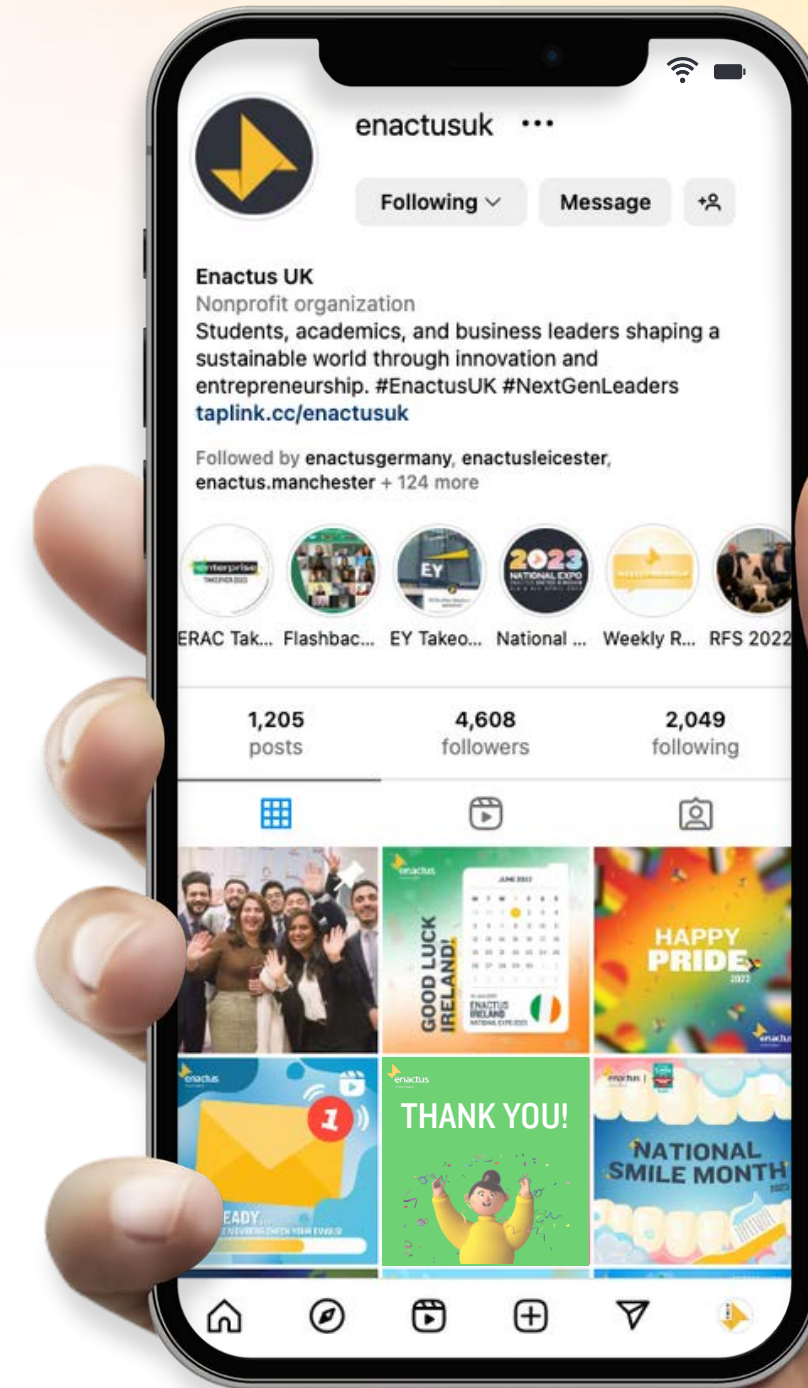
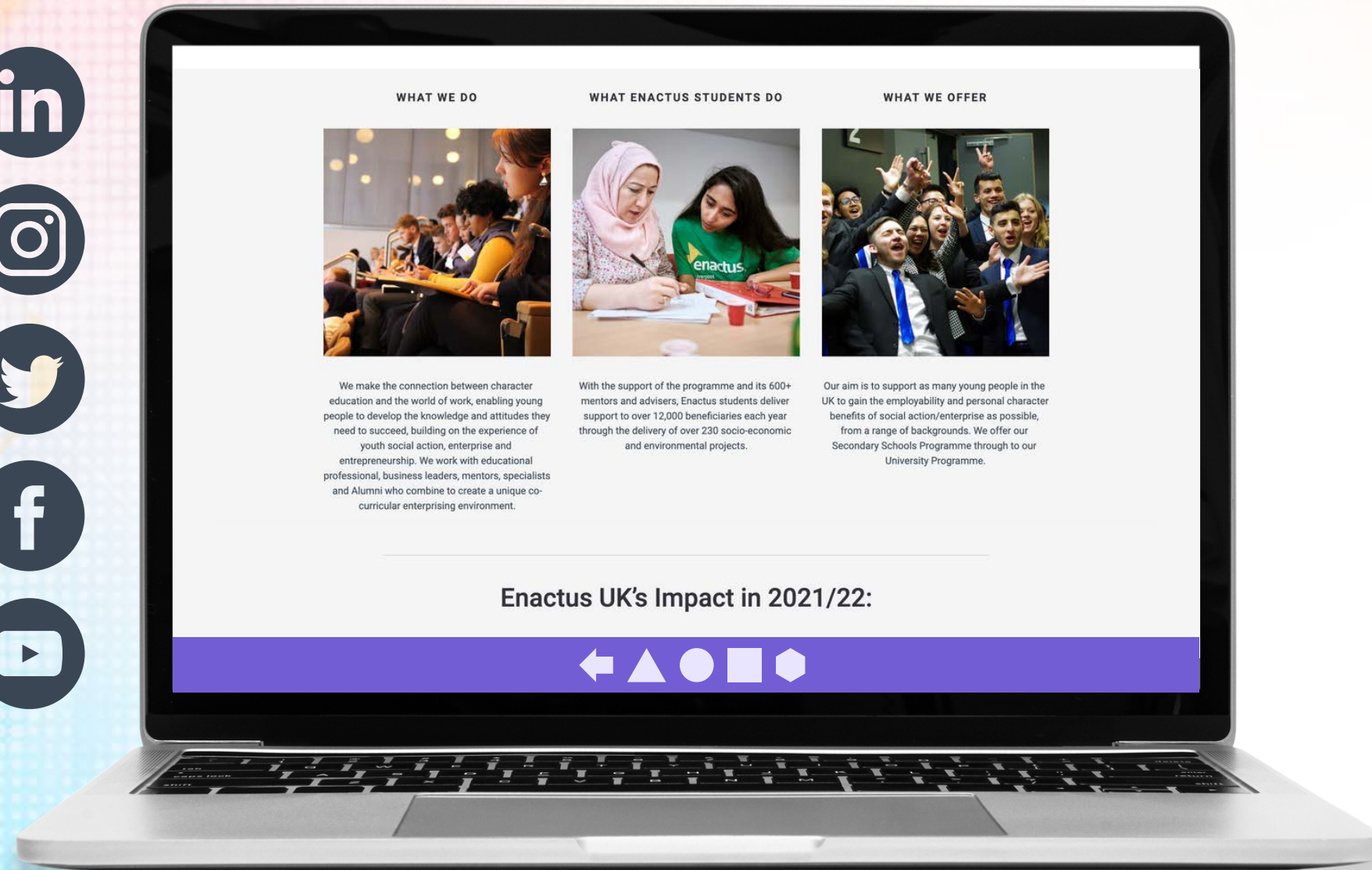




Or visit us at www.enactusuk.org

@EnactusUK on social media!

Not following us on Social Media? Go on, have a nosey...



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#EnactusUK #WeAllWin #NextGenLeaders, @EnactusUK



Leadership Summit 2023



Learning Outcomes



Enactus UK Leaders...



Know what Enactus is and how to communicate it to others



Understand how to 'sell' Enactus and encourage registration

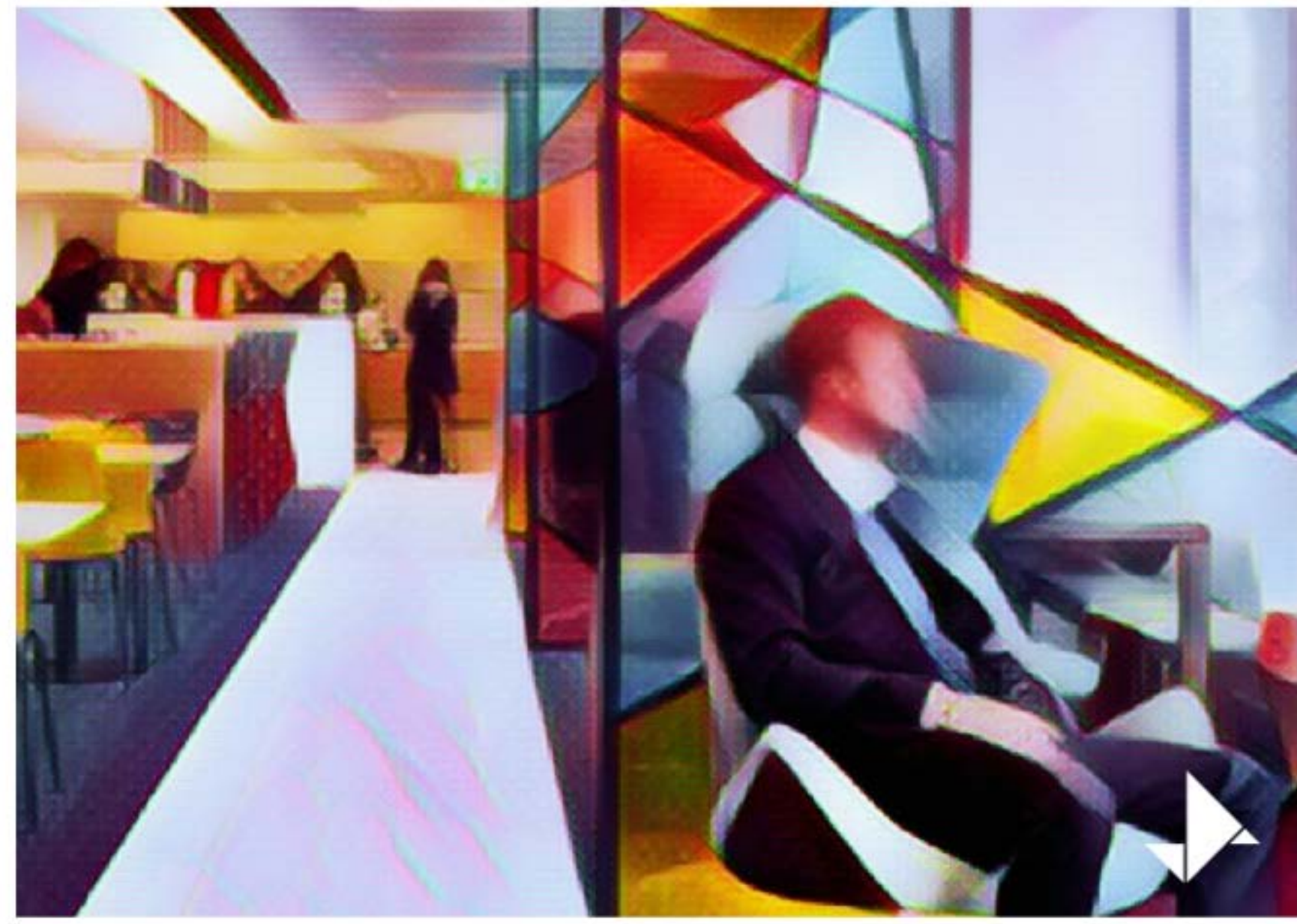


Understand the importance of having a diverse and large team

Reflection Point



55 Baker Street, BDO London



Enactus UK Leadership Summits 2023

Agenda

Welcome & Introduction

Talk from BDO Talent Team

Session One: What is Enactus?

Networking Lunch with Graduates

Session Two: Recruitment 101

Break*

Session Three: Recruitment Carousel

BDO Competition Winner Announced

Close/Networking w/Refreshments for grads Judges etc.



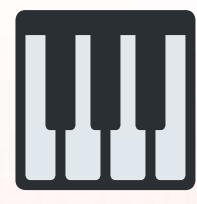
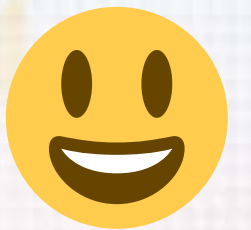
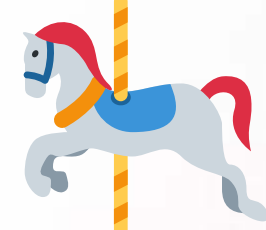
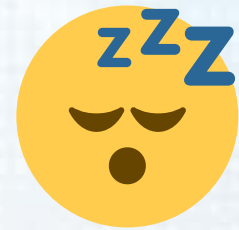
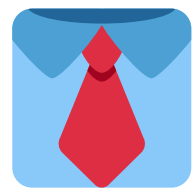
Working Together...

TEAMWORK MAKES



THE DREAM WORK!





Icebreaker



Emoji Icebreaker

No. 1

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No. 2

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No. 3

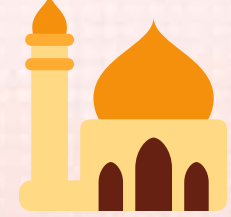
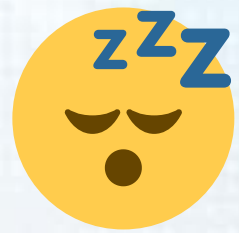
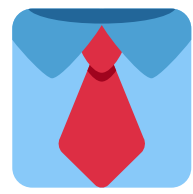
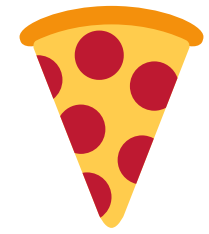
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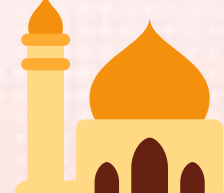
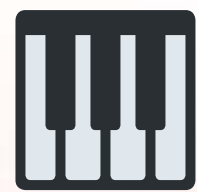
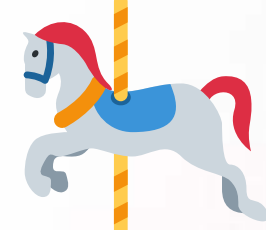
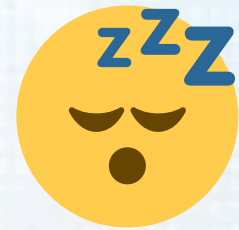
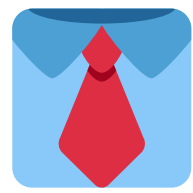
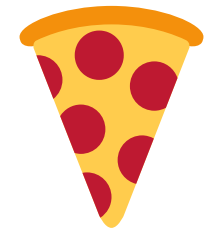
No. 4

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No. 5

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The logo consists of the letters 'IBDO' in a bold, blue, sans-serif font. A thick red horizontal bar is positioned below the letters, extending from the left edge of the 'I' to the right edge of the 'O'. The 'I' is a solid red vertical bar. The background is a light blue gradient with a fine dot pattern, overlaid with several large, semi-transparent geometric shapes in shades of orange, yellow, and light blue, creating a modern, abstract design.

IBDO

The background features a central white horizontal band. Above and below this band are large, overlapping geometric shapes in shades of pink, orange, and yellow, each filled with a fine halftone dot pattern. A solid yellow horizontal band runs across the middle of the image, containing the text 'BDO'. The left and right sides of this yellow band are decorated with a pattern of small, overlapping triangles in white and yellow.

BDO



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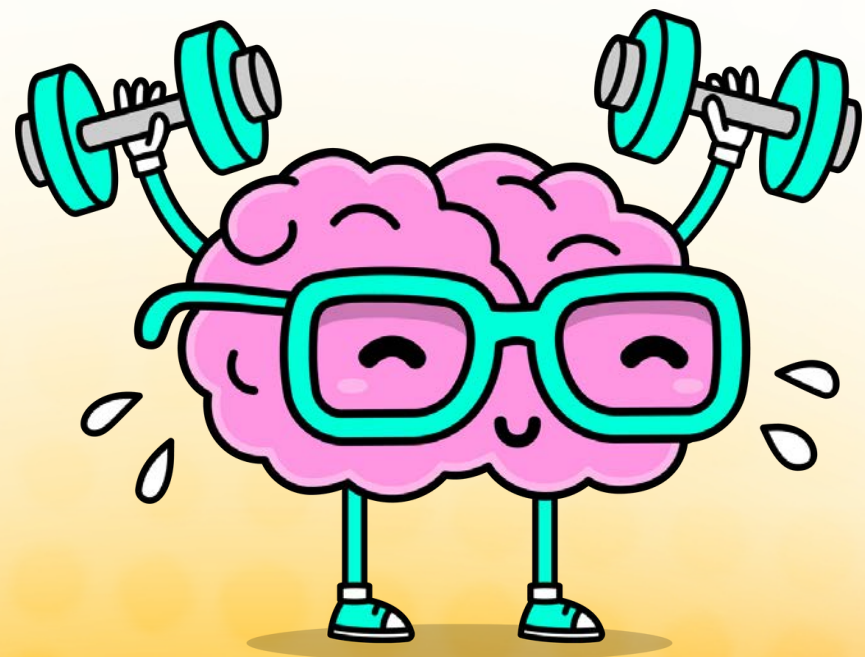
WHY?

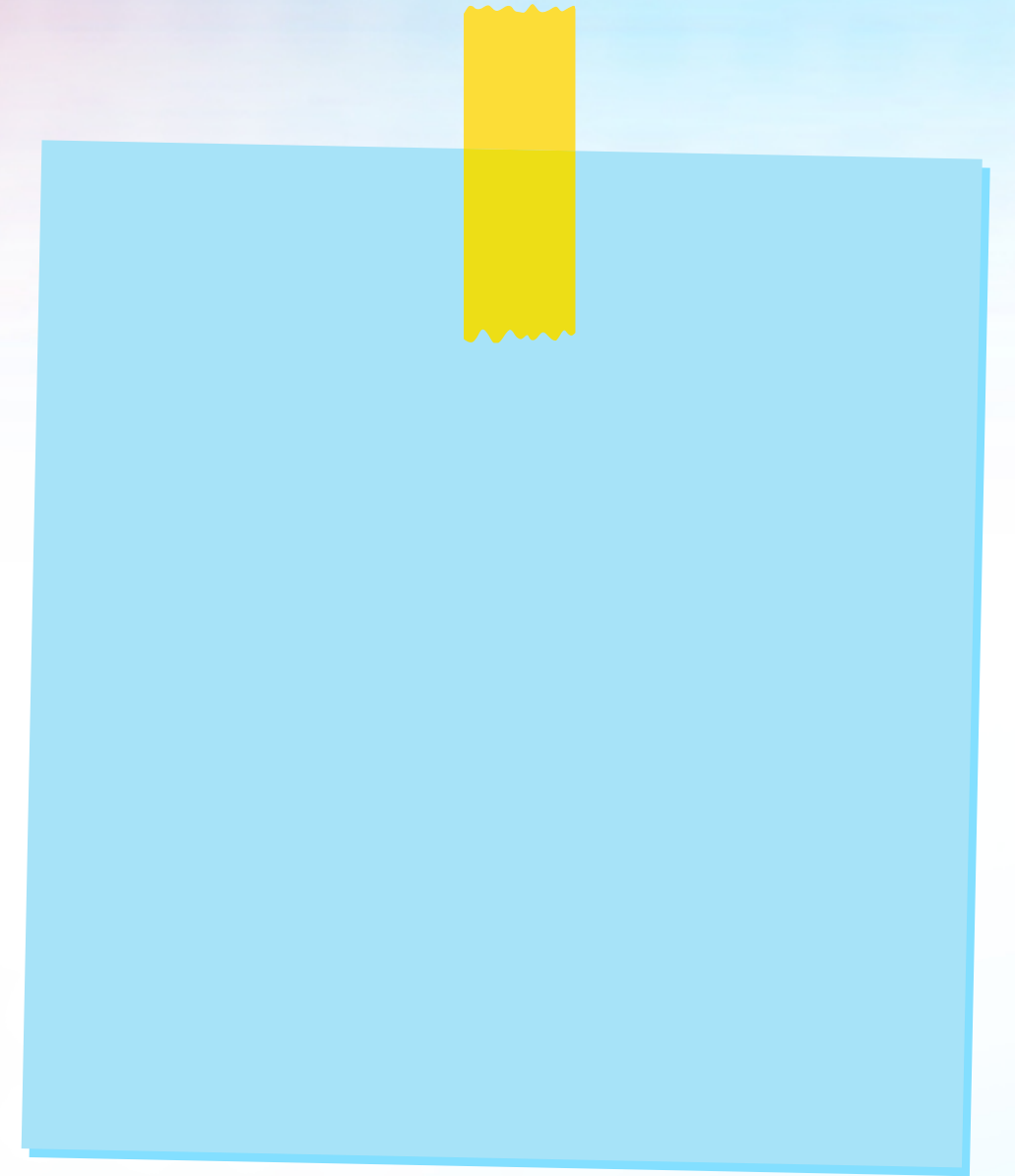
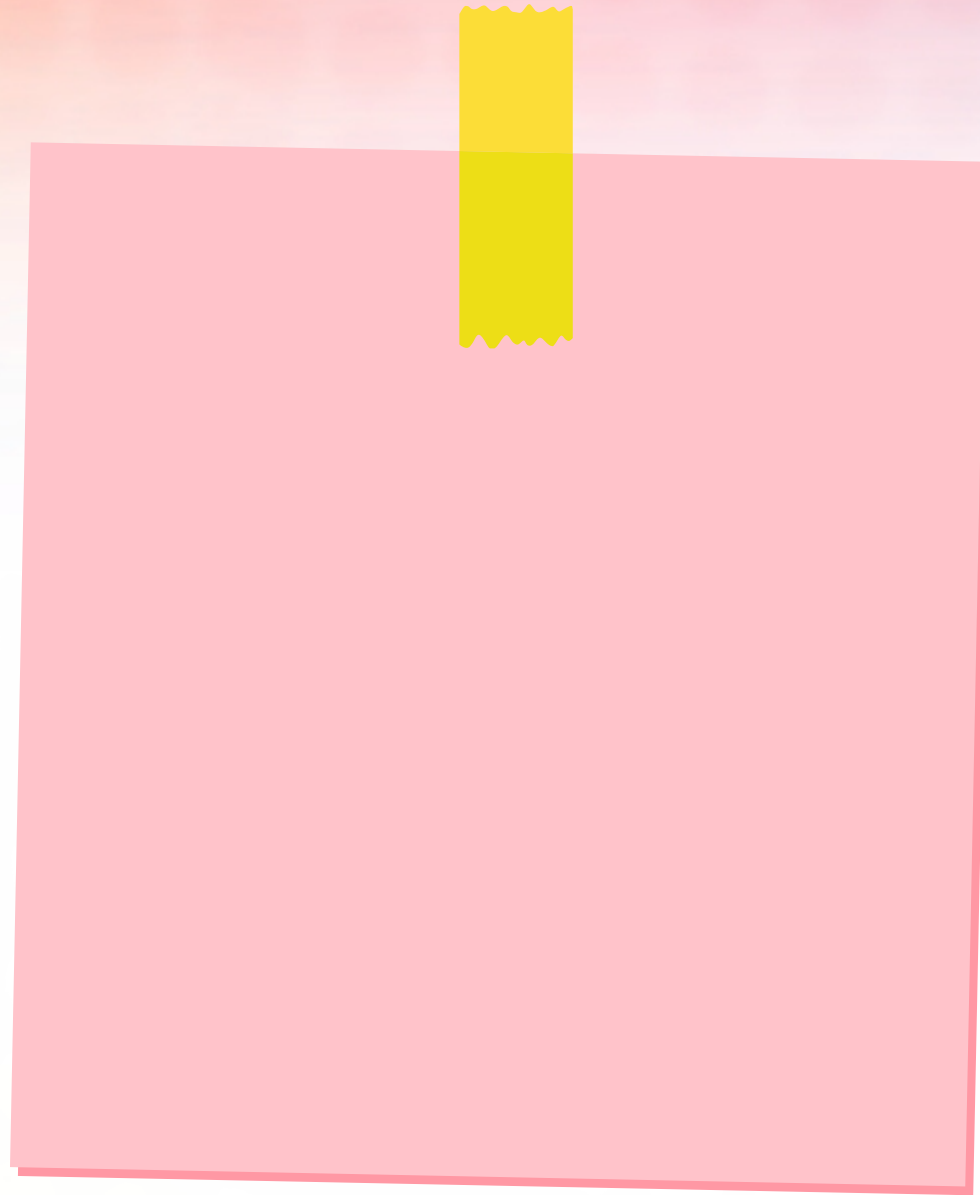
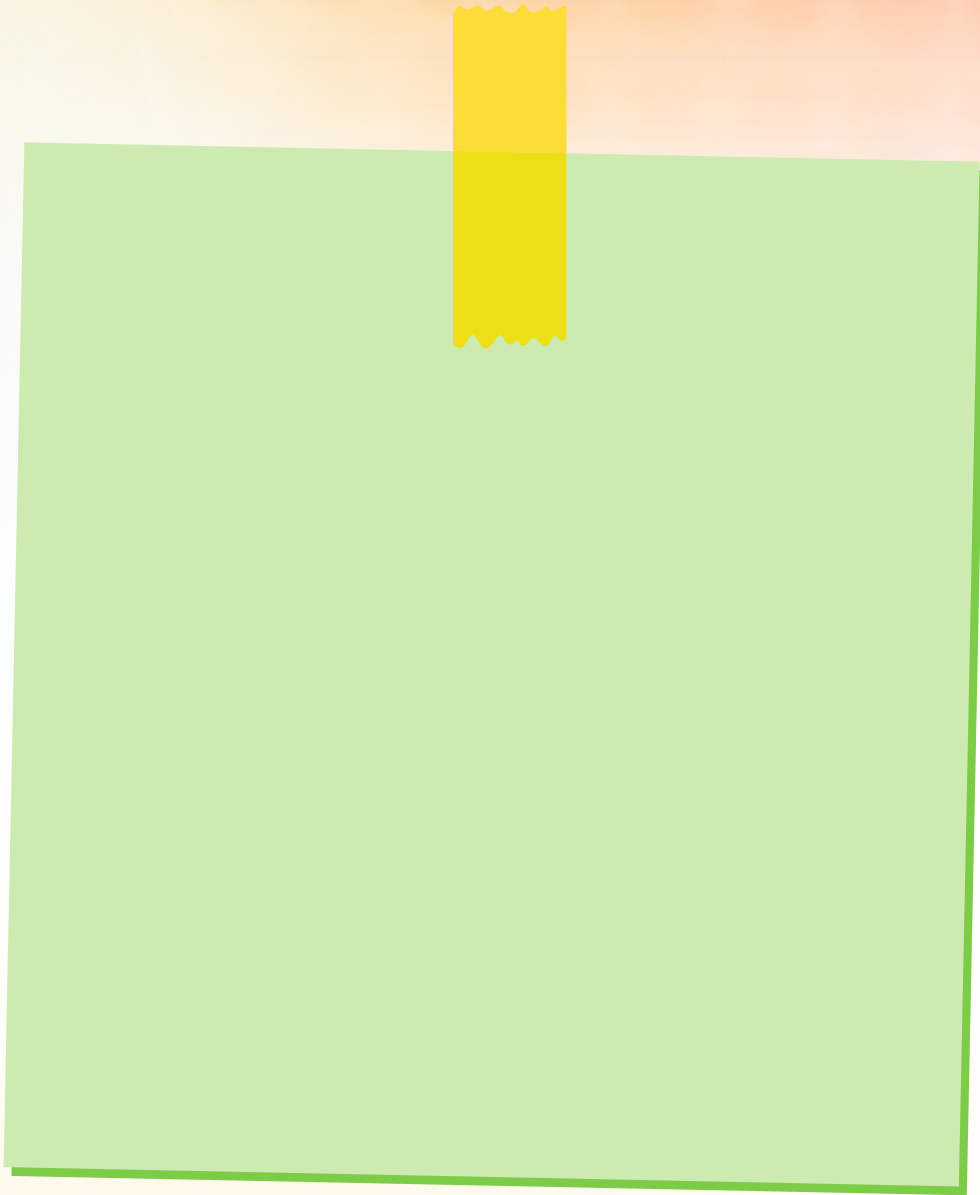
25



What is Enactus?

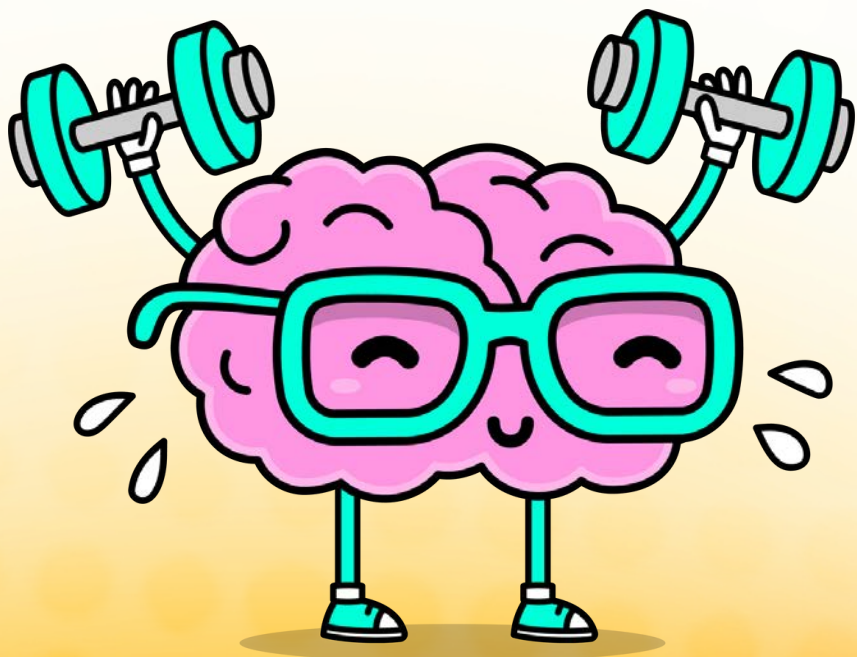
On your own, write the **Top 3** things
a potential recruit needs to know
about Enactus...



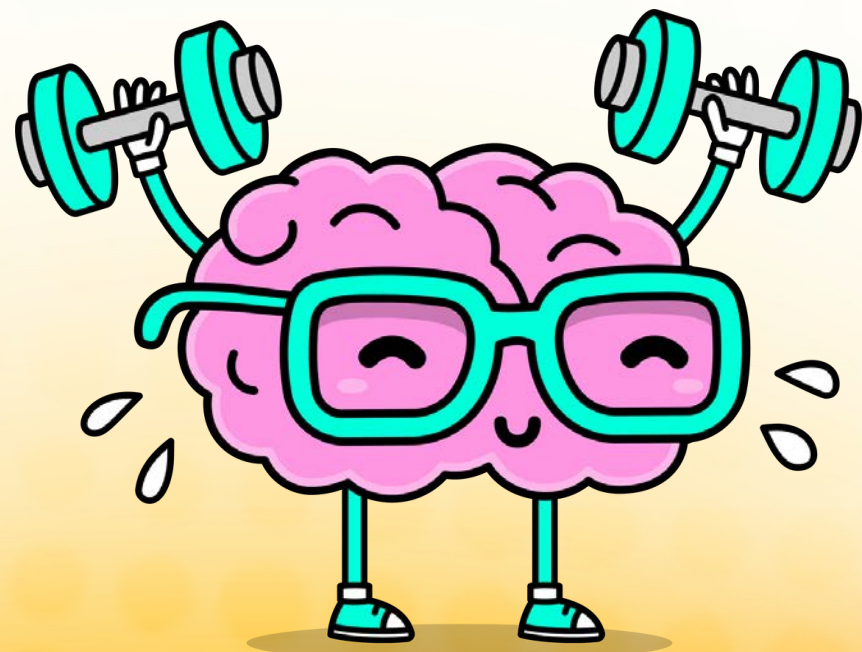


With the person next to you work together to
create a **30-second pitch** answering the
question...

WHAT IS ENACTUS?



Make it as **short** and **succinct** as possible...



Over to you...



Reflection Point



What stood out to you as a key takeaway?



What do you know now that you didn't know before?



What action will you now take as a result of the session?



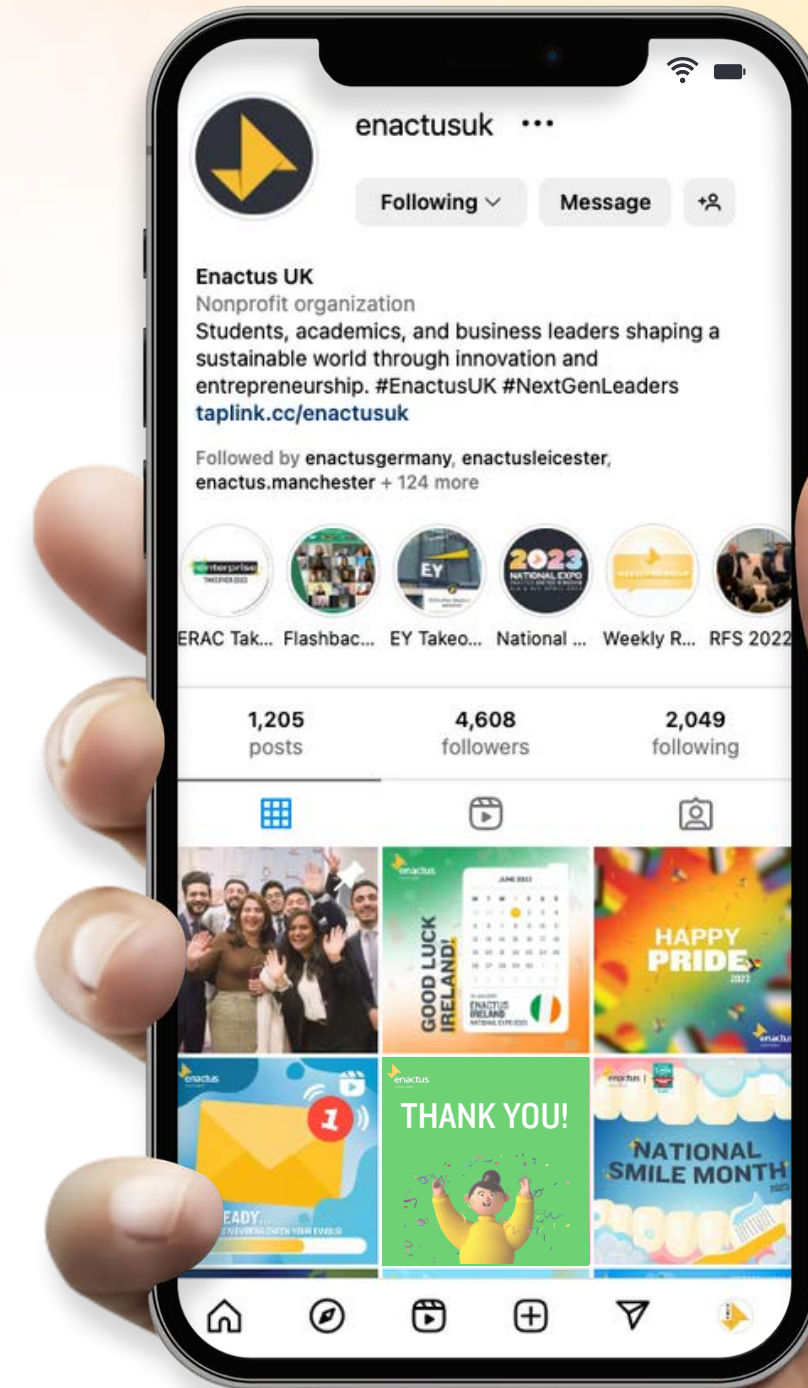
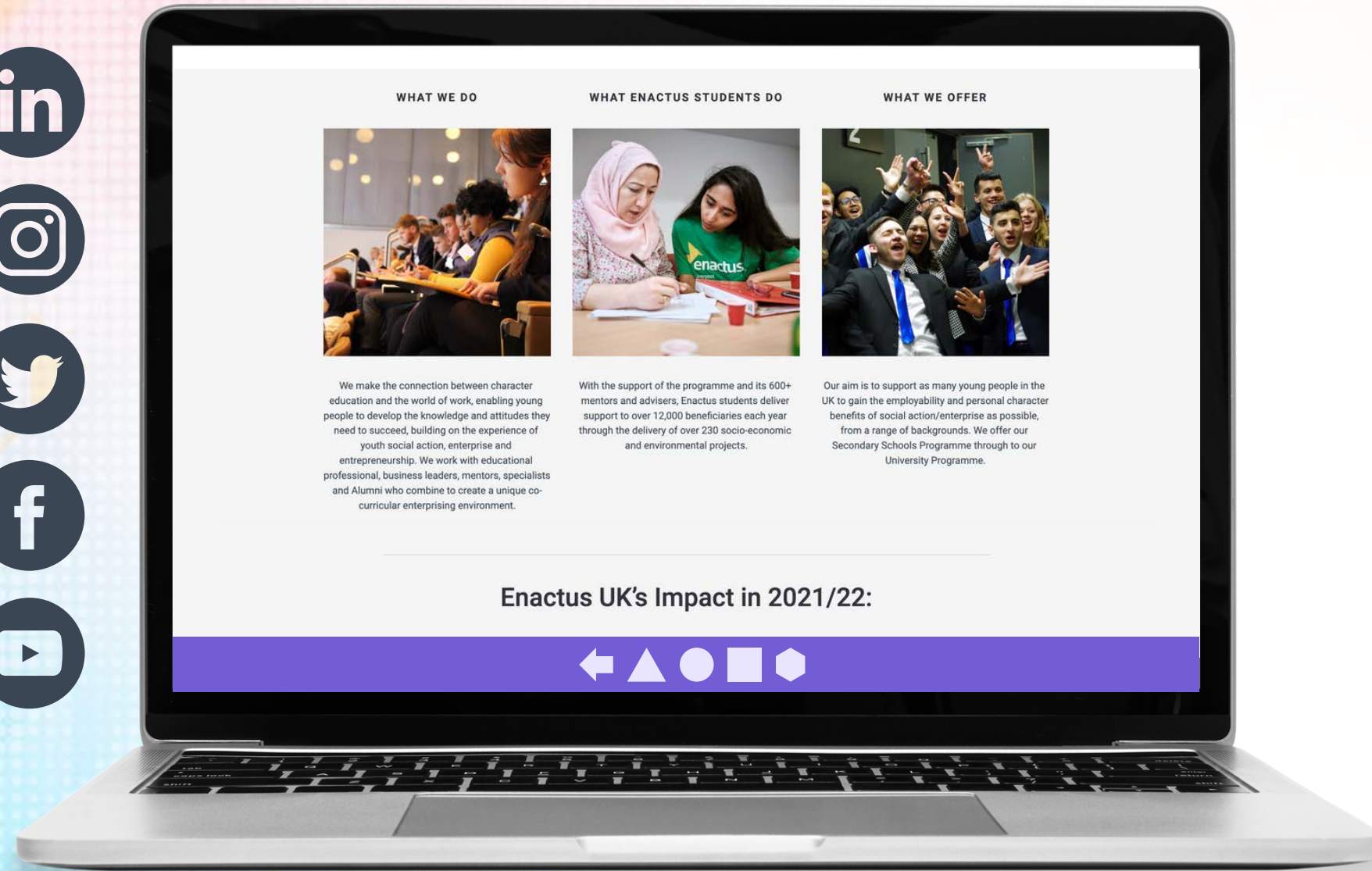
LUNCH



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Or visit us at www.enactusuk.org

Not following us on Social Media? Go on, have a nosey...



LinkedIn | Instagram | Twitter | Facebook | YouTube
#EnactusUK #WeAllWin #NextGenLeaders, @EnactusUK

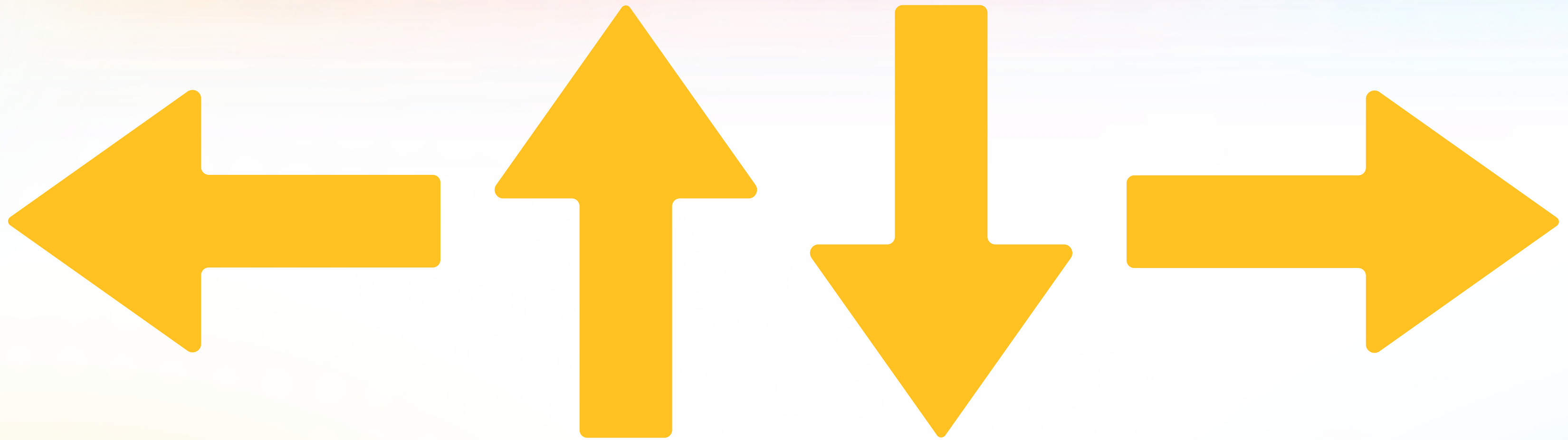


Leadership Summit 2023





WELCOME BACK



The background features a gradient from light blue on the left to light yellow on the right. It is decorated with various geometric patterns: a grid of small dots, larger semi-transparent triangles, and a central horizontal yellow banner with a repeating pattern of small triangles. The text 'Let's get started...' is centered on this banner in a bold, dark blue font.

Let's get started...

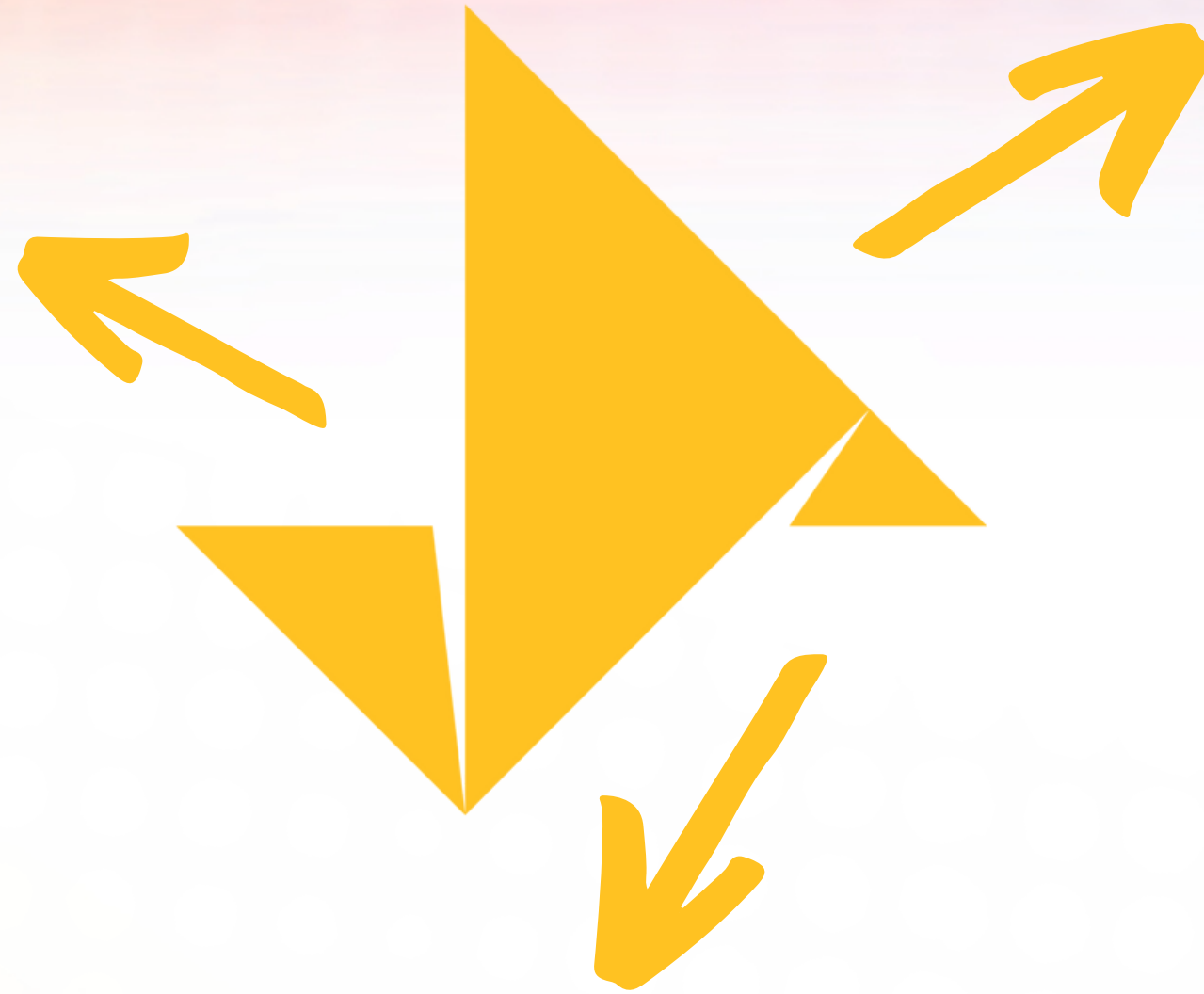
WHY?



5

Build Your Future

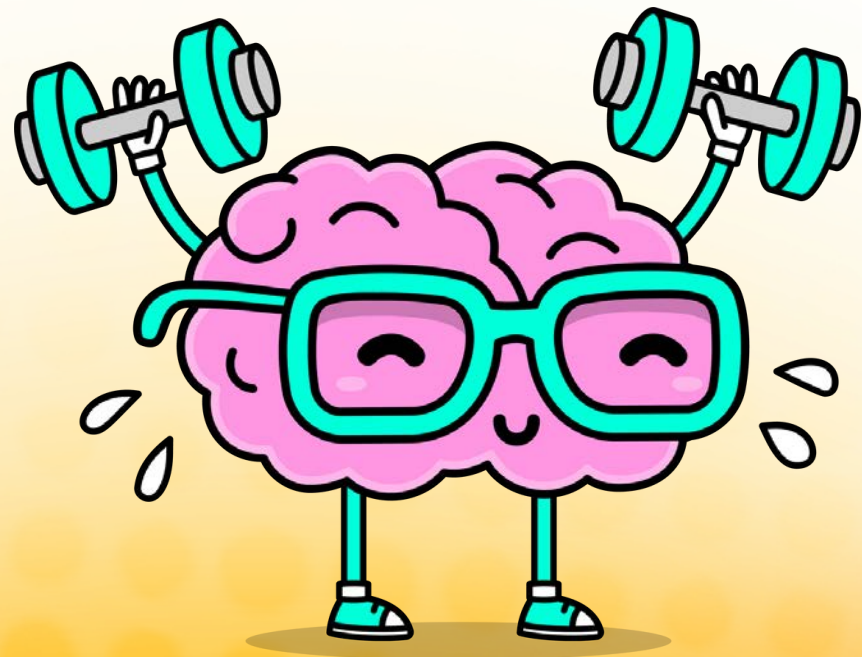
Transform Lives



Make Friends

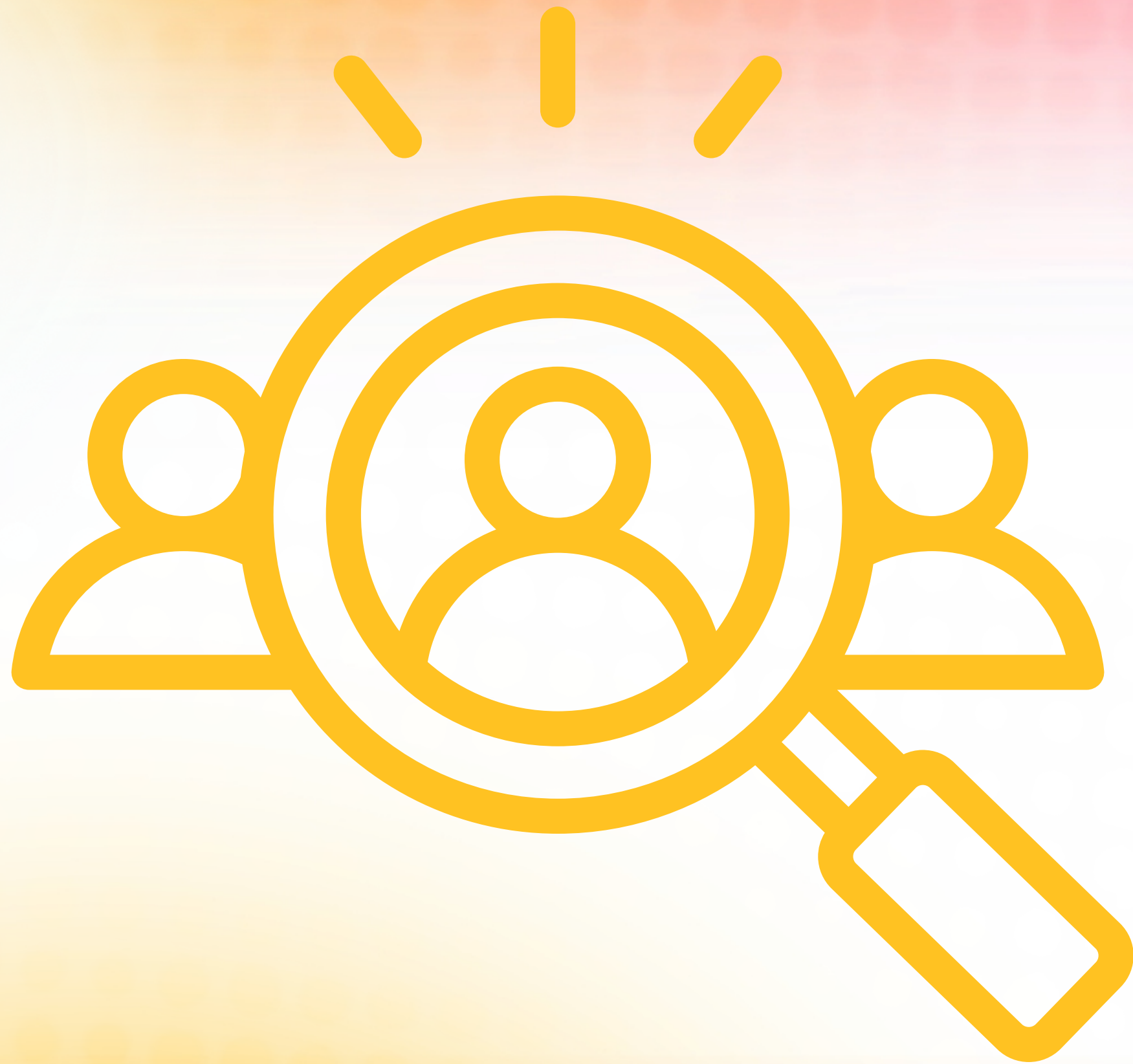
Write a minimum of 3 '**hooks**' you would use to communicate to a student who was motivated to join
by...

Transforming Lives?
Building their skills?
Making friends?





EUK Recruitment



Recruitment

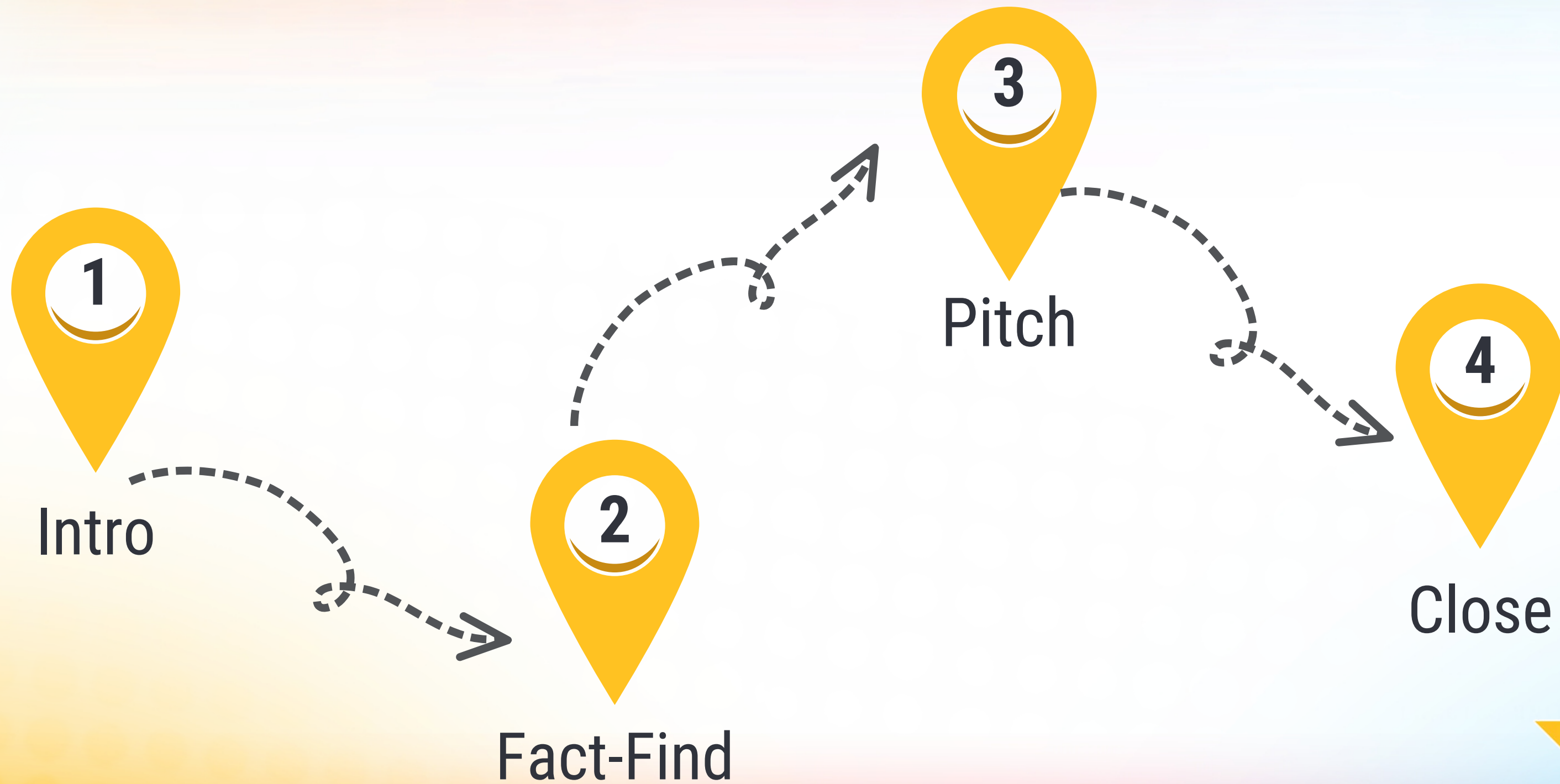
=

Sales



EUK 'Sales Process'

4 Step Sales Process



INTRODUCTION



Intro





First Impressions

AB

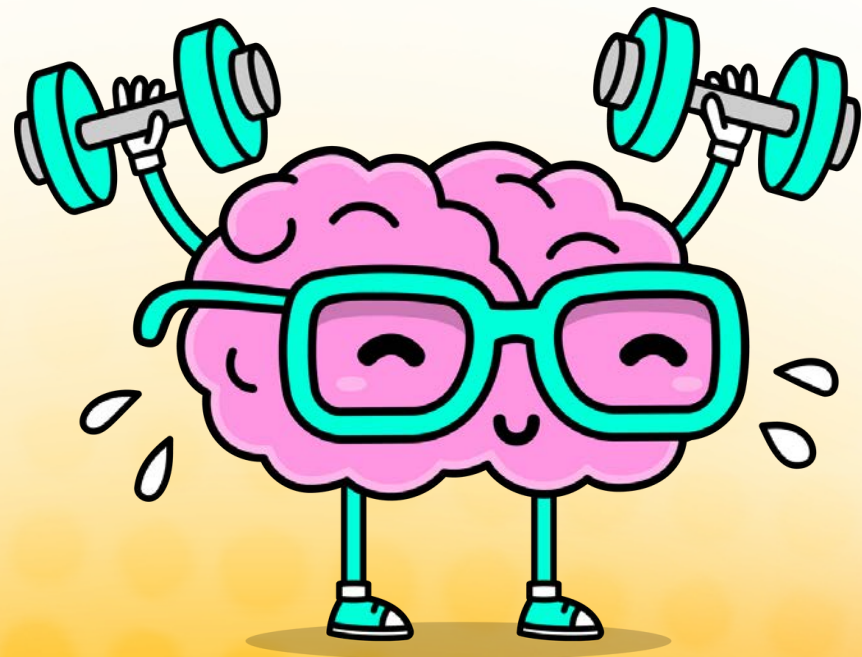
How important is a first impression in no more than one sentence



A first impression is crucial as it often shapes initial judgments and perceptions that can be difficult to change.



Using the area given to you, what do you think would make a **bad**, **good**, and **great** first impression?



HELLO!

Konnichiwa

HOLA!

What would a great introduction look like?

BONJOUR

Alo!

Ciao

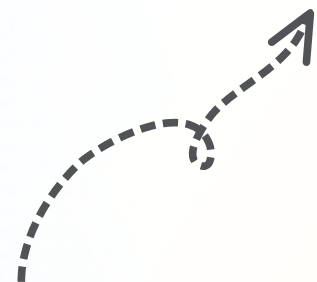
FACT-FIND



Intro

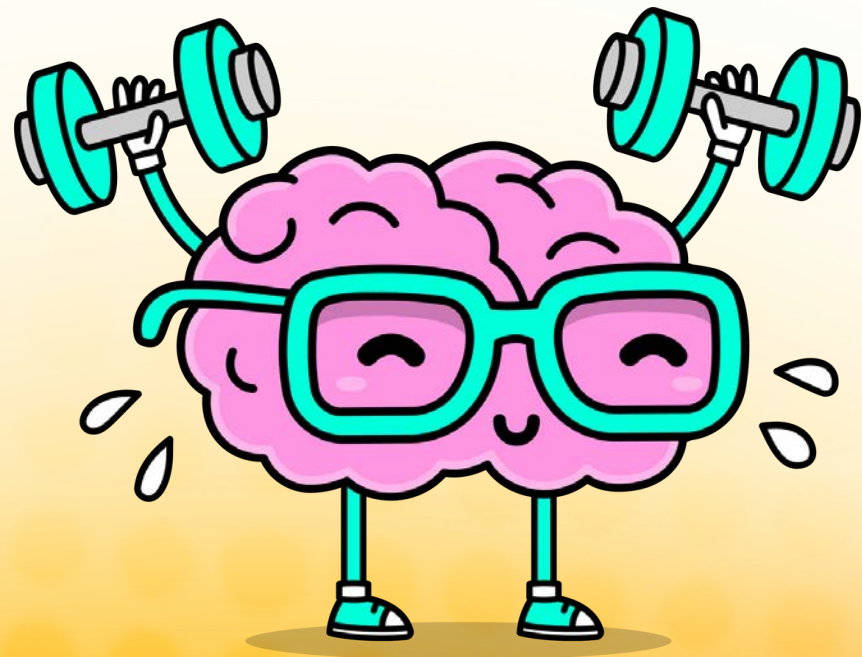


Fact-Find





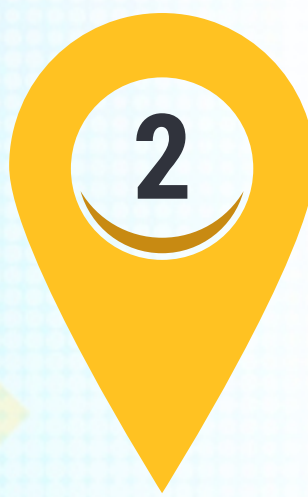
Using both **open-ended** and **closed** questions, write down a list of min. **10 questions** you could ask to a new student you're talking to about Enactus to **support your 'pitch'**



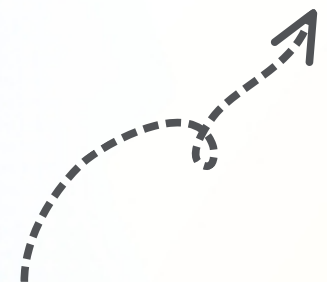
PITCH



Intro



Fact-Find



Pitch





0+

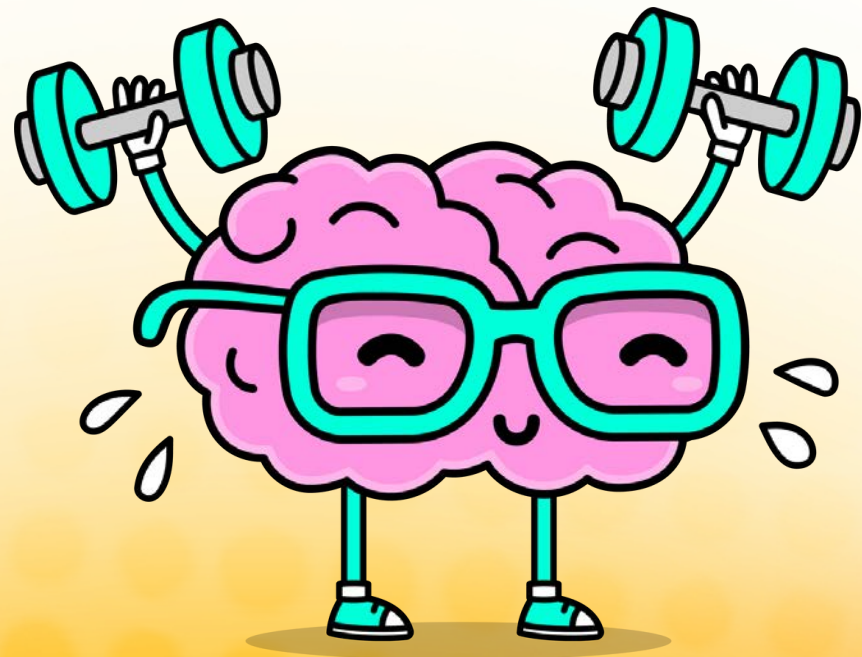
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enactus
United Kingdom

enactus
United Kingdom

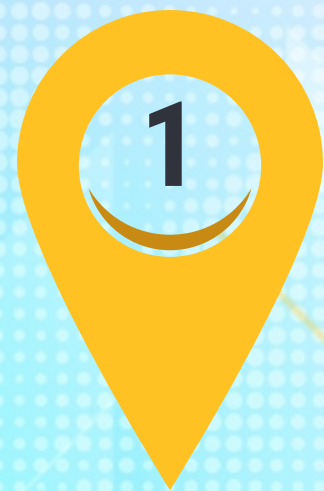
Using your **'What is Enactus'** pitch, and the **'Top 3'** reasons to join create your **30-second** elevator pitch



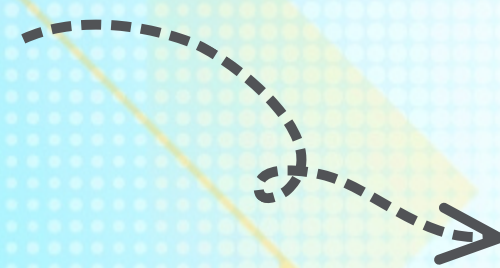
Over to you...



CLOSE



Intro



Fact-Find



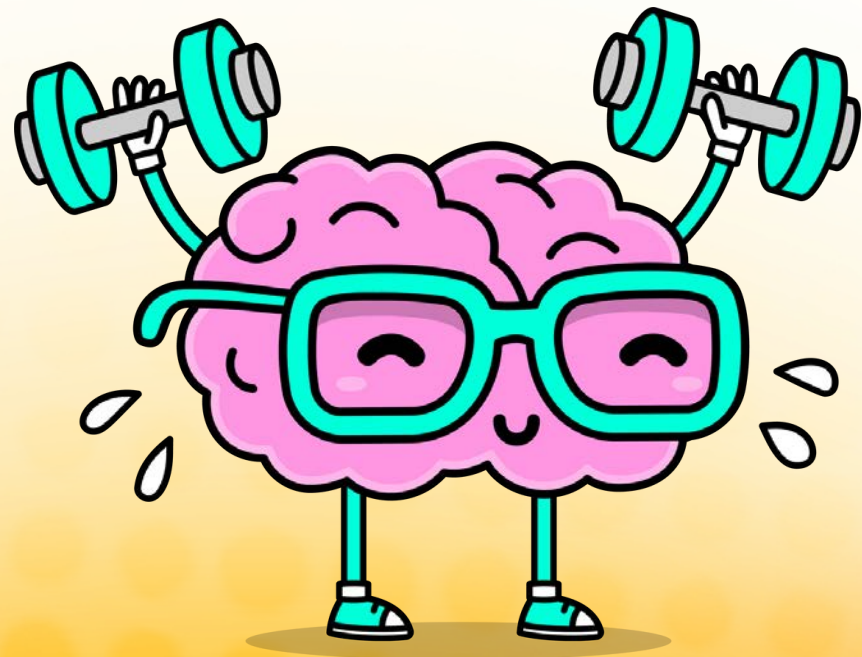
Pitch



Close

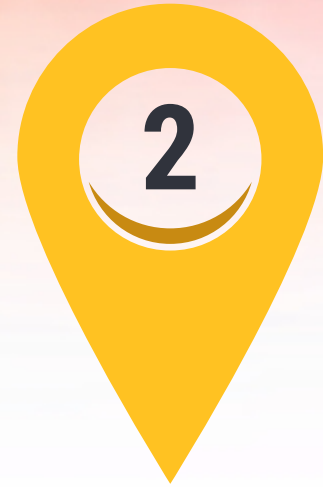


Working with the person next to you, write down as many
'closes' as you can think of in 3 minutes.

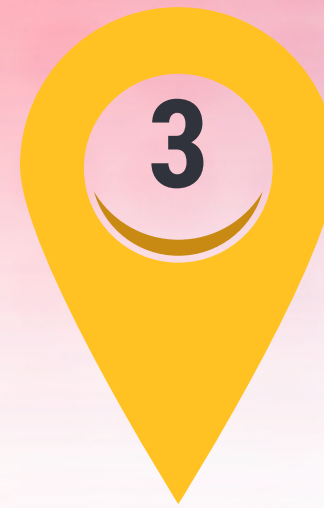
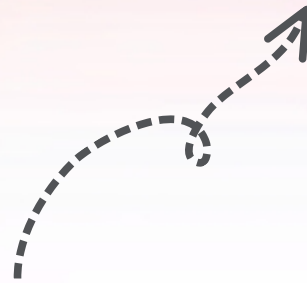




Intro



Fact-Find



Pitch



Close



Reflection Point



What stood out to you as a key takeaway?



What do you know now that you didn't know before?



What action will you now take as a result of the session?



BREAK