program must commit to meeting in person at least once a month for a period of one year.

## Become A Mentor



Are you an experienced professional with a sense of commitment and desire to give back to the community? Do you want to share your knowledge and expertise? If you answered yes to any of these questions, please contact YES for further information on how you can give something back to the community by becoming a mentor.

For more information about the YES Mentorship Programs, please call us at 514-878-9788.



## Tune In To YES<sup>2</sup>

September 25, 2008

Lorraine Klassen, Canada's foremost WorldBeat artist, returns to headline this extraordinary evening with her eclectic African rhythms and opening act SueSoul lend their soulful Motown and R&B sound to the cause. Hosted by Ric Peterson of CJAD, the event also features YES-timonials by young Montrealers who kick-started their career with YES.

## Making Links

October 22, 2008

With support from Canadian Heritage, YES Montreal and the FMMJ (Fondation du maire de Montréal pour la jeunesse) have created a joint initiative that will bring together Montreal entrepreneurs from both the English and French communities to learn more about the business cultures of each group, to build future partnerships and greater networks and to have the opportunity to meet with buyers and distributors. This initiative will touch 36 young entrepreneurs who will be pre-selected to participate.

## 6th Quebec Employment Service Providers Conference

November 10, 2008

This conference is aimed at bringing together career and employment counsellors who provide English-language employment services to exchange ideas and interact with other professionals. The 6th edition of this conference will incorporate interactive workshops and address topics such as stress management and boundary setting for the practitioner.

## Youth Conference

February , 2009



This exciting new conference will serve to join the rural areas of Quebec with Montreal for an interesting discussion addressing youth employment, youth retention and the intergenerational workforce in Quebec.

Would you like to be kept advised of our upcoming events? Call us at 514-878-9788 to be added to the YES mailing list or visit our website at [www.yesmontreal.ca](http://www.yesmontreal.ca) and sign-up for the YES e-newsletter.

## YES Staff

### Iris Unger, Executive Director

Fernanda Amaro  
Silvina Asurmendi  
Olivia Corning  
Allison Eades

Ellen Englert  
Sherry Hollinger  
Annalise Iten

Danny Légaré  
Maria Pereira  
Jaclyn Schwartzman

Vineeth Stephen  
Suzanne Stephenson  
Caili Woodyard

## Board of Directors

Harold J. Simpkins, President  
Senior Lecturer, John Molson School of Business,  
Concordia University

Luciano D'Iorio, Vice President  
Terramont Real Estate Services

Nina Silverstone, Treasurer  
Finance and Accounting Consultant

Michael Eskenazi, Secretary  
President, Felix & Norton International Inc.

Ron Drennan  
Drennan Consulting

Chris Emergui  
President & CEO, BAM Strategy

Pino Di Ioia  
CEO, BeaverTails - Co-Founder, Moozoo juices

Teresa Kirkwood  
Vice-President, CentralKnowledge

Tom Kouri  
President, High-Touch Communications

Robert Walsh  
President, Forensic Technology

Iris Unger  
Executive Director, YES Montreal (Youth Employment Services)

Angela Burlton, C.A./Past President  
Professor, Dobson Center for Entrepreneurial Studies, McGill

## Advisors

John Aylen  
John Aylen Communications

Lionel J. Blanshay  
Counsel, Borden, Ladner, Gervais LLP

Rob Braide  
V.P. & General Manager, Astral Media Radio

Charles B. Crawford  
President, Domaine Pinnacle Inc.

Scott Conrod  
Consultant

John W. Dobson  
President, The John Dobson Foundation

Peter R. Johnson  
Director, The John Dobson Foundation

Guy Laframboise  
President, Restaurants Subway Québec Ltée

Timothy Leyne  
Alcan Inc.

Peter McAuslan  
President, McAuslan Brewing

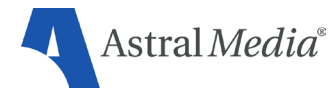
Andy Nulman  
President, Airborne Mobile

Philip O'Brien  
Senior Advisor, Telecom Development Inc.

Hilary Radley  
CEO, Hilary Radley Design Studio

Herschel Segal  
Founder & Director, Le Château Inc.

Our programs are made possible with the generous support of our partners:



CONSEIL DES ARTS DE MONTRÉAL



The John Dobson Foundation

The Hay 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 gifts of \$10 or more.

# YES Montreal (Youth Employment Services)

Services d'emploi pour les jeunes

666 Sherbrooke West, 7th Floor

Montreal, Qc H3A 1E7

[www.yesmontreal.ca](http://www.yesmontreal.ca)

Successful futures start with



A large, stylized logo of the word "yes" in white, set against a solid yellow background. The letter "y" is white and features a white arrow pointing upwards and to the right from its stem. The letters "e" and "s" are white.