



**MANAGEMENT PROGRAM**

**Management Program Outline**

# Learn everything, conquer anything.

The Student Works Management Program is an immersive development opportunity where full-time students learn the practical skills necessary for business leadership, and then apply those skills by operating their own service business over the summer break.



## **Sales:**

Develop the ability to influence others and bring them around to see your point of view.



## **Time Management:**

Make more of each day and learn to execute on your goals and ideas around all your commitments.



## **Marketing:**

Learn to promote your ideas and attract customers who want to work with you.

# LEADERSHIP

Unleash your inner leader by practicing and ultimately mastering each aspect of leadership.

## **Recruiting Your Team:**

Learn to identify and attract the right people to work for you and join your team.

## **Training and Motivating People:**

Practice the skills required by every leader to motivate people and take charge of their team.

## **Project Management:**

Conquer managing multiple priorities and ensuring each project is completed on time.

## **Customer Relations:**

Discover your ability to manage clients and build relationships with them throughout the project cycle.



## What the Program Provides

**Development Conferences & In-Depth Seminars:** Selected applicants (or managers as we call them) will take part in conferences in their respective regions where they are taught the core business skills and processes necessary to successfully run their own service business. From marketing and sales to recruiting great talent and managing their time, everything is taught.

**1-on-1 Mentorship & Support:** Managers are paired with a business coach and mentor who provides guidance throughout every single step of the season. These mentors work with them in the field on every aspect of their business and personal development.

**A Proven Business Framework:** 38 years in business, 7000 successful students companies and \$400M in business later, we have developed a step by step system for running a business and every detail has been worked out. This system provides each student with the opportunity to be completely in charge and truly gain practical experience while having a secure and supportive environment in which to develop.

**All Required Business Materials & Paperwork:** Our team provides the student with everything they will need to operate the business and supports them administratively. This way we can ensure all the paperwork is done right and make the process easy.

Our team is with you every step of the way and will guide you in finding customers, hiring employees, fulfilling jobs, and managing profits. In their first summer, Student Works Managers earn an average of \$12,000 to \$20,000 in profit.

### How does the program work around school?

The Student Works Management Program stresses academic study as a priority. Each member of our management team has been through the program as a full-time student -- they are adeptly familiar with balancing the program with full-time study at the top of their priority list, and will provide guidance to help managers excel during the added responsibilities of the program.



We specialize in helping students to manage their time around academics and extracurricular activities. With emphasis on weekly goal setting, time management, and organizational skills, our program is specifically designed to support hard working students thrive in all avenues. **As a direct result, students comment that their marks go up due to an improvement in their organizational and time management skills, sometimes by as much as 20-30%**

**In addition, students selected for the Student Works Management Program may be eligible for work term credit at many institutions.**

We are looking for students that are highly motivated, hardworking, and who can handle the additional responsibility while in school.

### **Network With The Best**

We believe relationships are everything, especially when those relationships bring you closer to some of the most ambitious and driven young leaders in Canada.

It's no surprise our alumni stay connected after a summer running a business alongside each other. The relationships built throughout the program are incredibly valuable and bring you closer to the right people, who will help you get ahead.

Working together in an environment where you are collectively pushed to your limits helps to forge unique bonds and memories that will last a lifetime.

### **We Reward Results**

At Student Works, we subscribe to a “Work Hard, Play Hard” philosophy. We believe in allowing people to earn what they create in value, and rewarding results along the way. All in all, we foster a culture and environment where managers experience an incredible summer.

In addition to the profit earned running your own business as a Student Works Manager, you will be rewarded for achieving short-term and long-term goals with program sponsored prizes, events, and incentives. Some past program events include rafting, paintball, bowling, beach volleyball, baseball, skydiving, among others.

### **Trip to Caribbean**

Our most sought after incentive is a free trip to the Caribbean at the end of the summer. This trip is for those who have achieved predefined production targets within the program. Typically over 20% of managers win this trip for high-performers.

### **Awards Ceremony**

At the end of each summer, we celebrate the season's success at a top venue in Toronto, where all Student Works Managers are invited. The evening includes a formal dinner and season awards.




# Our goal is to develop every student in this program into an incredibly powerful leader.



Here are just a few examples of alumni who've achieved tremendous success in their careers since participating in our program.



**Richard Simtob**  
Entrepreneur & Investor, Owner of Zoup!  
  
Program Year: 1989

*"Use your 4-month experience at Student Works like I did becoming an expert at people. Many things I learned for the first time in 1989 are things I do every day."*



**Kristen Cornell** CPA, CA, MBA, PMP  
Principal, Industry Value Advisory at SAP  
  
Program Year: 2001

*"If you are one of the lucky ones to be offered this opportunity, take it! Looking back more than fifteen years later, I couldn't have imagined the impact this program would have on me. It was one of the most transformative experiences of my life and one I look back upon very fondly."*



**Nick Eaves**  
Chief Venues & Operations Officer at Maple Leaf Sports & Entertainment  
  
Program Year: 1989

*"Always put your customers first and lead by example – there's no task, no matter how small, that as owner/operator, you don't do."*




**Chris Reynolds**  
Associate Partner at McKinsey & Company  
  
Program Year: 2004

*"When hiring... Don't solve for experience painting, solve for attitude (and a history of being okay with repetitive tasks)"*



**Jason Haelzle**  
VP at GHD  
  
Program Year: 1996



**Jonathan Suter**  
President, SimpleTax  
  
Program Year: 2002



**Angela Brown**  
Partner, Templeman LLP  
  
Program Year: 1996



**Pat Dubreuil**  
President, Manitou Gold  
  
Program Year: 1992




**Neil Johnson**  
CEO, Duke Royalty  
  
Program Year: 1988



**Frank Gairdner**  
CEO, Carbon Marine  
  
Program Year: 2005



**Ahmed Nassrat**  
Financial Analyst, Sobeys's  
  
Program Year: 2006



**Harry Gurberg**  
Account Executive, Gartner  
  
Program Year: 2008



**James Svetec**  
Founder of BNB Mastery Program  
  
Rookie Year: 2013



**Adel Jawhary**  
Executive Director of Rydel Roofing  
  
Rookie Year: 2011



**Michael Davidson**  
Senior Account Executive at Adobe  
  
Rookie Year: 2009



**Khierstyn Ross**  
Product Launch Strategist with Kickstarter  
  
Rookie Year: 2006



Did you know? Our podcast, *Leaders Of Tomorrow*, features inspiring interviews with successful business people and young millionaires - including many of our program's alumni!

## Join The Few, Surpass The Many



We recruit the best and brightest students (regardless of faculty or area of study), selecting one out of every 25 candidates. Our rigorous interview process ensures every applicant has the right attitude and the raw potential necessary to succeed.

The Student Works Management Program then teaches crucial transferable skills that allow students not only to perform in their summer business but later on in their careers. The outcome of this training is students who greatly outperform their peers in the job market.

**99%** of alumni find full-time employment within 9 months of graduation.

**86%** of alumni become managers within 5 years of graduating.

**60%** of alumni earn over \$70,000/year within 5 years of graduating.

To apply, visit  
[program.studentworks.com](http://program.studentworks.com)

