



December 10, 2010

Mr. Joe Restoule, CRM CIP
President & Director
William H. McGannon Foundation for Advanced Risk Management
P.O. BOX 2518, Station M
Calgary, AB, T2P 5C6

Dear Mr. Restoule,

Thank you again for the W.H. McGannon Foundation support of Junior Achievement of Central Ontario's Company Program Student Management Training.

"The best part of the training was when we played the risk game. It helped me to think fast, make well informed decisions in a fast manner."

Jennifer, JA Company Program Student

I am very pleased to enclose the following report which summarizes the successes of the W.H. McGannon Foundation \$5,000 sponsorship. You can take great pride in the knowledge that your support is making a positive difference in the lives of many students.

Many thanks for your continued commitment to Junior Achievement.

Sincere Regards,

Caterina Magisano
Director, Fund Development & Chief Stewardship Officer

c.c. Mr. Joe Hardy

Junior Achievement of Central Ontario Student Management Training Grant Report

Project Summary

With the support of the W.H. McGannon Foundation, Junior Achievement of Central Ontario was able to offer entrepreneurial young minds, from the JA Company Program, the opportunity to participate in a Student Management Training seminar.

The full day event took place on Saturday, November 13, 2010 at Manulife Financial offices located at 200 Bloor Street East. The event was well attended by over 280 student executives from 41 JA Company Programs across Toronto, York, Durham, Halton and Peel Region.

Students were trained on how to be efficient and effective leaders in their respective companies, by participating in several workshops.

Entrepreneurial Inspiration

The day began with a light breakfast and a keynote address by Jason Tryfron, President of Vital Insight Group and a former Achiever.

Vital Insight group is the designer, developer, and marketer of enterprise-class customer experience management software solutions, created exclusively for the automotive industry. Jason speech focused on the statement “building a successful business is 1% idea and 99% execution of that idea”. He went on to say that as an entrepreneur you need to work hard and take smart risks.

Risk Management: A Hot Topic in our Global Economy

As always, the highlight of the day was the ‘Business Survival Game’, led by Joe Hardy and the FM Global team. This year we were pleased to welcome Ginny Brooks from ORMIS to the team of advisors.

The two hour ‘Business Survival Game’ teaches students about the risks involved with operating a business. Students work in teams of seven and compete against each other for prizes.

Teaching students how to identify risks before they occur, gives them the time and space to prepare and to put solutions in place if needed. The game enables the students to gain critical knowledge required to ensure the success of their JA companies, and all future business and life endeavours.

Year over year the game provides valuable information and is a great success!

Specialized Training

After lunch, the afternoon was spent in break-out sessions that gave students the opportunity to learn best practices from corporate volunteers as well as other JA students. There were six Vice President break-out rooms (VP Finance, VP Human Resources, VP Information Technology, VP Marketing & Sales, VP Production & Quality Assurance, VP Environment, Health & Safety) and one President break-out room. Each executive break-out group was lead by experts in the field; students worked through their JA Executive workbooks during this two hour session.



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Student Feedback

Positive feedback about the Company Program Student Management Training seminar continues to pour in from students and volunteers. The day ended with the students filling out a survey about the day. The results of that survey are as follows:

- 92.4% of the student agreed that the training was useful
- 92.2% of the students said they learned something new
- 96.4% of students agreed they learned more about their role within company program
- 94.2% of students said they gained useful insight from other achievers

As part of the survey Students were asked two key questions:

What did you learn from this seminar?

- "One of the biggest things I learned is how to write a business plan"
- "The skills and traits needed to be a successful leader"
- "Risk management, breakeven and sales records"
- "How to execute a marketing plan and handle objections"

What was the best part of the training?

- "All the people I met and new things I learned"
- "Guest Speakers and the risk game"
- "Business risk game it was very informative"
- "The interaction between the executives and the volunteers"

Thank you

Thank you again for your support of the Student Management Training seminar. The day was a big success and students left feeling in control and were ready to lead their companies.