



Leadership Summit 2023



Learning Outcomes



Enactus UK Leaders...



Know the expectations and importance of engaging with your network



Understand what good engagement with their support network looks like

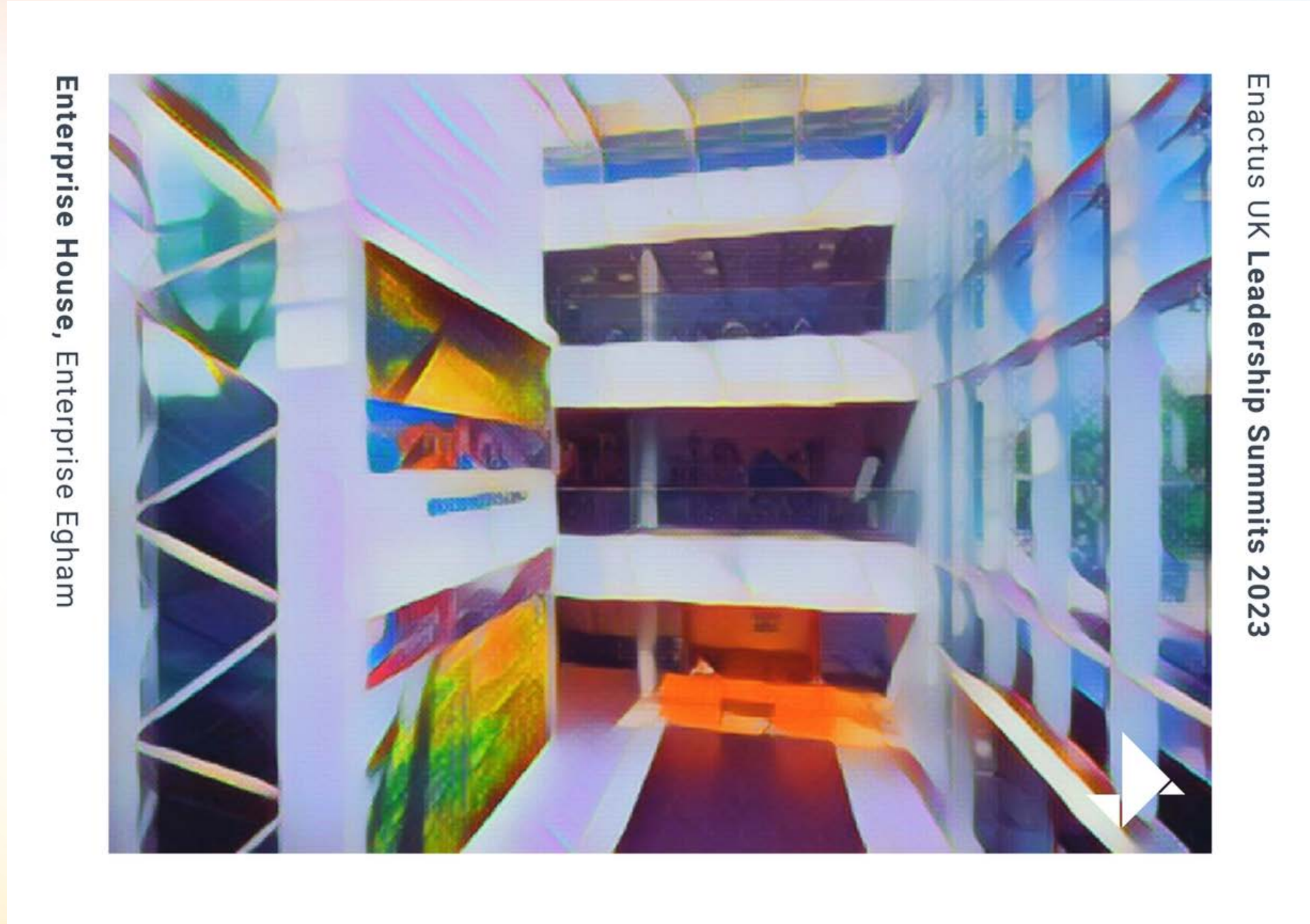


Can communicate effectively with their support network



Can communicate the culture and opportunities available at ERAC

Reflection Point



Agenda

Welcome & Introduction

Session I: Intro to Enactus UK

Session II: VPE vs VIP & The Importance of Personal Brand

Session III: Effective Communication

BREAK - Lunch/Networking

Session IV: Intro to ERAC Culture

Session V: Tour Time!

Session VI: VPE Mentor Panel

Session VII: ERAC TikTok Challenge

Recap, Looking Forward & Close



Working Together...

TEAMWORK MAKES



THE DREAM WORK!



People Bingo...



Intro to Enactus UK



 **enterprise**

 **enactus**[™]
United Kingdom

True or False?





The annual revenue of Enactus UK is
£1 million +





In 2022 the Annual Revenue for Enactus UK
was £380,000+

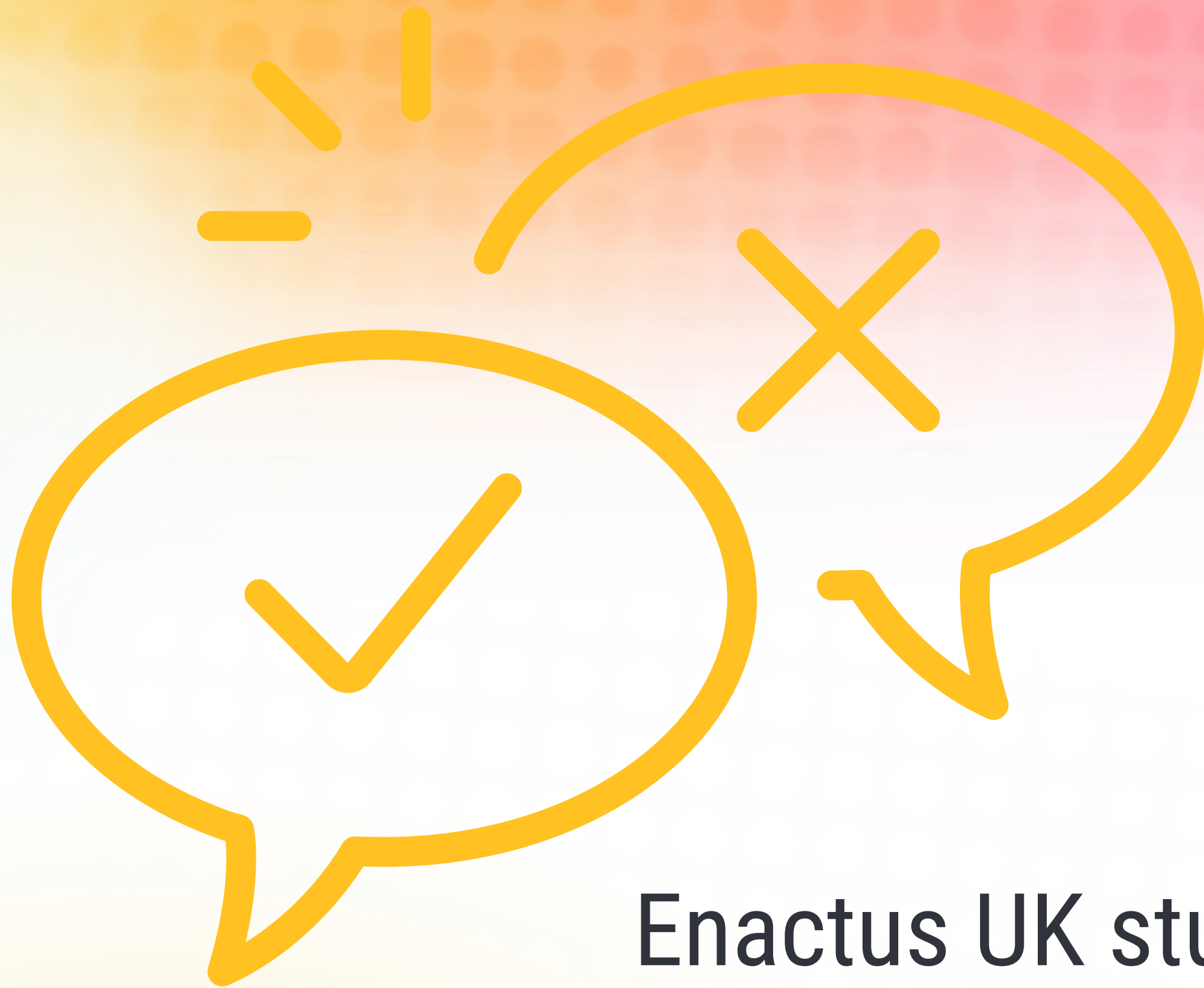


The revenue we receive from partners equates to **50% of our annual revenue**





The revenue we receive from our partners
equates to **100% of our revenue**



Enactus UK students have more touchpoints
with our partners than the EUK team





In 2022/2023 there were over **300** coaches, **120** partner alumni and **100+** employability events

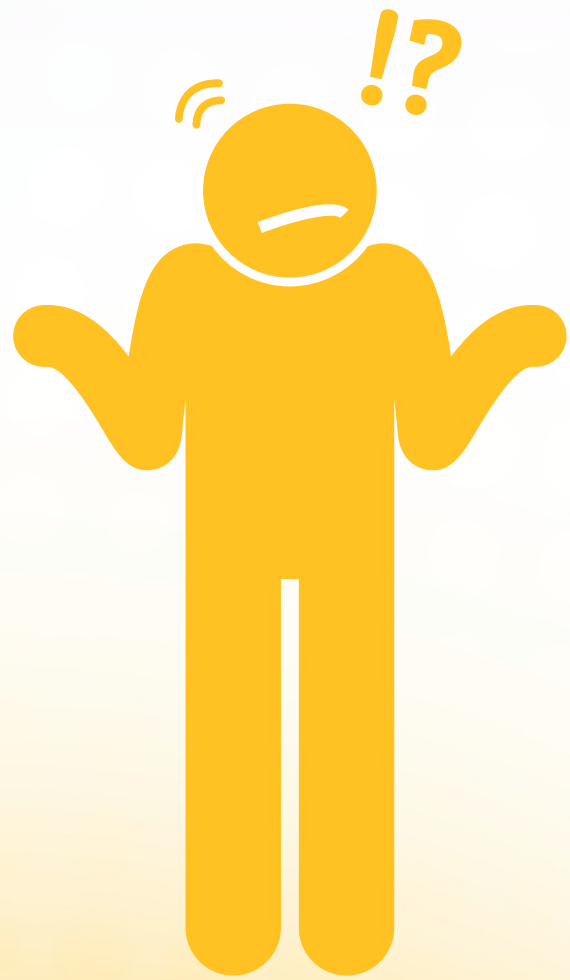


WHY?

~~WIPE~~

WIP

Why do companies partner with Enactus?



The Four Pillars of Partnerships



Talent Acquisition



Employee Engagement



Community Impact



**Brand Awareness &
Engagement**



enactusTM

United Kingdom



Scenarios - Good or Bad



Scenario I

You are running late for a support network meeting and join the call from the back of the bus. You join the call with your camera off and stay on mute throughout as there is too much background noise.

Scenario II

You end up starting the call late as some of the team members are late joining the call so you wait for them. You have a packed agenda and the meeting runs over by 10 minutes.

Scenario III

A few of your coaches contact you to say they cannot attend the next support network meeting. You send an email to all attendees three days ahead of the call and reschedule to the following week when attendees have suggested they have better availability.

Scenario IV

You attend an in-person networking session with your support network. You go straight up to everyone you haven't already met and immediately ask to connect on LinkedIn.

Scenario V

On your monthly support call, you haven't completed any of the actions from the last meeting. You apologise stating that you have been incredibly busy and that is why you haven't been able to complete the actions.

Scenario VI

At the beginning of the year, you set up a recurring calendar invite for all of your support network. The recurring invite lasts for seven months so even your meeting in April is booked in.

Expectations of a VPE



Communicate - Support Network, Students, Enactus UK



Be proactive - Meetings, Support, Good news fast bad news faster,



Be organised - Agenda, Minutes, Calendar Invites



Embrace the opportunity!

Reflection Point



What are you going to represent Enactus
UK to your best ability this year?

Effective Communication



 enterprise

 enactus[™]
United Kingdom

WHY?

Good vs. Great Communication

MEETING ORGANISATION

AGENDA/MINUTES

WRITTEN COMMUNICATION

MEETING ETIQUETTE

IN PERSON ENGAGEMENT

ACTION: DRAFT AN EMAIL

As a group create a draft email to be sent out to your coaches to introduce yourselves, outline your plan of engagement for the year and kickstart your interactions together!

Send the email to Charlie before the time is up!

clea@enactus.org

10 minutes - GO!



Reflection Point



How are you going to ensure your communication is 'great' this year?

LUNCH

Intro to Enterprise



enterprise

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Insert ERAC Slides

Reflection Point



What one thing do you now know about ERAC that you didn't before?



TOUR

Challenge

Plan, create and film a 'Tik-Tok' designed to encourage students to apply for the Enterprise Rent-A-Car graduate management trainee fast-track scheme.

Requirements

- ▶ Min: 30 secs Max: 1 min
- ▶ Uploaded to Tik-Tok in the required timeframe
- ▶ Conveys at least 3 benefits of joining Enterprise Rent-a-Car's graduate trainee scheme
- ▶ Tag @EnactusUK and @Enterpriserentacar_careers_uk

Recommended Questions...



What do you enjoy most about working at Enterprise?



How would you describe the culture at Enterprise in three words?



Whats the one thing that people don't know about Enterprise but should?



Why should I join Enterprise?

PANEL

Enterprise Rent-a-Car VPE Panel



Paul Hanrahan

Talent Acquisition Manager
VPE Mentor 15+ years



Monica Fowler

Talent Acquisition Marketing
VPE Mentor 4+ years



Haroon Hassan

Talent Acquisition Specialist
VPE Mentor 1+ years



Jamie Wharfe

Talent Acquisition Manager
VPE Mentor + Coach 6+ years

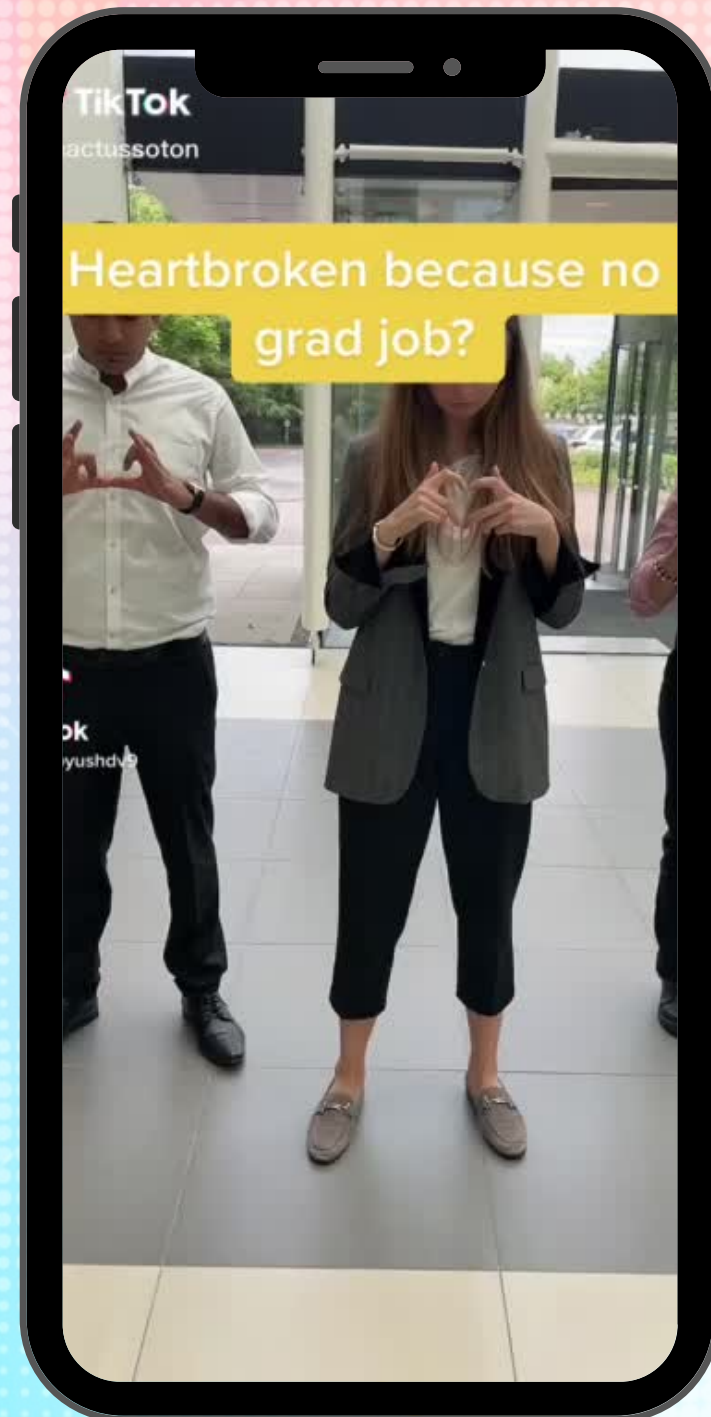
Reflection Point



What can you do to ensure good engagement with your support network?
What will you do differently?

ERAC TIK-TOK CHALLENGE

2022 Contenders





Reflections & Close



Reminder...

Enactus UK Leaders...



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Understand what good engagement with their support network looks like



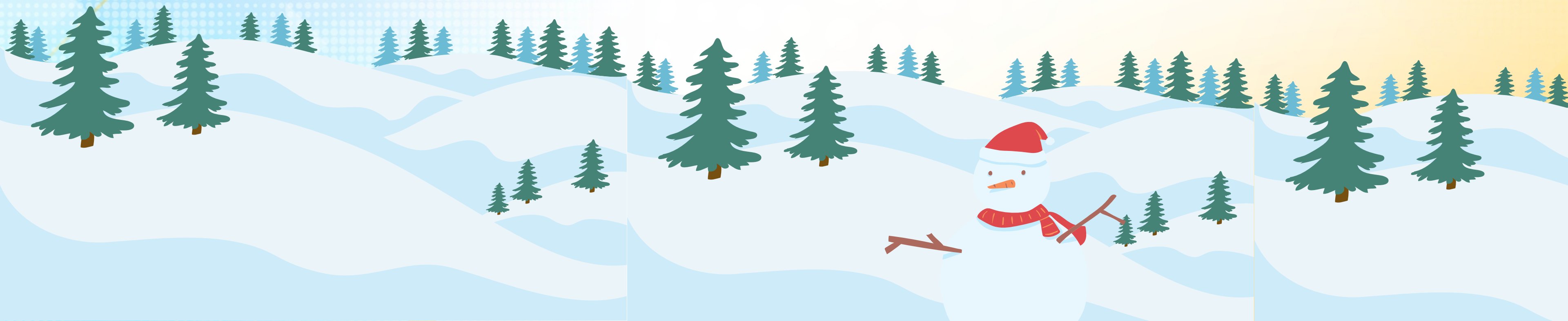
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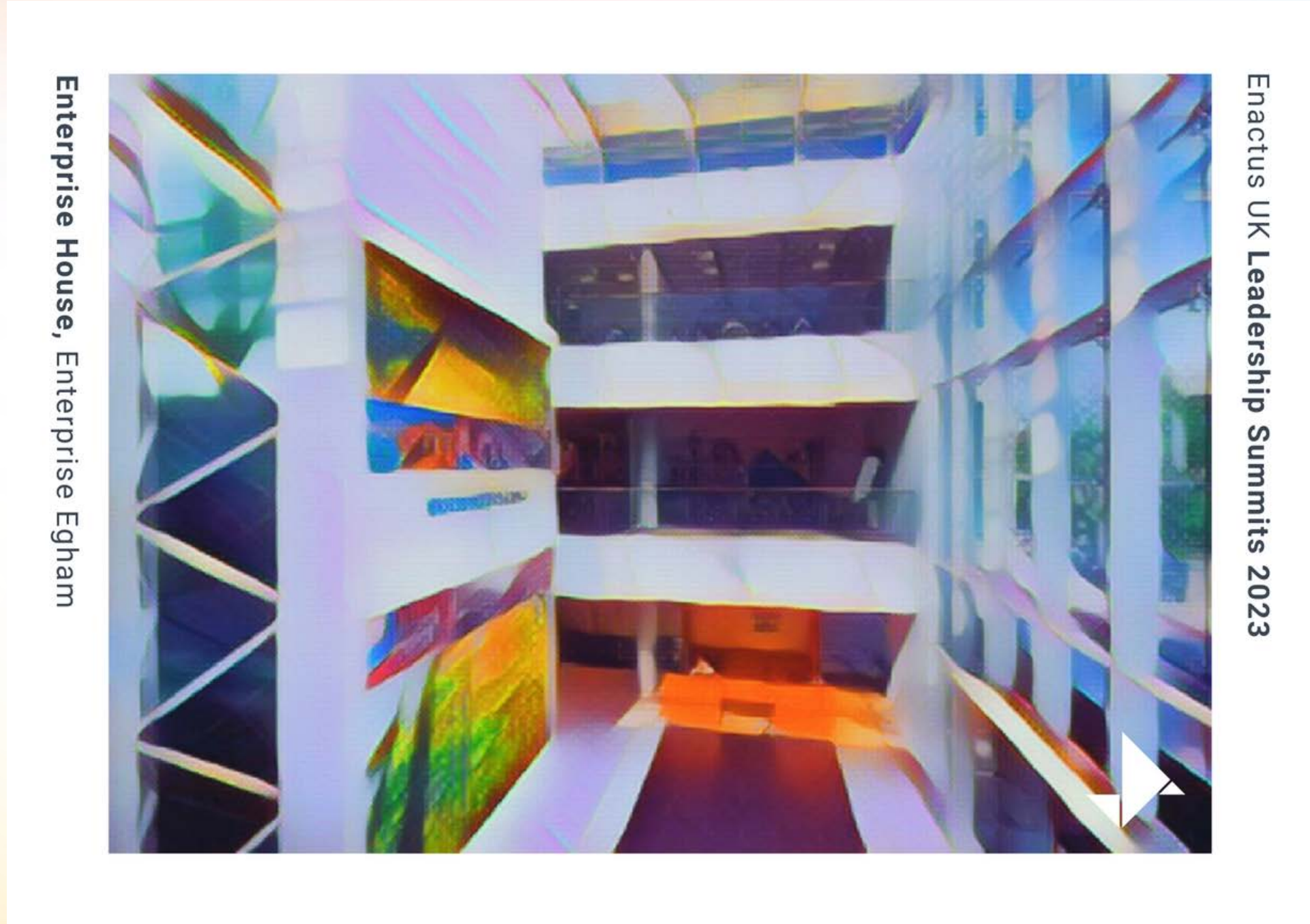
Can communicate the culture and opportunities available at ERAC



If you could only remember one thing
from today what would it be?



Reflection Point



Enterprise House, Enterprise Egham

Enactus UK Leadership Summits 2023

THANK YOU

