

yea!

NEWSLETTER

The Newsletter of Young Entrepreneurs Academy

www.yeaindia.com

NOVEMBER Journey

November was an important month, a month where we guided our students to focus and prepare for the January investor panel.

The students were asked to put their plans on slides. Slowly but surely, they gained in confidence as our teachers and mentors guided them to get more specific - who is your customer, how will you reach them, what's your competitive advantage, let's work on the financials - these were some of the questions our team gently pushed them to think through! We shared videos of YEA! investor panels in the US as well as the reality show 'Elevator Pitch' to give them a preview of where they need to be in January!

We started rehearsing student pitches. Here again, our team gave some practical yet invaluable lessons on public speaking and body language, lessons we hope will help them for years to come.

A special memory in November was the NGO field trip and speakers on philanthropy in Mumbai and Delhi. We hope we have inspired our 120 budding entrepreneurs to be socially responsible, to give back and make our country a better place tomorrow.....



Field trip at NGO Sols ARC with Dasra founder Mr. Deval Sanghavi

YEA! Speakers



Rajkumar Hirani - Mr Hirani spoke to our students about creative thinking and risk taking. His video clippings and slides had our students laughing and clapping throughout his talk ! His key message was - find purpose in life, get obsessed about your purpose and be fearless.

In his unique, honest and humble story telling style, he gave several examples from his personal life and movies to drive home this message. His co-writer Mr Abhijat Joshi accompanied him and spoke about their secret mantra for films - every scene must have LCD (laughter, comedy or drama). The mutual love and respect so evident between the two writers helped us reinforce to our students the invaluable benefits of team work!

Sara Pilot - Mrs Pilot spoke about how a short internship at The United Nations had a profound impact on her thinking and inspired her to start CEQUIN, an NGO that works with women. She spoke about the importance of their wholistic approach. Her example of the girls football team in Jamia, the challenges they faced and the joy when the girls conquered these challenges was touching and impactful. Being a mother of two young children, she could effectively give several examples to demonstrate how important it is to be your own person and to have a strong value system in this age of intense competition and peer pressure. She has definitely helped YEA! take our students a few steps closer towards our goal of making them compassionate and socially responsible adults.



Sanjeev Bikhchandani - Post his IIM A degree, Mr Sanjeev started his first venture with Rs 2000. Today the same company is valued at USD 1.6 billion with 4000 people working for him. His advice to kids was - come up with plans that primarily address unsolved problems. Successful businesses are built on deep consumer insights. Focus on bottom up entrepreneurship and dream big but start small. He then explained in detail exactly which unsolved problems some of his ventures such as Naukri, Zomato and Policy Bazaar addressed. He gave students valuable understanding of the mindset of strategic investors by elaborating on what are some of the key questions he asks a start up before funding - where did you get the idea from and post funding, how much would the founder pay himself !



Socially responsible young entrepreneurs -



Delhi students with Mrs. Sara Pilot, Founder NGO CEQUIN



Field trip at NGO Sols ARC
Congrats to the winners - Ananya, Krish, Ayush

Students practising their pitch -



IDEAS that make everyone SAY **YEA!**

YEA! invites you to attend our 'Shark tank' style investor panel

Jan 21st at the American School of Bombay

8.30 am to 10.30 am – ASB cohort 1

11.30 am to 1.30 pm – ASB cohort 2

3.00 pm to 5.00 pm – Cathedral cohort

Jan 28th at The Shri Ram School Delhi

11 am to 1 pm

Hear 60 unique ideas being pitched to judges and several students winning prizes !



2 CITIES, 4 CENTRES, 120 STUDENTS FROM 30 SCHOOLS AND A TEAM OF OUTSTANDING TEACHERS, MENTORS, SPEAKERS AND JUDGES

YEA! India invites you to attend and get inspired !

YEA! recommends

Must read book



Must watch movie



Quotes from Shoe Dog

I keep thinking of one line in The Bucket List. *“You measure yourself by the people who measure themselves by you.”*

And those who urge entrepreneurs to never give up? Charlatans. Sometimes you have to give up. *Sometimes knowing when to give up, when to try something else, is genius. Giving up doesn't mean stopping. Don't ever stop.*

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