

2023
September



WORK TOGETHER IN
**PARTNERSHIP WITH
JUNIOR ACHIEVEMENT**
TO BUILD YOUR BRAND

This brochure outlines a range of opportunities to support the work of our charity



www.jaiom.im



01624 666266



Rosemary House, Mount Havelock,
Douglas, Isle of Man



enquiries@jaiom.im

Isle of Man registered charity No 665

WHY OUR WORK IS CRITICAL



Junior Achievement helps young people to prepare for the real world and to make that all-important link between education and employment.

Research shows that post-COVID young people are less confident than ever before about finding and accessing quality jobs.

They are concerned that they don't have the tools that they need to apply for work and they don't have the skills that employers are looking for.

With access to work experience declining, there is great uncertainty about where they can build the skills and knowledge that employers require.

The work of Junior Achievement is helping to support these young people and to empower them to build a brighter future, which ultimately benefits every business on the Island.

Supported by a team of 300 business volunteers, Junior Achievement works with students on a face-to-face basis in the classroom.

Our wonderful team of volunteers are trained to run a range of workshops which gives them the opportunity to pass on their expertise and knowledge directly to the students.

It may surprise you to know that on an annual basis Junior Achievement supports up to 5,000 young people aged 10 to 18.

Each child has access to five or more Junior Achievement programmes throughout their school life, from Year 6 to Year 13.

At each age group we cover a different topic. For example at primary level the 'Our World' programme looks at why products are imported and exported. The effect of global supply and demand on the value, price, use and sustainability of the world's resources.

Once students move to secondary education, the focus is on developing life and employability skills.

'It's All About Money' has been designed to introduce young people to the essentials of managing their money from an early age. The programme explores spending habits, how to use a bank account, the importance of saving, how to budget, responsible borrowing, payday loans, protecting yourself online, identity theft and scam

'Get a Job' helps young people navigate the complex recruitment and selection process used by employers. Topics include: what employers look for when reviewing a job application, developing transferable skills for the workplace, what to include on a CV, finding and applying for a job, preparing for an interview, body language, questioning techniques and how to follow up after an interview.

To continue to benefit young people and businesses on the island, we need to raise £300,000, which is why we are offering businesses the opportunity to partner with our charity.

Our aim is to provide our services at no cost to schools. This way we ensure that we reach every child in education regardless of their background or academic ability.

For more information contact
suecook@jaiom.im or
telephone 01624 666266

OUR YEARLY IMPACT



5,000 lives impacted



270 classes across all primary and secondary schools



130 young entrepreneurs taking part in the Company Programme



300 Volunteers supporting our programmes



300K + Social Media Reach



3 International Awards



Nominated for the Nobel Peace Prize 2022 & 2023
JA Worldwide

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Meet Our Team



Sue Cook
*CEO and
Fundraising*



Joy Spence
*Employer
Engagement*



Nikole Cervantes
*All things
Digital*



Lisa Morris
*Secondary Education
Senior Programme Manager*



Antoinette Taylor
Volunteer Manager



Jane O'Rourke
*Primary Education
Programme Manager*



Rachel Liver
*Assistant Programme
Manager*

Helping young people to make the link between
education and employment

HOW YOUR FUNDS ARE USED TO SUPPORT OUR PROGRAMMES



- Development of professional materials for students and volunteers
- Printing of workbooks for the students to record information and keep for future use
- Recruitment of up to 100 volunteers on an annual basis
- Vetting of classroom volunteers and the associated checks prior to working in schools
- Training volunteers for each programme they deliver
- JA staff to co-ordinate all programme activities and to be onsite in schools
- Supporting volunteer mentors delivering our entrepreneurial programme
- Providing support to young people outside of school through our mock interview and career launch programme

Of the 739 students who took part in the JA It's All About Money programme, 64% told us that they are worried about not having enough money to live on.

75% of students who do not go to University felt less supported than those who go onto further education and feel more needs to be done to readdress the balance.



BECOME AN EDUCATIONAL PARTNER

To help Junior Achievement reach its annual fundraising target of £300,000, the charity is looking to partner with organisations to help fund our educational programmes in schools.

The benefits to your organisation

- JA provides a personal development opportunity for your staff through volunteering in the classroom. The good news for you is that we provide free training and support which represents a significant cost saving
- Our charity can provide your organisation with a detailed report on volunteering hours, schools and programmes, which you can share in your annual report
- Volunteering is about helping others and the feel good factor can have an impact on people's wellbeing as well as helping with staff retention.
- Supporting the work of Junior Achievement means that you are investing in our youth to build thriving communities and ensure the economic future of the Isle of Man
- We can help you meet your ESG goals. See below for how our programmes help contribute to the UN sustainable goals
- Supporting the work of Junior Achievement will enhance your profile and promote brand awareness with educators, students and parents
- You will be partnering with one of the worlds top NGOs and for the last two years we have been nominated for the Nobel Peace Prize
- Working with Junior Achievement gives you the opportunity to directly support and inspire young people and empower them with the confidence, ability and ambition to succeed.



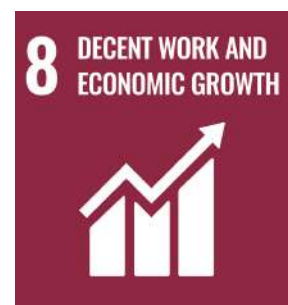
Encourage and promote effective public, public-private, and civil-society partnerships, building on the experience and resources for the benefit of young people



JA Isle of Man raises money to give every child on our island free access to quality career education. All of our programmes are delivered free of charge to every secondary and primary school on the Isle of Man



Our programmes reach young people each year no matter their gender, teaching them skills they'll need to achieve full economic and social equality as adults.



Our programmes support decent job creation, entrepreneurship, creativity and innovation. We aim to help reduce the proportion of youth not in employment, education or training.

BECOME AN EDUCATIONAL PARTNER

With your help we can make a huge difference to the lives of young people on the Isle of Man. It has never been more important to help prepare young people for the world of work.

You can help our charity to raise the necessary funds by becoming an educational or supporting partner with Junior Achievement.

On page 8 & 9 of this brochure we also offer the option to sponsor a Secondary Programme.

For more information contact suecook@jaiom.im or telephone 01624 666266

80% of students surveyed by Junior Achievement stated that careers education is as important as academic studies.

All partnership funding is spent delivering our educational programmes in secondary schools for the benefit of Manx students.

This allows every child to have free access to our support regardless of their social or academic ability.

	Educational Partner £10,000 per annum	Supporting Partner £5,000 per annum
Staff volunteering opportunities	✓	✓
Your logo on the JA website (supporters page)	✓	✓
Badge for your social media and website	✓	✓
Window decal 'Proud to partner with JA'	✓	✓
Social media post and JA website feature	✓	✓
The opportunity to sit on a judging panel for one of our challenges	✓	
Your logo on the JA website (homepage)	✓	
Logo on student and volunteer workbooks (for a secondary school programme)	✓	

CAREER LAUNCH

For students not going on to further education

In 2022, the Manx Lottery funded a trial project called 'Career Launch' and Junior Achievement is now seeking a sponsor to continue offering the programme to schools.

The main target age group for this project is Year 13 students (17 – 18-year-olds) who have completed their A Levels and who do not want to go on to further education.

Schools help Junior Achievement to identify individuals who will be entering the local job market. They have a one-on-one meeting with Joy Spence who is the Employment Engagement Manager with Junior Achievement.



During that meeting, the student will identify industries they would like to explore as a potential career and Joy will help them to prepare a CV.

Using a network of contacts, Joy will organise a meeting between the student and an employer in their chosen industry.

This is an informal get-together and provides the student with the opportunity to explore career pathways, gain valuable feedback from the employer and in some circumstances may lead to a job offer.

This opportunity is offered free of charge to all secondary schools in the Isle of Man.

During the pilot project, 46 students participated, some of whom had more than one meeting. Although it was not the aim of the project, at least seven students have received job offers and we expect more over the coming months.

Due to the success of the programme this year, it is anticipated that the number of students applying to take part in the project will grow in the next academic year.

We are seeking a sponsor to support a member of staff part-time to run this project at a cost of £15,000 per year and we can provide a full and detailed proposal on request by emailing suecook@jaiom.im

An impact report on the success of 'Career Launch' can be viewed at www.jaiom.im/our-impact

"It was good getting positive feedback in an interview environment, having a good conversation and being able to ask questions without feeling awkward". Student from St Ninian's High School

INTRODUCTION TO YOUR WORKPLACE

How would you like to raise the profile of your business as an employer of choice with young people?

Junior Achievement can help you host a student event as an introduction to the workplace. This event would take place during school hours and over a morning.

How it works

- Junior Achievement will arrange for students to visit your workplace from school
- We will target young people who have expressed an interest in working in your industry
- The event will be co-ordinated by Joy Spence who is the Employment Engagement Manager for Junior Achievement
- We can help you organise an interesting and informative morning that allows young people to get an overview of your company
- These sessions work best when young people can observe staff in action rather than sitting through long presentations.
- Normally we would target Year 10 students (14 - 15 year olds) but can look at other age groups.
- The average group size is 10 to 16 students in each session. In order to accommodate all the secondary schools you may wish to host more than one event.

In order to co-ordinate and organise this event we ask for a minimum donation of £500 for each session.



Thank you for organising the Open Day at at the Bank, which was a tremendous success and enjoyed by all.

Everyone had different highlights – all loved going into the Call Centre especially. The Fraud talk too was fascinating and quite an eye-opener. Many thought the session on CV writing was extremely good.

Zoe McAndry - Tutor at King William's College

NEPAL CHARITY TREK

26TH OCTOBER - 3RD NOVEMBER

Join Junior Achievement for this amazing adventure. With its ancient culture and the Himalayas as a backdrop, Nepal is undoubtedly a trekkers paradise!

Our trek takes us to one of Nepal's best-hidden gems: the Helambu region, winding through the highlands of the Langtang Valley. Our route offers us an authentic and ancient cultural experience away from the well-trodden tourist circuit.

We will trek through pristine landscapes with icy rivers, splendid waterfalls, thick forests, mountain passes and sweeping meadows with the breathtaking, mighty peaks of Langtang, Jugal and Ganesh Himals soaring above us at 7000m.

The Helambu region takes its name from the Hyolmo people, an ethnic group associated with Sherpa culture. Each day we will pass through remote villages populated by hospitable locals and dotted with antique Buddhist monasteries.

At night we will sleep in traditional local tea houses and get acquainted with the villagers' unique traditions, which have been largely unchanged by modern life.

The trek includes:

- Return flights from Manchester Airport to Kathmandu
- Suitable for solo travellers. Must be 18+
- Twin accommodation - staying in tea houses and hotels
- All meals provided on the trek (full board)
- Accompanied on the trek by a UK trek Leader and local trek Doctor
- Celebratory dinner on the last night of the trek
- You will be safe in the hands of experienced local guides who will manage the trek
- All ground transport once you reach Kathmandu, including transfers to and from the airport
- Luggage allowance
- There is no maximum or minimum fundraising amount. All donations are gratefully received



Cost: Initial registration fee of £275 to secure your place. Balance of £1,999 + £450 airport taxes and fuel charges (if this is any less, we will pass on the reduction) to be paid by August 1st, 2024. For an information pack please call Sue Cook



01624 666266



suecook@jaiom.im

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DREAM BIG, FLY HIGH DONATION WALL



The cost of sponsoring a bird on the donation wall is £300.

- Your bird will be engraved with your business or family name
- You will receive a specially commissioned bird with a stand and a certificate to display at your office or home
- You are welcome to arrange a visit to the JA office with friends or colleagues for tea/coffee and a photograph opportunity
- Each donor will be featured on our Facebook and Instagram page
- All the visitors to the training centre will be able to see that you have supported the work of Junior Achievement

Junior Achievement has a fundraising appeal to help support our volunteer and student training facility.

A stunning donation wall has been created with the help of local artist Clare Payne who is the Biosphere Artist in Residence at the Manx Wildlife Trust.

The wall has kindly been sponsored by **Financial Options** and is a seascape inspired by Douglas Bay.

Individuals and businesses have the opportunity to sponsor a seagull. Each bird will be inscribed with the name of the donor.

Sponsors will receive a replica bird with a display stand for their home or office, along with a certificate.

We have set a target to raise £20,000 to meet the cost of running the training facility for the next 3 years.

This important space allows Junior Achievement to recruit and train the 300 volunteers needed to work in schools across the island, supporting more than 5,000 young people in education.

The wall is based at the Junior Achievement office in Douglas and will also provide a space for students to run their student businesses free of charge.



UNUSUAL CHALLENGE



The idea behind this fundraiser is that you select someone in your organisation who staff would raise money to see them complete an unusual challenge. Usually, it's the boss.

How it works

Let the staff decide on the challenge and the person completing the task should set the fundraising target for Junior Achievement. Depending on the size of your organisation this should be anything from £500 to £5,000.

It is great for staff morale and they have great fun organising different fundraising events knowing that they are raising money for Junior Achievement. Once the target is reached the person who was nominated from the outset completes the challenge.

Junior Achievement can supply posters and we can feature the challenge on our social media channels.



Junior
Achievement
Isle of Man



THANK YOU

for taking the time to read our brochure

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Charity No 665