

**Incorporating 'Young
Enterprise' as part of a planned,
progressive and responsive
work experience journey**

12 May 2026

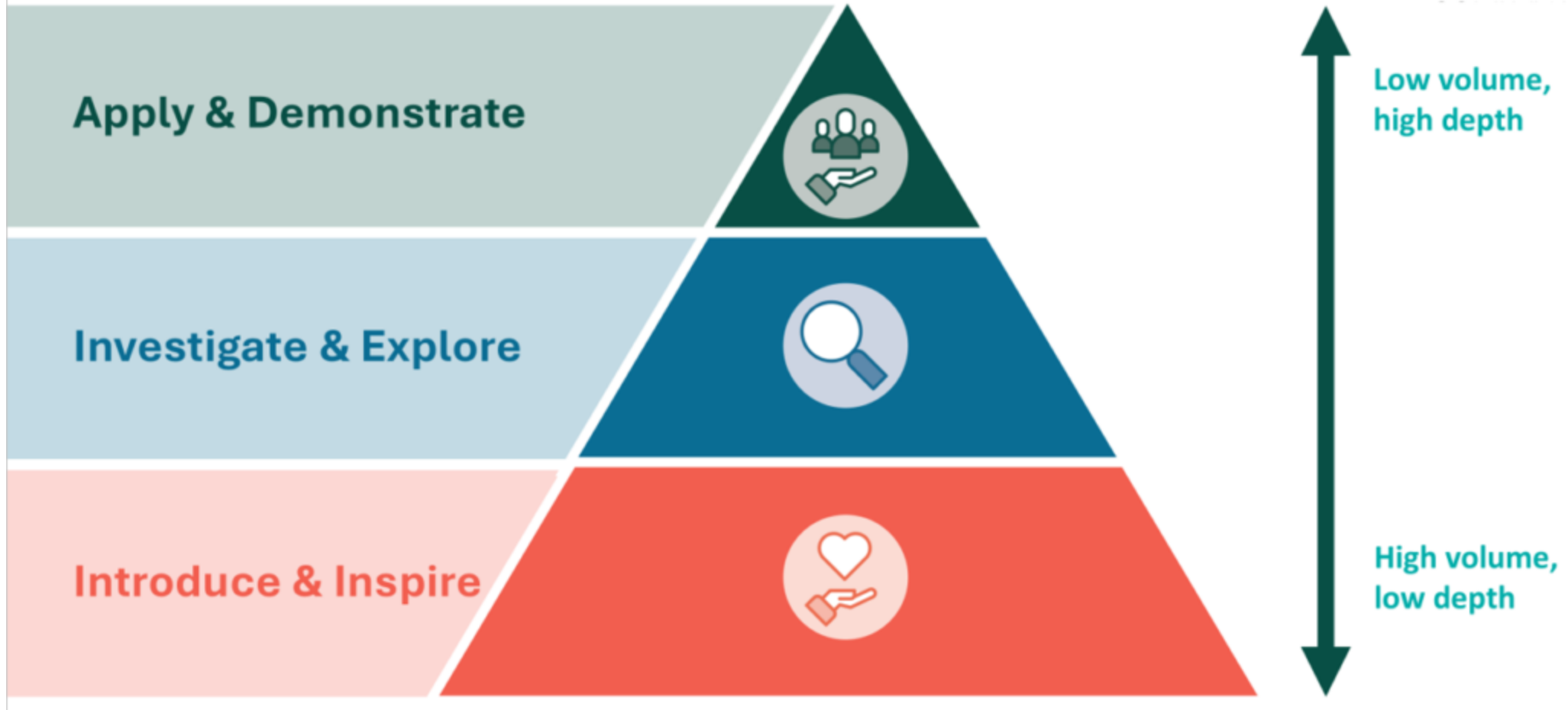


BM6 – Making it meaningful checklist

Work experience does not always need to take place in a workplace. For younger students, meaningful experiences can happen in school, while older students can apply their skills and knowledge in a real workplace. In all cases, it's important for these experiences to meet the definition of 'meaningful' outlined in the Gatsby Benchmark Framework:

- ✓ have a clear purpose, which is shared with the employer and the young person
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- ✓ include the employer providing feedback to the young person about their work
- ✓ be followed by opportunities for the young person to reflect on the insights, knowledge or skills gained through their experience.

equalex: A progressive approach





Considerations

What equalex learning outcomes could you align to team Programme in your setting?

How can you plan delivery of Team programme to meet the requirements of the BM6 for SEND students in your setting?



Young
Enterprise

Member of JA Worldwide

Team Programme 2026 - 27

Student introduction

About YE

At Young Enterprise, our mission is to empower young people to discover, develop and celebrate their skills and potential.



What is Team Programme?

Team Programme is an enterprise journey for students who have mild to moderate learning difficulties. Designed to aid young people's transition from education into independent living and employment, the programme develops confidence and life skills through working as a team to set up and run an enterprise.



About the programme



With guidance from your teacher you can:

- Set up a student company with your team
- Develop a product or service
- Promote and sell your product or service
- Manage money
- Use YE support documents and platform (Company Connect)
- Enter competitions

Benefits to the students



- Build important skills, for example communication, teamwork and confidence
- Run their own business in a safe space
- Meet role models from the world of work
- Gain experience to help them in their future lives
- Use it as the skill for Duke of Edinburgh (all levels) or to contribute to an Extended Project Qualification (Pearson)
- They keep any profits
- **It is also fun!**

Programme Journey

Starting up

1



3

Generating the idea



2

Creating the board



4

Business planning



5

Launching



6

Running the enterprise



7

Winding up



Employability Skills

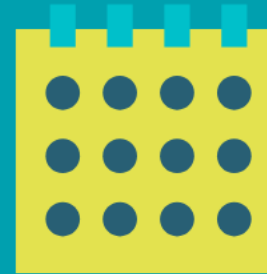
Communication



Confidence



Organisation



Teamwork



Financial
capability



Problem
solving



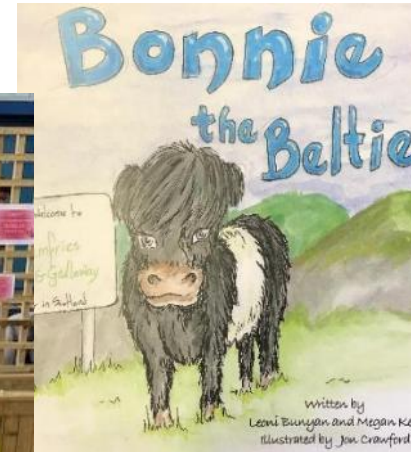
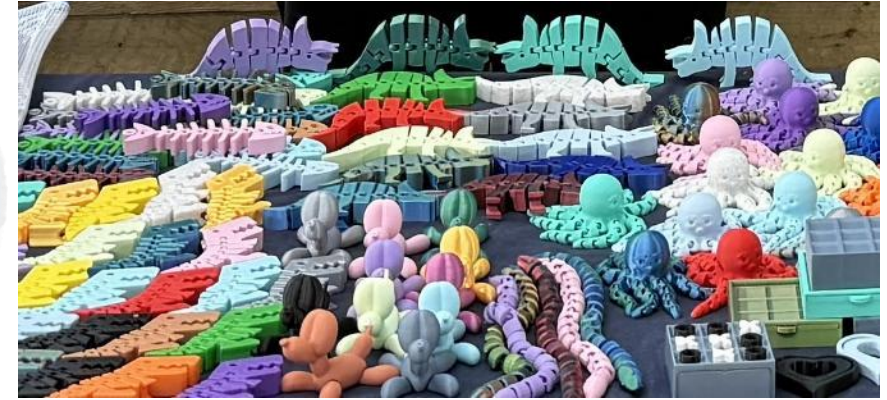
Initiative



Resilience



Past products



Cost, Funding, Benefits



- Full cost: £2,700 per SEND team - State schools: £560 per team (YE funds the balance)
- Fully funded for schools meeting Inspiring Futures criteria
- Links to: Duke of Edinburgh Award (Life Skills section)
- EPQ (Company Programme = action & delivery) Supports 7 of 8 Gatsby Benchmarks

Local Impact - Schools already involved:



SEND provision: Team Programme - Woodlands School and Chiltern School

- Runs now to May, flexible delivery
- Weekly sessions (1–1.5 hrs)
- Can be part of enrichment, PSHE, sixth form
- YE provides:
 - Teacher training
 - Digital & printed resources

Job roles

Management



Finance



Production



Sales



Marketing



Administration



Events



Operating Framework



- The rules and legal guidance for all YE Student Companies
- It tells you what your company can and cannot do
- You must make sure that you follow these rules at all times when running your student company

Insurance cover



There are lots of things you can do but some you **cannot** do are:

- Repurposed glass (e.g jars/jewellery made from glass bottles)
- Candles and wax melts
- Food and drink (or pet food)
- Cosmetics/beauty products
- Electrical items with a mains connection
- Prize draws/gambling
- Alcohol and tobacco products

(See the operating framework for more)

Finances – raising money to start



Shares

- £ Students can sell shares to raise start up capital
- £ Student companies often run fundraising initiatives from this initial capital, while developing the final product/service
- £ Shares cost a flat rate of £1 each
- £ £500 share limit; £25 per shareholder
- £ All student company members must own at least one share
- £ Shares register and certificate provided via Company Connect

Finances -



- All companies keep careful records of their finances.
- All student companies will need to carefully records their
 - **Income** - money coming in from sales, shares etc
 - **Expenses** - money going out for costs)
 - **Profit** - the amount of money being made
- At the end of the programme this will tell you how successful your business has or hasn't been!


Documents & Resources

All milestone documents and resources can be accessed from the **Company Documents and Resources** page.




COMPANY PROGRAMME

Company documents & resources






Locate all your company docs and useful stuff!

Search for a document or resource 

Milestone resources

- Milestone 1 - Starting up 
- Milestone 2 - Creating the board 
- Milestone 3 - Generating the idea 

Milestone documents

- Cant find it? Create it - worksheet
- [Cant find it? Create it - worksheet](#) 
- Recycling Ideas - worksheet
- [Recycling Ideas - worksheet](#) 
- Doing What You Love - worksheet
- [#Doing What You Love - worksheet](#) 
- Validating your ideas - worksheet
- [Validating your ideas - worksheet](#) 
- Milestone 3 - Board meeting agenda
- [Milestone 3 - Board meeting agenda \(editable\)](#) 



Financing the Student Company

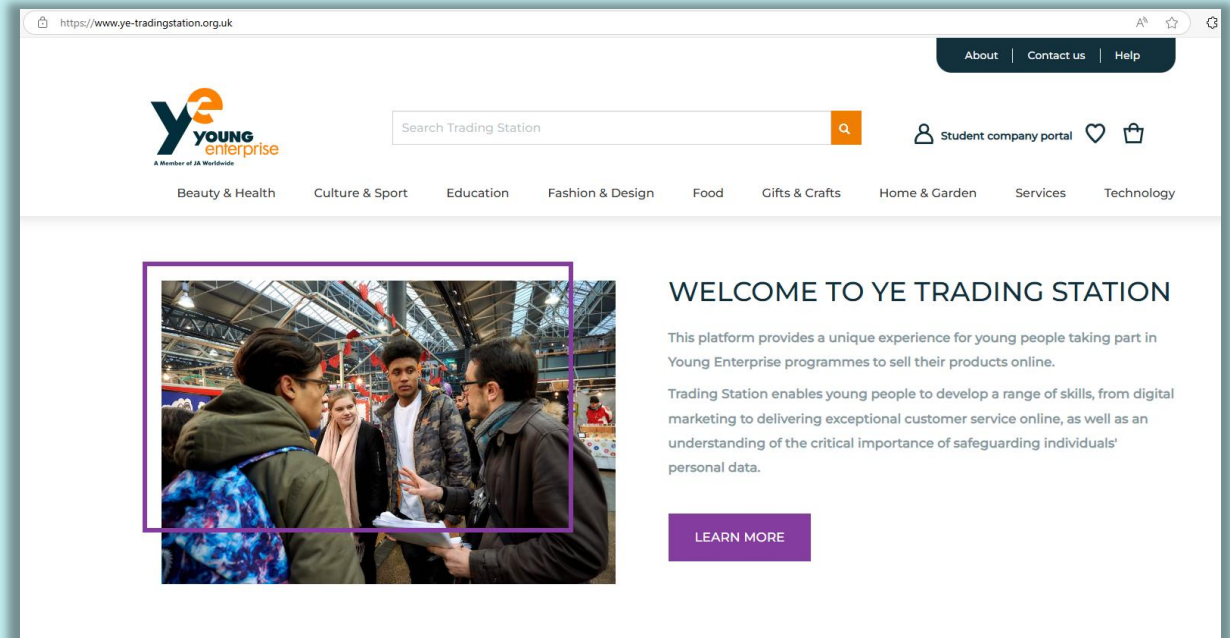
- £ Students sell shares to raise initial capital
- £ Shares cost a flat £1 each
- £ £500 share limit; £25 per shareholder
- £ All students must own at least one share
- £ Shares book provided via Company Connect
- £ Often run fundraising initiatives from this initial capital, while developing final product/service



Fundraising ideas must comply with operating Framework – check out fundraising guide now available on Company Connect Milestone 4 for ideas!

Online sales: YE Trading Station

- YE Trading Station is the only method of online sales available to under-18s
- We host an online sales competition in winter and spring. Enter for the chance to win £100 for your student company!
- **Please note:** You must apply for product approval on Company Connect for each product you want to sell. Once approved, you will receive a product code to upload it onto YE Trading Station



Fundraising ideas



Check out our fundraising ideas flyer to help you get started raising money for your student company.

FUNDRAISING IDEAS

The idea of raising money to get your student company up and running can be daunting, so here are a few ideas to get you started.

If you're running events or activities in school, make sure to ask your teachers first. You may need to book out a space in the school to run them or ask for access to tables/chairs/equipment.

You should also make sure you have somewhere safe to store the money you raise. Cash should be kept in a locked container (like a cash tin) in a drawer or cupboard, in a locked room to ensure it is protected under the insurance policy.

1. SPORTS EVENTS

You could run a sports day or 5 a side football match and ask students and parents to pay £1-2 to watch or compete.

You could even challenge your teachers to compete with your student company in a sport of your choice, like rounders, tennis or netball.

2. SPONSORED LITTER PICK

Raise money for your company and clean up your school/local area at the same time with a sponsored litter pick.

Make sure you have enough bin bags, litter pickers and gloves for your team before you begin. You'll also need to think about where you can dispose/recycle the rubbish you collect.

3. GAMES TOURNAMENT

If you're into board games, card games, or video games, you could host a games tournament to raise money for your student company.

Players pay to compete and the winner of each round moves onto the next stage until there are two people left competing for the crown.

For video and computer games, you could host an online tournament and invite people to join through a streaming service like Twitch (open to ages 13+).

4. CRAFT EVENTS

Host a craft event where people pay to come along and make something. You should practice beforehand and make sure you have enough materials for everyone attending.

You could also host an online demonstration, where people can join in (e.g. on Zoom) and follow along from home. To do this you'll need to tell people what they'll need in advance. Try to choose something which only requires a few materials - like origami.

5. GUESS THE NAME/NUMBER

You could run a "guess the name of the teddy" stall for younger years, where people pay to guess and the person who guesses correctly wins a prize.

You can also run a "guess the number of sweets in the jar" game. Make sure to use pre-packed sweets like lollipops and don't remove the packaging. Everyone pays to enter and the winner takes home the jar of sweets.

SEASONAL EVENTS

You could also run a seasonal craft event like wreath making during Christmas, mask making for Halloween or bouquet making for Mother's Day.

Alternately, you could hold a lucky dip. For prizes, buy in bulk and make sure that the amount people pay to have a go is higher than the cost of the prize.

You can find this document on Company Connect.

Sales

Once you've come up with your product or service idea it will need to be approved by our team to make sure it follows the rules of the Operating Framework.

After that, it's time to start selling it to make money!





Trade fairs

YE arranges local Trade Fairs in public markets and shopping centres

Teams sell alongside fellow YE student companies and can meet other traders too

Prizes/awards often on offer

Look for more ways to sell locally at schools, to parents and the community.

Competitions & Celebrations

Your company can enter our range of online and in person competitions and win awards and/or money for your student company operations.

All details are on the Company Connect platform



Team Programme Competitions



Best logo competition	(Nov – Dec)
Best advertisement competition	(Jan – Feb)
Best presentation competition	(Mar – Apr)
Outstanding individual award	(Mar – Apr)
Team programme company of the year	(Jun)

- Dates and all details via [Company Connect > Upcoming Competitions](#)

Instagram competitions



- # MeetTheYEBoard25 (Oct – Oct)
- # YEBrand4Success25 (Nov – Dec)
- # YEAdvert26 (Jan – Feb)
- # MyYEslogan26 (Mar – Apr)

+ Two online Trade Fair competitions via YE Trading Station

- Dates and all details via Company Connect > Upcoming Competitions
- **Enter for the chance to win up to £100 for your student company!**

Team programme Company of the Year Competition

This is a great opportunity to showcase your achievements and celebrate your journey.

You will need to submit a presentation for a chance to win.

The winner will be invited to attend the National Company of the Year final.





Our 2025 Team Programme winners were Dis+vantage,
take a look at this clip from their promo video

<https://vimeo.com/1100024615/694823e91c?share=copy>



Early decisions and actions

- Decide on a company name
- Decide your job roles
- Set up a board meeting
- Raise money
- Then it will be time to come up with your ideas



What happens once you're finished?

You will receive a certificate to show your achievement!

Team programme students are invited to register with our YE Alumni Network and sign up to the **YE Opportunities Hub**.

- Access start up funding for your business
- Access to work experience with well-known employers
- Free training courses
- Careers advice and guidance
- Help to set up your own business





**Reflections &
Questions?**

**BM6 MiM Checklist?
Equalex outcomes?**





Next Steps

Beds & Luton

jo.ward@y-e.org.uk

Northants

samantha.norman@y-e.org.uk

**KS3 - Introduce & Inspire
focus group EOI**

[mandy.green@southmidland
s.org.uk](mailto:mandy.green@southmidlands.org.uk)



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Northants

samantha.norman@y-e.org.uk

KS3 - Introduce & Inspire potential 2026/27 project

focus group EOI mandy.green@southmidlands.org.uk

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We hope you enjoy your Team Programme!



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