



# SAYES°

## SOUTH AUSTRALIAN YOUNG ENTREPRENEUR SCHEME

The South Australian Young Entrepreneur Scheme (SAYES), established in 1998, assists young South Australians aged between 18-35 years to develop a business idea or further enhance an already established business over the course of 12 months. As a Part of THREESIXTY innovative business programs, SAYES assists participants to develop the skills and confidence to develop and implement their business ideas.

The key to this program is the support of experienced mentors and industry leaders. The comprehensive workshops are hosted by leading experts in: strategic management, finance, marketing, taxation, law, employee relations, leadership and media.

### SELECTION CRITERIA

- Australian citizen and South Australian resident
- Aged 18 to 35 years at the time of applications closing
- Be ready to take your business to the next level
- Your business is currently operating.



## BURGER THEORY

2012 SAYES ENTREPRENEURS OF THE YEAR

Rob and I enrolled in SAYES at a critical juncture in our business's life. Through the empathetic guidance of the speakers and with the support of our mentor, we were imparted with the confidence (and a plan) to work on our business, instead of simply in it and that normally cliché phrase actually meant something with the seasoned knowledge these individuals possessed. To this day, we continue to be in touch with the SAYES Mentor network. Additionally, our fellow SAYES graduates have been supportive as well and it is a pleasure to run into them or arrange a catch up to discuss our business and theirs.

Rob Dean and Dan Mendelson

[burgertheory.com](http://burgertheory.com)

## EMMA HACK

I had been running my business for 8 years and it wasn't doing so well when I started SAYES. Everyone knew of my work but I was not busy and I had no money to put into advertising. Turns out it was a big help. Andrew Russo was my mentor and was such a huge support in strategically turning my business around overnight. The business plan made me recognise what was and wasn't working for me. I have now worked throughout the world and regularly interstate with my body art career, my hair and make-up side to my business is booming and I exhibit twice a year here in Adelaide and in Sydney. I am also currently in negotiations with art galleries for representation of my exhibitions, a personal dream for some time.

Emma Hack

[emmahackartist.com.au](http://emmahackartist.com.au)



## DETAILS

**Duration:** 12 months – 1 x 2 hour training session and 1 x 1 hour mentoring session per month.

Includes graduation ceremony upon completion.

**Cost:** \$990 inc GST per person administration fee.