



2023

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



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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

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3 International Awards



Nominated for the Nobel Peace Prize 2022 & 2023
JA Worldwide

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*

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.



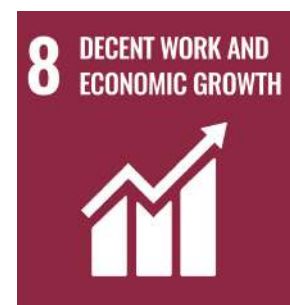
Encourage and promote effective public, public-private, and civil-society partnerships, building on the experience and resources for the benefit of young people



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 the Career Launch or Volunteer Management 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)	✓	

VOLUNTEER MANAGEMENT PROGRAMME

Junior Achievement operates the charity by employing the equivalent of 4.5 full-time members of staff. This team supports up to 5,000 students and 300 volunteers.

We achieve this by keeping our administration costs low, thanks to the kind support of our amazing volunteers.

In 2022, we received a 12 month grant from the Manx Lottery to employ a part-time Volunteer Manager. This funding will cease at the end of 2023.

Volunteers are the lifeblood of our charity and without their support, we cannot run our programmes in schools.

We are reaching out to find an organisation that will continue to sponsor this all important role. We would be happy to provide you with a job description and an impact report to support this application.

The cost of sponsoring this role is £15,000 per annum

What you will receive in return:

- The Volunteer Manager will wear a polo shirt with your logo at all JA events
- Your logo on the homepage of the JA website
- A news article on our social media channels and website
- A window decal 'Proud to Partner with JA'
- Badge for your social media channels
- Staff volunteering opportunities
- Regular updates

For more information please contact Sue Cook by email suecook@jaiom.im or calling 01624 666266



TEAM BUILDING WORKSHOP FOR STAFF



Let the JA team bring fun into your workplace by running a team-building event. Using our student materials we can set your staff a challenge to complete within a set period of time.

These workshops are a great way of encouraging creativity, entrepreneurial thinking, team working and improving the confidence and presentation skills for your staff.

Once we have completed the challenge staff may also be more inclined to volunteer in the classroom for Junior Achievement.

How does it work?

- The workshop can be for 15 - 40 staff who will be split into teams. You will need a space with desks to accommodate this
- It can take place over a morning or afternoon
- Junior Achievement staff will run the event onsite and will provide all of the materials

All we ask is that you make a donation of £50 per employee (min of £750). These funds will be used to help support our work in schools

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