

Enterprise Matters

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Primary Financial Education roll-out to schools

Continued Success for Social Entrepreneur



LEADERS IN ENTERPRISE
AND FINANCIAL EDUCATION



A message from Donna Dentice, Chief Executive

Many of you will have already caught up with the news that Enterprise New Zealand Trust changed its name to Young Enterprise Trust on January 1, this year.

The name change is a natural transition from one that was often confused for a government agency, to one that recognises the power of our flagship programme, the Lion Foundation Young Enterprise Scheme.

You will see the new name and branding on this newsletter, and I thank Clemenger BBDO for the design work.

And how is the first year of Young Enterprise Trust shaping up?

Well, to paraphrase a Tale of Two Cities, 'it is the best of times, and it is the worst of times.'

The global financial and economic crisis has focused the minds of everyone on the necessity of having a strong business sector, and a population that understands financial literacy; yet the funding that would allow Young

Enterprise Trust to take advantage of this new awareness is getting difficult to come by.

As a charitable trust we are not alone in this, and I know that our traditional sponsors are working hard to try to fulfill their commitments to us. I thank them very much indeed for this.

And on our part we are scrutinising our costs item by item, and looking for ways to do things smarter, and for less.

One result of this, is that this newsletter is smaller than normal, and we will be having three rather than four editions. But to make up for this, National Directors will be sending out regular electronic newsletters this year.

If you would like to receive these, please send us your email address if we do not already have it.

And if you have any suggestions as to how we may generate more income or minimise our cost base please do get in touch!



We are delighted to welcome Ewan McLeod to our team as the recently appointed National Director, Student Enterprise Learning Link and the Auckland Central Regional YES Coordinator.

Ewan has a wealth of experience in enterprise education initiatives in the secondary school environment, and he has also owned and operated his own career business. Ewan established the second enterprise business unit at Tauranga Boys' College (b.e.s.T. - biz-enterprise scheme Tauranga) in 2004, and was involved as co-ordinator at the first school in New Zealand to induct Business Hall of Fame laureates into their Business Hall, under the recent Young Enterprise Trust and New Zealand Trade and Enterprise initiative.

He also was a member of the writing panel that developed the Business Education Unit Standards.

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Enterprise Studies Programme



Young Enterprise Trust, in association with Junior Achievement Worldwide and Manpower Inc delivered a one-day workshop based on the highly successful JA Success Skills® programme.

JA Success Skills® meets the needs of high school students by providing engaging, academically enriching and experientially focused sessions in career perspectives.

The one-day workshop provided an ideal introduction to the Enterprise Studies Programme (ESP), enabling students to gain a better understanding of the skills and knowledge they will be developing as participants in ESP.

This event was limited to 100 ESP students in the Wellington region - Aotea College, St Patrick's College, Kilbirnie and Wellington East Girls' College who were enthusiastic and energetic participants.

Here's what some students had to say at the end of the day:

Body language and tone is more important than words when communicating.

I learnt what a transferable skill is.

One thing I learnt is how to give a proper handshake.

Researching is very important.

These tips will definitely help me in the future and the constructive feedback from the activity was very helpful. That actions do speak louder than words. And that it is important to incorporate lots of different aspects into a conversation.

That you can't get anywhere without communications, without being able to listen actively, understanding and being able to hold an opinion, on what someone is saying.

That we have to be able to be critical thinkers and put ourselves into positions to analyse and solve problems.

Actions speak louder than words.

Building rapport.

How I should behave with others. Thanks!

Registration for 2009

It is important for schools to register annually because all resources are password protected and we change this password each year.

Registration is free.
To register, go to www.yetrust.co.nz

ESP Press Release

- You still have an opportunity to B in 2 Win! We want your published articles from 2008! If you have any students' ESP stories published - Market Day or a summary of the BP CEP Projects or BP Innovation stories - send them to us now. Be in the draw for a digital camera plus a \$100 cash prize for teachers.

Three prizes to be won!

Winners will be announced Monday, 27 April. You will receive excellent publicity for your school.

Send your published hardcopy to:
Fiona Cornish, Programme Manager, Young Enterprise Trust, P O Box 31545, Lower Hutt

Principal Supporter



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Primary Enterprise and Financial Education in Action: ASB SmartStart

ASB SmartStart Programmes



Primary Financial Education (FED) programme roll-out to schools 2009

Following the very successful trial of the ASB SmartStart FED programme targeted at Year 4-8 students in 19 Auckland and Northland schools (in Term Three, 2008), the Primary FED programme is now being rolled out nationwide to primary and intermediate schools in Term Two, 2009.

One-day workshops are planned for ten regions in Term Two alongside the Advanced Enterprise Education workshops. Teachers registering for the workshops will receive professional development in the use of board games, storybooks and financial literacy lessons developed by Young Enterprise Trust for year levels 4-8. They will also receive professional development in the use of support activities and assessment tasks developed by the Trust to use with the Ministry of Education's 'Figure It Out' Financial Literacy books. All resources are supported by a comprehensive Teachers' Manual which includes lesson plans, assessment tasks and links to the New Zealand Curriculum.

Teachers will leave the workshop with a starter pack of financial education resources to use with their students that includes:

- one board game (at chosen level)
- one storybook
- two 45 minute financial literacy lessons
- support activities and assessment tasks for the following Figure It Out lessons:
 - Can You Afford A Pet? (The Real Cost of Pets- Levels 2-3)
 - The Cost of Credit (Saving for a Holiday- Level 3)
 - Investment Choices (Granny's Gift- Levels 3-4)
 - Investing on the Share Market (Granny's Gift- Levels 3-4)
- Teachers' Manual

The all inclusive cost of the workshop and starter financial education pack is: \$260.00 including GST. Schools that bank with ASB are eligible for a \$25 discount.

ASB SmartStart Professional Development Workshops- Term 2

Region	Advanced Enterprise Education	Financial Education
Whangarei	Monday 4th May	Tuesday 5th May
Auckland	Thursday 7th May	Friday 8th May
Hamilton	Monday 11th May	Tuesday 12th May
Rotorua	Thursday 21st May	Friday 22nd May
Dunedin	Tuesday 2nd June	Wednesday 3rd June
Napier/Gisborne	Monday 8th June	Tuesday 9th June
Wellington	Thursday 11th June	Friday 12th June
New Plymouth	Monday, 15 June	Tuesday, 16 June
Palmerston North	Thursday 18th June	Friday 19th June
Nelson	Monday 25th May	Tuesday 26th May
Christchurch	Thursday 28th May	Friday 29th May

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Please email your registration to: jo.faulkner@yetrust.co.nz. If your school falls outside the regions specified, and you are interested in attending a FED workshop, please contact us on: (04) 570 3395 to discuss the options.

Student Enterprise Learning Link

January saw a 'collective gathering of the minds' in Wellington, as the 2009 'new and improved' version for SELL was presented to the team at Young Enterprise Trust Head Office, for feedback and comment.

This year sees a shift in perspective and emphasis for the SELL resource material, for example - production being more focused on technology and design, and less on sourcing and costing product materials. With new staff involved in presenting this year's programme, it was a good opportunity for new National Director, Ewan McLeod to meet all of the presenters, and discuss the priorities and objectives for this popular three-day workshop.



The SELL BusinessNZ Planning Experience started in February, with Central Hawkes Bay College in Waipukurau being the first set of students to experience the 2009 version, as they headed back from the beaches (and Parachute!) to stimulate the grey matter and create innovative virtual companies.

Schools from Tauranga, Auckland, Nelson, Hamilton, Taradale, Hastings, Matamata, Wellington and Christchurch have followed the enthusiastic Central Hawkes Bay lead, to enjoy this practical hands-on experience.

It was great to be able to welcome new first-time host schools to SELL programme - Waikato Diocesan School, Matamata College, Hastings Girls' High School, and Hutt International Boys' School. Next term sees the travelling road-show delivering into 16 schools from the North Shore to Invercargill!

Feedback for the new programme has been very positive, and includes comments like:

"Great, exciting, awesome fun, could do it for another week".

"I found it extremely relevant and the presenters made it exciting"

"Highly recommendable and loads of fun" - from the students; and from the staff:

"We're just new to the programme, and judging by the students' positive level of engagement and enthusiasm for their work, we'll be very keen to be part of this programme again next year".

"Really enjoyed the new format this year, and can see the kids are really enjoying the 2009 programme and its new emphases".

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DAVID LEVENE
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Financial Education

Registration for 2009

Schools need to register annually because all resources, including assessments, are password protected and the password changes each year.

Registration is free.

To register, go to www.financialeducation.org.nz.

Password to register: money2009.



IRD presentation of FLP Exam Awards at Pukekohe High School; Jesse Stanish, Gaelle Deighton (YET Supporters' Council), Savy Govender (IRD) and Candice Kiplen

FREE Unit Standard Package

Upon registration you will receive a free copy* of the Personal Financial Management unit standard CD package, US 24697 Level 1, 1 credit - Perform income-related calculations for personal financial management, including assessment. (Price normally \$50). Note: *one resource per school.

Contact Delphine Jakeman - delphine.jakeman@yetrust.co.nz to see if your school has registered for 2009 and obtain your free unit standard teaching package.

PFM Unit Standard Packages

Young Enterprise Trust is developing a series of teaching and assessment unit standard packages, designed to support teachers and schools in their delivery of these Personal Financial Management unit standards. The packages are available progressively throughout 2009. Order forms can be found at: www.enzt.co.nz/~fedWeb/OrderformsforFED.asp

Please contact one of the financial education team to discuss suggested course pathways for your school.

Financial Literacy Programme (FLP) Exam Award Winners

The Retirement Commission Award for the overall top mark:

Jin Woo Oh Mt Albert Grammar School 98.5%

The following individual question awards were decided on the basis of a combination of overall marks and full marks in the question concerned. Students were only eligible for one award.

The Russell Investments Award for the Investment question:

Laura Crisp Pukekohe High School

Kantapat Puvasuriyanitichod Mt Albert Grammar School

The ASB Award for the Banking question:

Matthew Wilson Mt Albert Grammar School

The Inland Revenue Department Award for the Tax and Student Loans question:-

Jesse Stanish Pukekohe High School

Candice Kippen Pukekohe High School

The award winners are also now on our website. Please click the following link to access the webpage <http://www.enzt.co.nz/~fedWeb/Exam/FLPExamTopMarks.asp>.

Thank you to all those who took part in the Financial Literacy Exam 2008.

Contact Rochelle Collinson - rochelle.collinson@yetrust.co.nz or phone 04 570 3399 for information about the Financial Literacy Programme.

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Young Enterprise Scheme



Images from 2009 E-Days

Robert McTague Honoured at ActionCOACH's 2009 Asia Pacific Conference

ActionCOACH, the world's leader in business and executive coaching, hosted its 2009 Asia Pacific Regional conference recently. At the company's annual Awards Dinner, ActionCOACH founder and CEO Brad Sugars presented several prestigious awards to the Business Coaches within the community. Robert McTague from New Zealand received the Coaches Choice "BrandCOACH" award.



Rob is a champion for building enterprising attributes in young people and chairs the ActionCOACH New Zealand Education Foundation, a sponsor of the Lion Foundation Young Enterprise Scheme and corporate host of Team ActionCoach at the Global Enterprise Challenge.

Rob says, "If we can teach our future business owners the business skills needed to put alongside their technical skills, then I feel we will be able to prepare the future of the small and medium sized business fraternity in New Zealand for success."

We are delighted to see Rob's passion for enterprise recognised. Congratulations! For information on business coaching visit www.actioncoach.com/robertmctague. To learn more about ActionCoach NZ Education Foundation go to www.acef.co.nz or visit actioncoach.com

Continued Success for Social Entrepreneur

Maybe it's the name, but Sam Morgan a YES student from South Canterbury region, is already a successful business person. Sam has started the 2009 YES year as a member of a Geraldine High YES Company but is also still running a business set up under his Year 10 Business programme.



Sam says, "I started selling Freeset Bags in 2007 as part of the Year 10 Business programme. At the start of 2008 I carried on as a Sole Trader. I sell at different markets and on Trade Me. The bags are made out of Jute and have a story behind each bag. I sell a wide range of the bags: Carry Bags, Wine Bags, Beach Bags, Satchels. Each Freeset Bag tells a story of one woman's journey to freedom. The Freeset story sells the bags as it is heart touching. If you want to know more about the bags, you can contact me at: sj.enterprise@xtra.co.nz"



Images from 2009 E-Days



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New Trustee



The Board warmly welcomes Liliias Bell as its Trustee. Liliias replaces Peter Shirtcliffe, who resigned his position late in 2008.

Liliias is Principal and Managing Director of Bell McCaw Bampfylde, a New Zealand executive search organisation specialising in the appointment of Directors, Chief Executives and General Managers, for client companies as diverse as small entrepreneurial start-ups to major national organisations.

Born on an African farm, Liliias completed her secondary education in what was then Rhodesia and went on to study Psychology at St. Andrews University in Scotland. On completing a BSc Honours degree she was awarded the Robert T Jones Memorial Scholarship, which enabled one year of postgraduate study at Emory University in Atlanta, Georgia. She returned to London to start her career in executive search and senior leadership performance management.

In 1994 Liliias immigrated to New Zealand with her Kiwi husband, young son and daughter-to-be, first settling in Palmerston North and then moving to Wellington in 1998.

Liliias is member of the Board at Queen Margaret College and a member of the New Zealand Management Committee of the NZ-UK Link Foundation.

Upcoming Events

Aspiring Principals Conference (Secondary)

Date: Sunday, 19 July - Tuesday, 21 July

Venue: Copthorne Hotel, Anzac Ave, AUCKLAND

For further information or to register, please email: caroline.steele@yetrust.co.nz

International Enterprise in action

A three-day event that involves YES students participating in two exciting international enterprise initiatives:

- The FedEx International Trade Challenge
- The Global Enterprise Challenge

Date: Saturday 20 June - Tuesday 23 June

Venue: Massey University, Albany Campus - Auckland

For further information please email: caroline.steele@yetrust.co.nz

Fairfax Media New Zealand Business Hall of Fame in association with the Chambers of Commerce

Gala Dinner

Date: Wednesday, 29 July

Venue: Hyatt Regency, cnr Princess Street & Waterloo Quondant, Auckland

For further details or to purchase tickets for the dinner, please email: caroline.steele@yetrust.co.nz

Young Enterprise Trust thanks the individuals, organisations and staff who provided information, articles and photographs for this publication.

For all enquiries or to receive extra copies of Enterprise Matters, please contact Sue Jury, General Manager, Young Enterprise Trust, P O Box 31545, Lower Hutt, or email sue.jury@yetrust.co.nz

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