



Youth~Empowering~Program

#EmpoweredByYEP

Youth Empowering
Business Development
+ Plus Workshop

Super Fun, Empowering and Educational business development workshops aimed at primary and secondary schools.

A unique opportunity to introduce your students to the exciting world of Business Development. Encourages students to develop a fundamental understanding of sales & marketing and ignite interest within the Business Development world.

Youth Empowering Business Development +Plus Workshop

YEP are delighted to introduce our brand new live action Business Development workshop. The workshop is designed to provide a fundamental understanding of the world of business development (sales) and contains exciting practical and engaging theory aspects covering the following topics:

- Introduction to Business Development
- Overcoming fear and stepping outside your comfort zone
- Setting goals and making plans to achieve them
- Attributes, skills and strengths
- Sales and marketing
- Business development careers
- Targets, commission, OTE (On Target Earnings)
- Perks, rewards and benefits

Pupils that show enthusiasm and aptitude whilst participating in the workshop will be welcome to experience a day in the life of a busy photographic company, including our business development department, and meet all the team here at YEP.

PRICES PER WORKSHOP:

- 1) Non-Client schools £500.00 each (all options subject to Vat).
- 2) Current client schools benefit from a superb 40% discount off each workshop.
- 3) Schools who agree to a 2 year photography booking will receive 75% discount.

TYPICAL WORKSHOP DATES:

January, February, March, July, November & December .

PLEASE NOTE! Due to the popularity of these workshops, we are now booking 6-12 months in advance. Other Workshops are also available, please contact us for more information about these.



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Listed below are some of the frequently asked questions regarding our workshop. Please read the questions and answers so that your pupils and school receive the maximum benefit when attending the event.

FREQUENTLY ASKED QUESTIONS:

Q: What age group is this workshop is designed for?

A: Our workshops are aimed at pupils in years 5 & 6 and years 10 & 11.

Q: What space or venue is required to facilitate the workshop?

A: Preferably a vacant classroom is the ideal location or a similar alternative, with the ability to show a PowerPoint presentation (library etc.)

Q: Is a class teacher required to be present when the workshop takes place?

A: No. However a member of the school staff is expected to be in attendance to oversee the proceedings and to act as an additional point of communication between the workshop tutor and the pupils.



Q: How many pupils can attend each tutorial?

A: The maximum number of participants for each session is 30 – if additional numbers are anticipated this can be discussed with the workshop administrator prior to the event.

Q: What is the time duration of the workshop?

A: The school should allocate at least two hours for the workshop.

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The following are just some of the typical business development jobs that exist and could suggest a possible career path for some of your students.

- Advertising Sales Agent
- Business Development Director
- Prestige Car Sales/Fleet Executive
- Corporate Estate Agent
- Event Sales Executive
- Financial Services Agent
- Insurance Broker
- Manufacturer's Representative
- Recruitment Consultant
- School Photography Salesman
- Travel Agent
- Sales Engineer
- Software Sales Representative
- Medical Device Sales Representative
- Pharmaceutical Sales Representative
- Website & SEO Executive
- Windows, Doors & Conservatory Salesman

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