

Career Exploration in the Startup Economy

CACEE National Conference -
Montreal

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The Next 36

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THE NEXT

CANADA'S ENTREPRENEURIAL
LEADERSHIP INITIATIVE



Me



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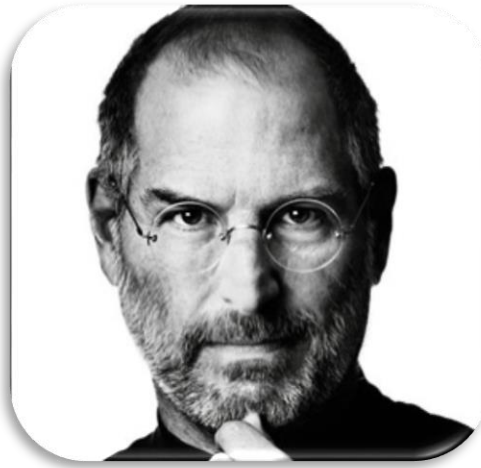
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Today

- More students than ever want to run their own company or work for a startup.
 - 46% of grads plan to start their own business (BMO)
 - Almost all founders have university or college degrees
 - Over 70 campus-linked entrepreneurship programs in Canada
 - Startups and companies under 5 years old are responsible for all net employment growth – and they are hiring!
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Why?

- Availability of “traditional” employment opportunities on the decline
 - Freelance economy. Sharing economy. Paradigm shift.
 - Upside – equity.
 - Lifestyle – work/life, t-shirts, puppies and foosball
 - Role models – startup is the new I-banking
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The new rock stars...



Who?

1. Entrepreneurs
 2. Wantrepreneurs
 3. Intrapreneurs
 4. Everyone else
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How does the Career Centre Fit In?

When asked where they would go for information and support for being an entrepreneur, students ranked campus career centre #4, behind:

1. Professor
 2. Government website
 3. Business incubator or start-up program on campus
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Meet David, Noor and Gael



UNIVERSITÉ DE
SHERBROOKE



Through the Eyes of a Student

Motivations, Resources and the Journey



Through the Eyes of an Employer

Recruitment, Partnerships and Retention

Through the Eyes of a Campus Accelerator

Profile, Resources and Collaboration

Great Resources

Startup Canada - www.startupcan.ca

MaRS Discovery District - www.marsdd.com

Venture for Canada - www.ventureforcanada.ca

Ontario Network of Entrepreneurs - www.onebusiness.ca

Ontario Centres of Excellence – www.oce-ontario.org

Futurpreneur – www.futurpreneur.ca

Nspire – www.nspire.org

The Next 36 – www.thenext36.ca

Questions and Comments

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What do your students need?

1. Role Models – people who have done it.
 2. Information – where do I look?
 3. Education – directly relevant to venture.
 4. Workspace – where the action is.
 5. Capital – from where? When?
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What is an entrepreneur?

“The relentless pursuit of opportunity without
regard to
resources currently controlled”

-Reza Satchu

The Next 36

- National NFP chooses 36 high impact entrepreneurs per year
 - Program and school agnostic
 - Focus on senior undergrads, masters and recent grads
 - Build a high growth company in 7 months
 - Dedicated mentorship
 - Up to \$50K in seed capital
 - Founder development – top faculty and entrepreneurs
 - Long term play – increase Canadian prosperity
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But these guys are on their way up!





Kiip

Raised \$11M
Series B Round

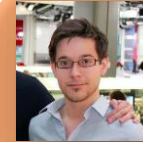
Started @ 19 y.o.



Learnvest

Raised \$19M
Series B Round

Started @ B-School



Pair

Raised \$4.2 M
Seed Round

Started in 4th year

Students are founding companies sooner

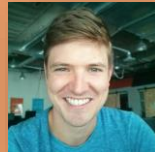


Get

Around

Raised \$13.9 M
Series A Round

Started as recent grad



Volley

Raised Seed Round

Started right after
graduation



**Thalmic
Labs**

Raised \$14.5 M
Series A Round

Started in 4th year