

5.5 YEAR REPORT
2018-2023

THE JEWISH ENTREPRENEUR

EMPOWERING THE NEXT GENERATION
OF JEWISH ENTREPRENEURS

THE JEWISH ENTREPRENEUR (TJE) IS A FAST GROWING, GLOBAL NOT-FOR-PROFIT ORGANIZATION THAT PROVIDES A FULL SERVICE, PRO-BONO MENTORING PROGRAM FOR JEWISH ENTREPRENEURS OF ALL AFFILIATIONS. OUR MENTORS ARE RECRUITED FROM ACROSS THE BUSINESS SPECTRUM AND ARE AVAILABLE TO HELP BOTH ASPIRING AND EXISTING ENTREPRENEURS.



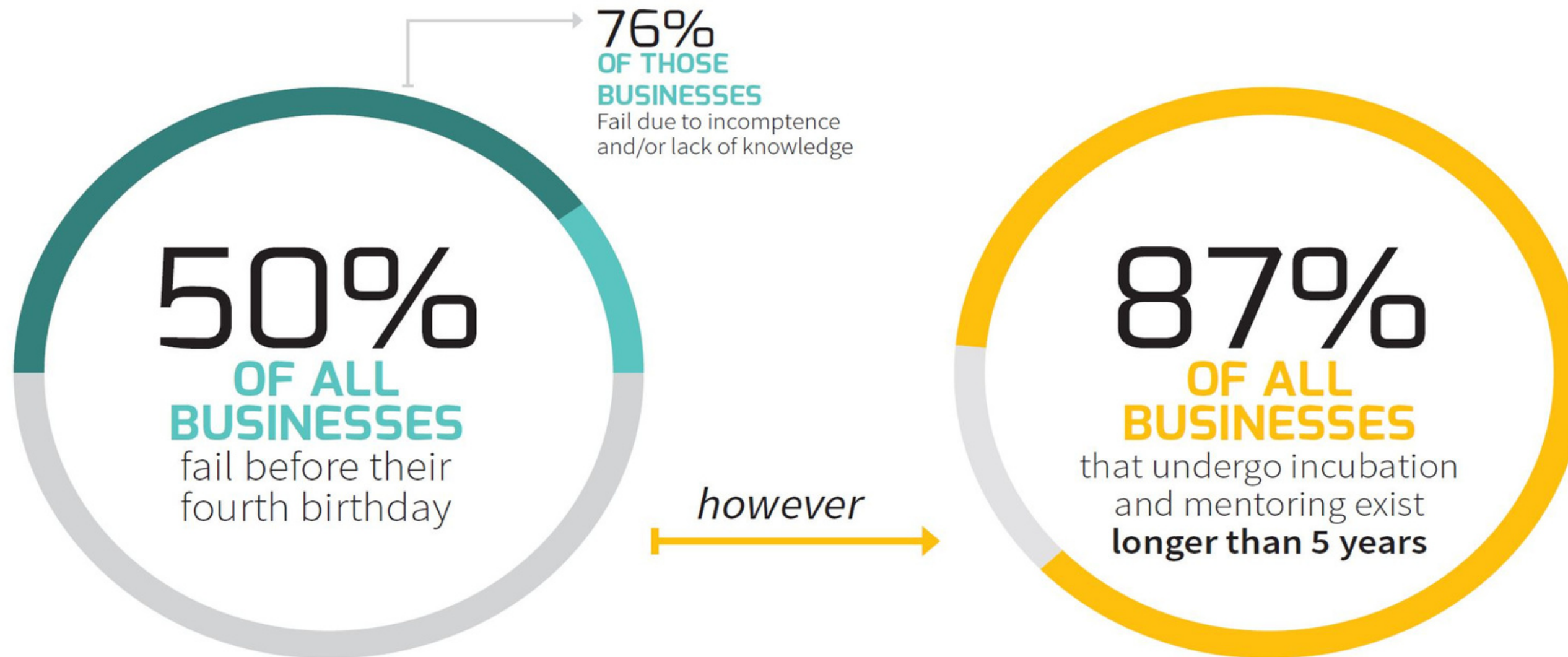
**THE JEWISH
ENTREPRENEUR**



"The greatest level (of charity), above which there is no greater, is to support a fellow Jew by endowing him with a gift or loan, or entering into a partnership with him, or finding employment for him, in order to strengthen his hand until he need no longer be dependent upon others"

- Maimonides: Laws of Gifts to the Poor
10:7-14

IMPORTANCE OF MENTORING



BENEFITS OF MENTORING

INCREASE IN REVENUE:

**Micro Mentor*



106%

INCREASE IN REVENUE

Those who received mentoring increased their revenue by an average of **\$47,300** or 106%.



14%

INCREASE IN REVENUE

Those who did not receive mentoring increased their revenue by an average of **\$6,600** or 14%.

HIRING EMPLOYEES:

**Micro Mentor*



1 in 2

BUSINESS THAT RECEIVED MENTORING

Created a full time job, on average.

*(That's **44%** better than those who did not receive mentoring)*



4.75

AVERAGE JOBS CREATED

Growing businesses who received mentoring created 4.75 jobs on average.

(2.5 jobs more than those who did not receive mentoring)



TJE PROVIDES FREE MENTORING FOR ENTREPRENEURS

ESTABLISHED IN 2014

TJE WORKS DIRECTLY WITH OWNERS OF:

EARLY START-UPS - Need help developing

START UPS - Need help growing

EXISTING BUSINESSES - Need help improving profitability

Key Partnerships:

TJE leads **Tribeworks** - a collaborative hub of organizations providing critical business support to owners and individuals.

THE TRIBEWORKS HUB

www.Tribeworks.org

HUB FUNCTIONS:

- Business Mentoring
- Interest-Free Loans
- Start-Up Incubator
- Educational Resources & Webinars
- Career Guidance & Training
- Job Placement
- Not-For-Profit Resources

HUB ACTIVITIES:

- Shared Website
- Collective Activity Calendar
- Value Added Business Analysis Software
- Marketing & Entrepreneurial Masterclasses
- Comprehensive Job Seeker's Program
- Community Job & Service Information & Chat Site
- Yearly Tribeworks Networking Event
- Group Webinars, Video Library & Key Training Videos



Education and
Parnassah Institute



PROFESSIONAL
CAREER SERVICES



A MEMBER OF OGEN GROUP

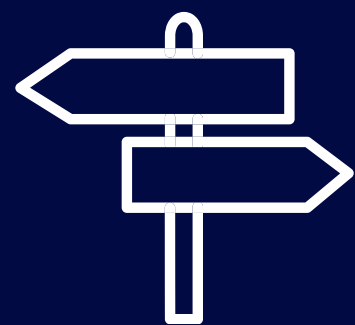


CAREER DEVELOPMENT & BENEFITS CENTER





Mentors are selected from over two dozen industries and are located across the world.



Our mentors give advice and act as a sounding board. The final decision on actions going forward is the decision and responsibility of the mentee.



Our Mentors have full control regarding the time investment for their mentoring support:

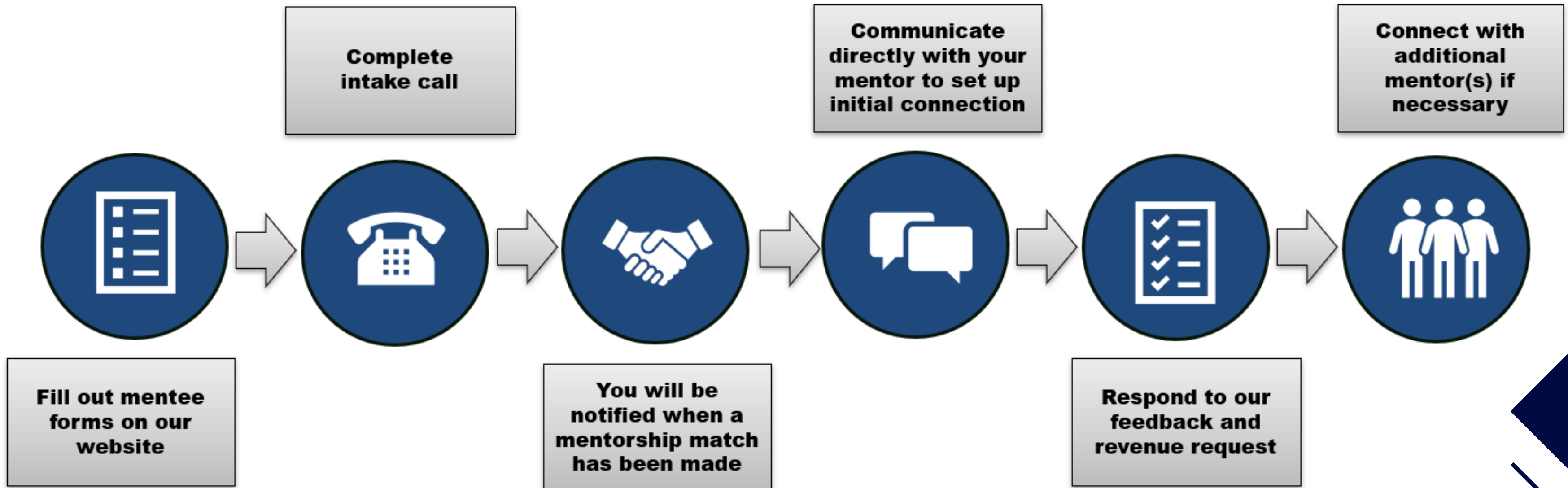
- Flash mentoring: 1-2 phone calls and a couple of email follow-ups
- Standard mentoring: Approximately 2-6 phone calls over 1-2 months (avg. 2-4 calls)

OUR MENTOR POOL

100% VOLUNTEER BASIS

MENTORING PROGRAM

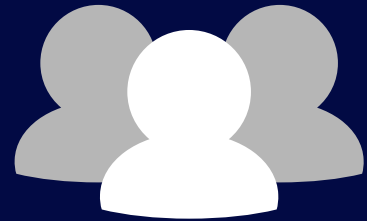
SIMPLE, EASY... AND FREE!



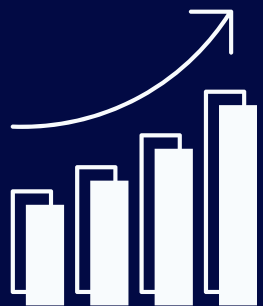
ACCOMPLISHMENTS - 5.5 YEAR REVIEW



Grown Mentors by More Than 8x to over 475



Increased New Matches 5x to More Than 65/Month
(Almost 4,000 lifetime matches)



25% Average Revenue Gain of Our Mentees in the First Year



90% Satisfaction Rating From Mentees & > 98% of our Mentees Would Recommend & Use Us Again

- **Created Partnerships** with key organizations to form a support hub & added partners from across the world.
- **Updated and increased marketing** through our Brand New Website & expanded webinar repository.
- **Started monthly live webinars and expert-led panels.**
- **Created a Marketing Masterclass & Video Playbook Library** for business startups for all stages of business.
- **Created 11 WhatsApp Networking group and 1 external business content group.** Increased **LinkedIn activity along with Social Audio events.** Started WhatsApp mentor **mastermind program.**
- **Expanded marketing programs** and now support mentees in 31 states, 20 countries, and 6 continents.
- **Added New Resources:** Value-Added Software, Expanded Mentor Resources, Full Calendar of Events, & mentee resource listings.

TJE GOALS FOR 2023

IMPACT

Increase mentors to over 500 & annual mentee intakes to over 800 with a LT goal of 1,000+

SATISFACTION

Maintain high satisfaction rating, monitor revenue growth & start new mentorship success story program

BOARD

Expand our board

REACH

Continue geographic expansion & expand overall marketing through podcasts, interviews & further articles

NETWORKING

Develop and maintain strong Mentor and Mentee networking and mastermind groups

HUB NETWORK

Continual development of a full network of services, referrals, expanded programs & popular annual event in conjunction with Hub Partners

SOCIAL MEDIA

Expand LinkedIn presence while continuing expansion utility of WhatsApp groups

WEBINARS

Maintain ongoing webinar program and continue services in coordination with Hub Partners

MENTEE GLOBAL REACH

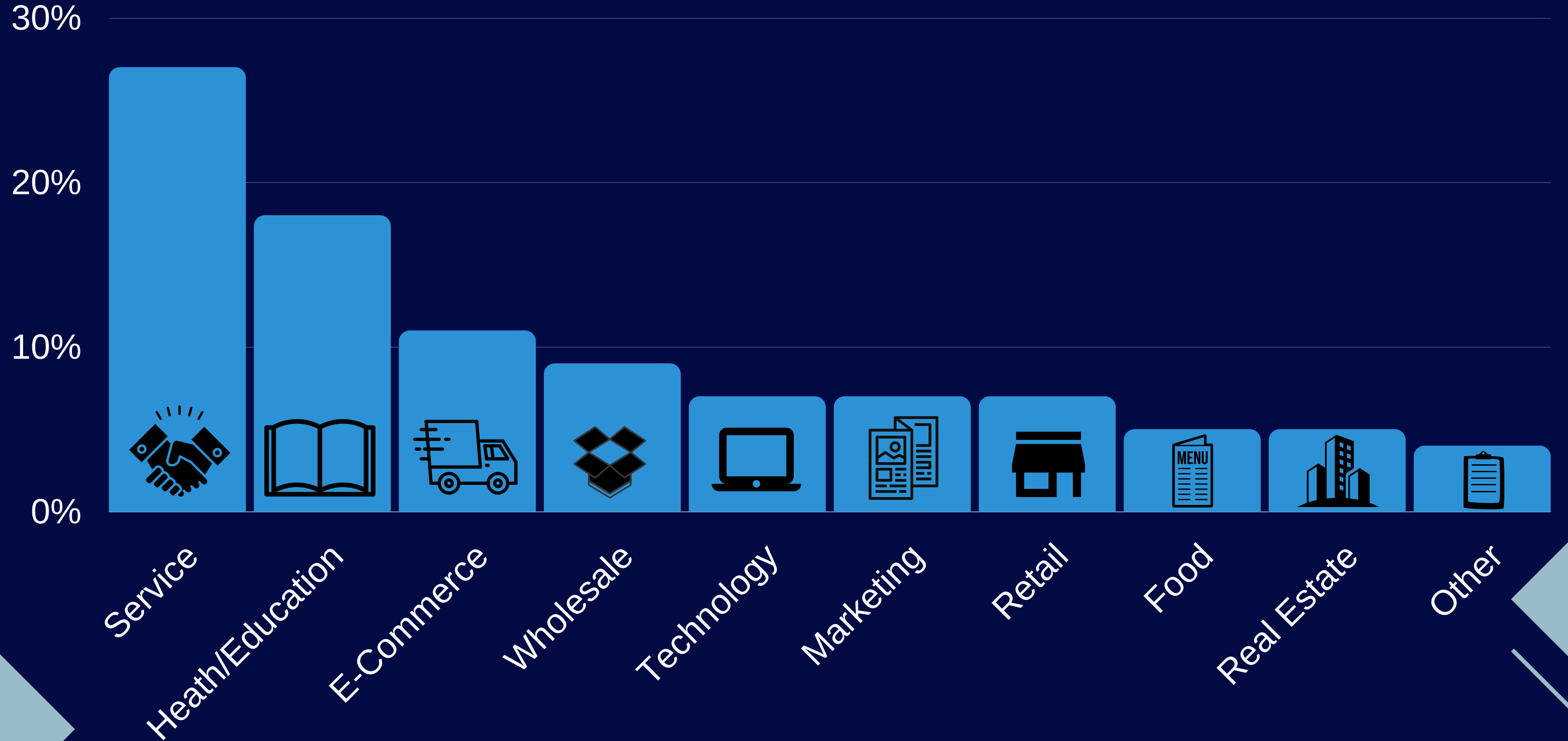
40%	New York
32%	New Jersey
5%	Maryland
3%	Florida
2%	California
2%	Ohio
2%	Pennsylvania
1%	Illinois
5%	24 States & DC*
7%	Outside US**



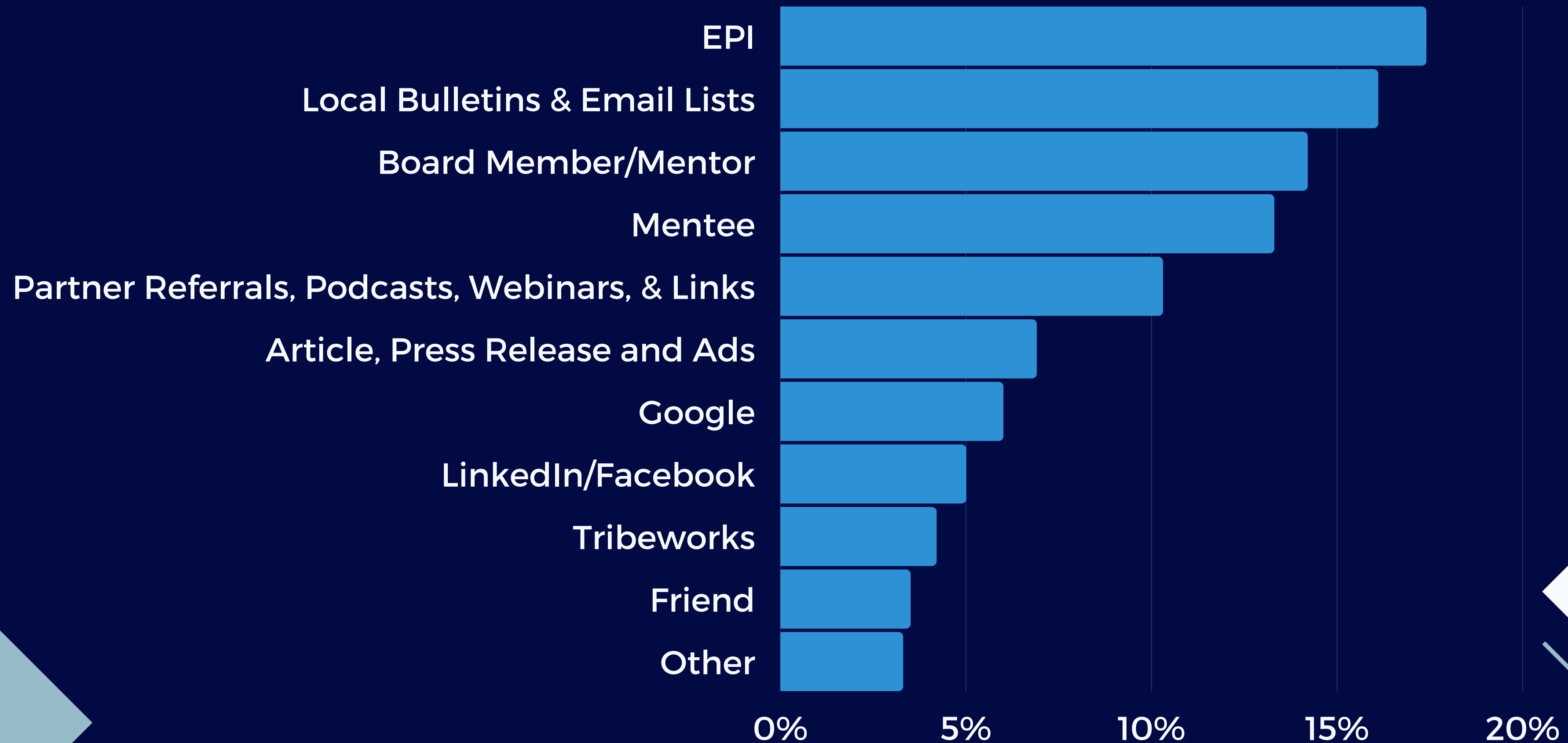
* AL, AZ, CO, CT, DC, DE, GA, IN, KY, LA, MA, MI, MN, MO, NC, NV, OK, OR, RI, SC, TN, TX, WA, WI

** Australia, Belgium, Brazil, Canada, Denmark, France, Hong Kong, India, Israel, Japan, Malaysia, Mexico, MIF Africa, Netherlands, Nigeria, South Africa, Spain, UK, Zimbabwe

INDUSTRIES SERVICING



REFERRAL SOURCES



MENTOR SKILL SET



Architecture



Construction



Consulting



Distribution



Ecommerce



Education



Energy



Finance



Food



Funding



Health



Human Resources



Insurance



Legal



Marketing



Negotiations



Non-Profit



Operations



Printing/Publishing



Real Estate



Retail



Service

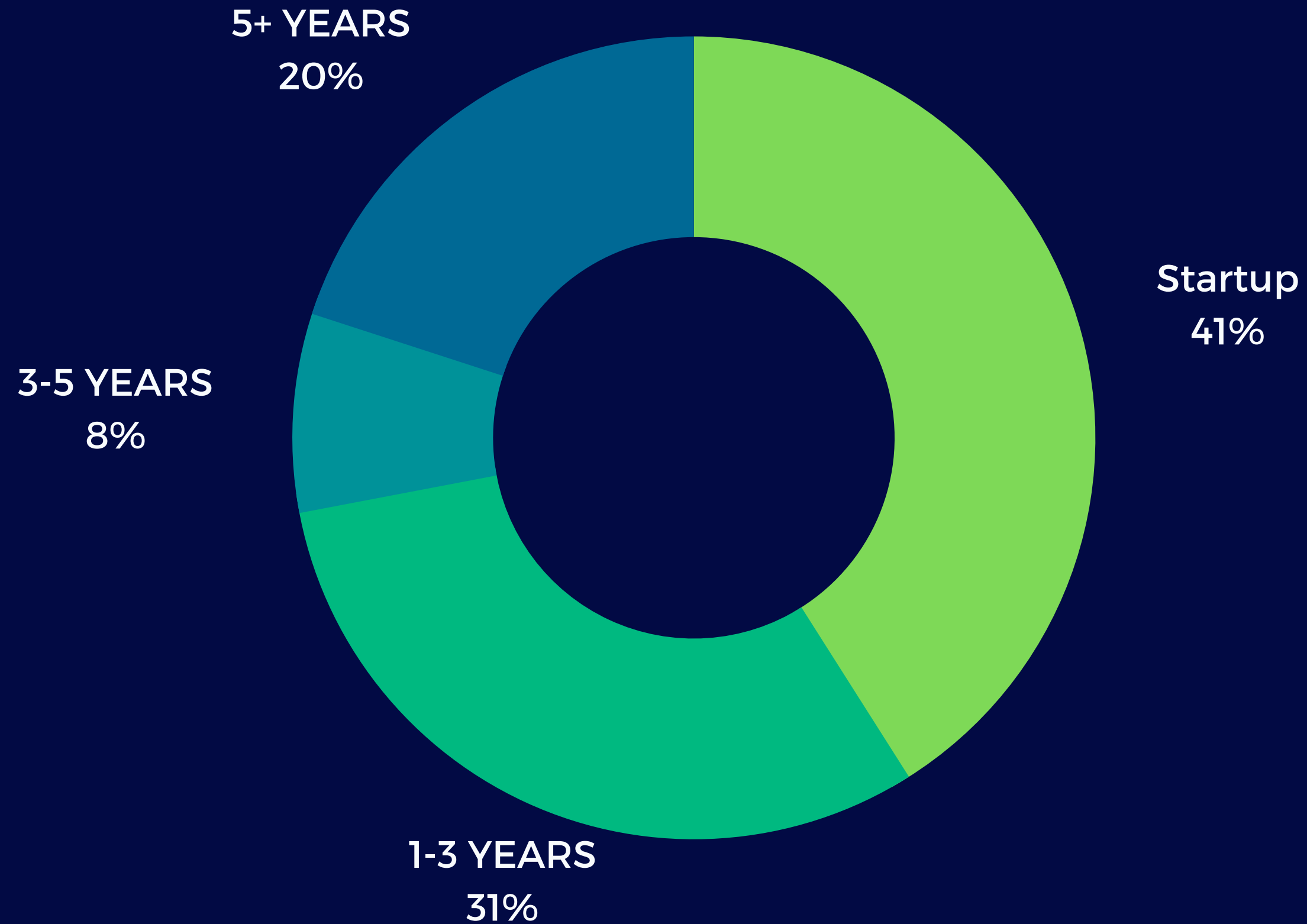


Technology/Software

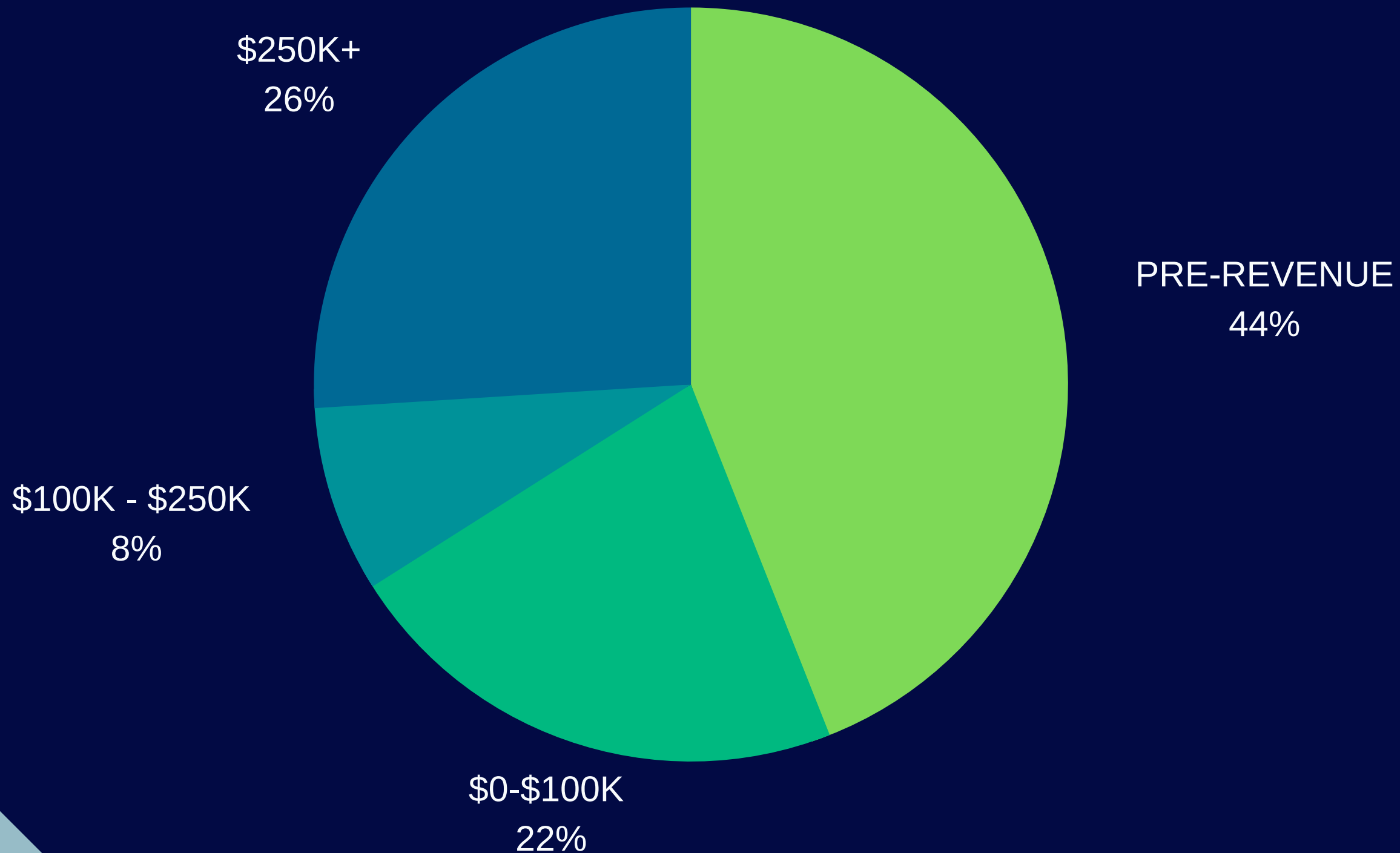


Wholesale

STAGE OF BUSINESS



BUSINESS REVENUE

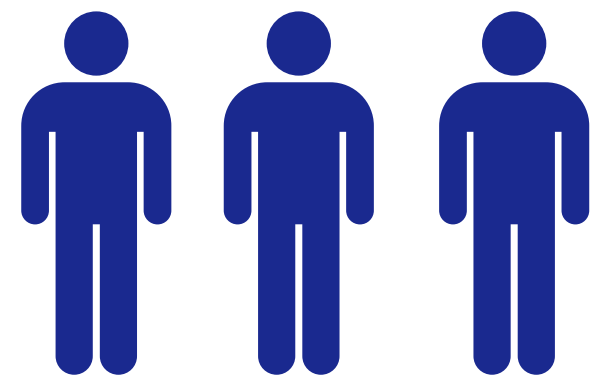


25%

**Revenue increase
reported in the first 12
months after
mentoring**

Total Revenue 2018-2023 YTD: \$572,551,490
Average Revenue: \$242,607
Average Revenue (excluding zero revenue): \$436,729

MENTEE DEMOGRAPHICS



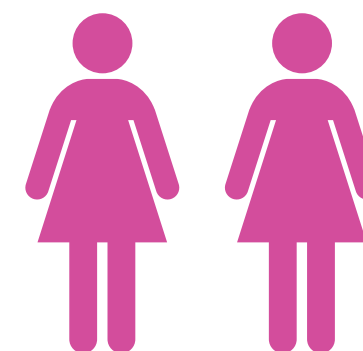
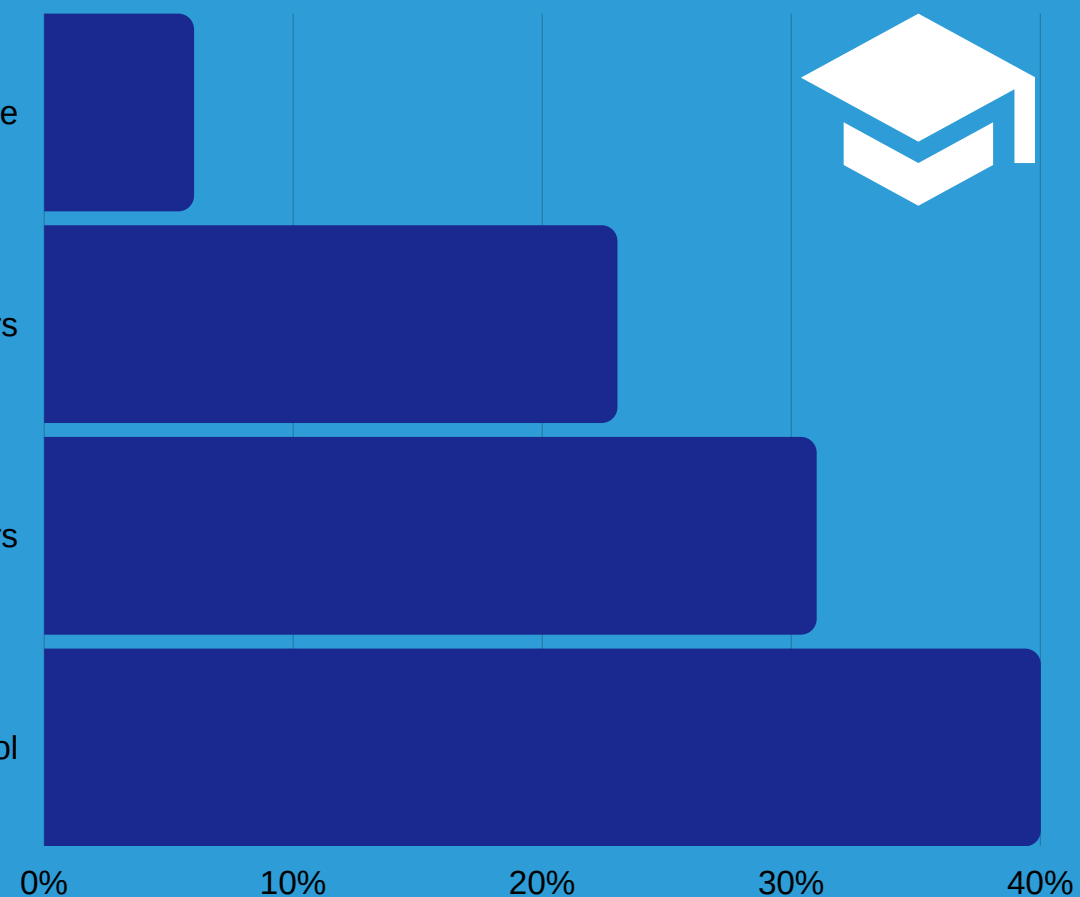
66%
MALE

Doctorate

Masters

Bachelors

High School



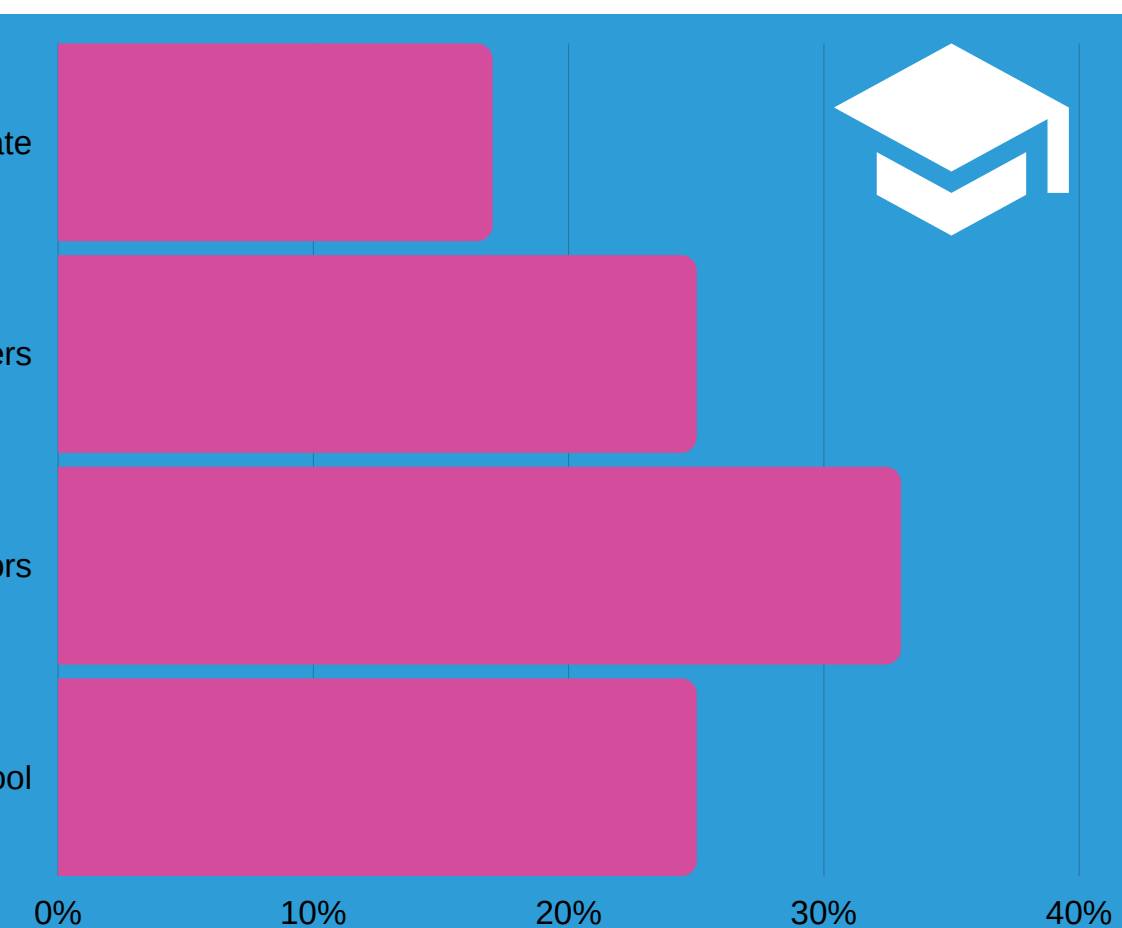
34%
FEMALE

Doctorate

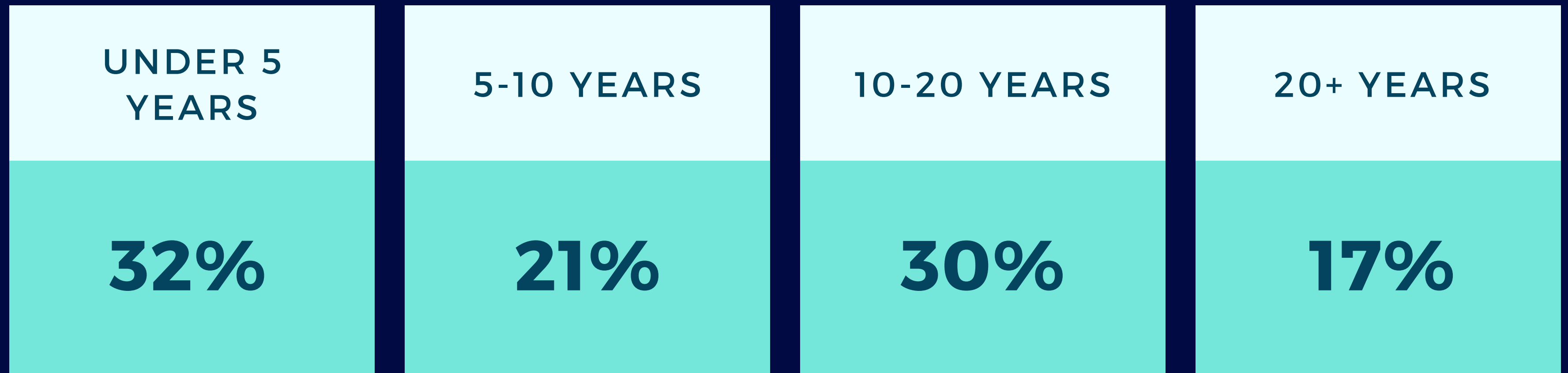
Masters

Bachelors

High School



MENTEE BUSINESS EXPERIENCE



MENTEE BUSINESS PROFILE

HAS MENTEE OWNED
A BUSINESS

YES

71%

NO

29%

DOES MENTEE HAVE
A BUSINESS PLAN

YES

83%

NO

17%

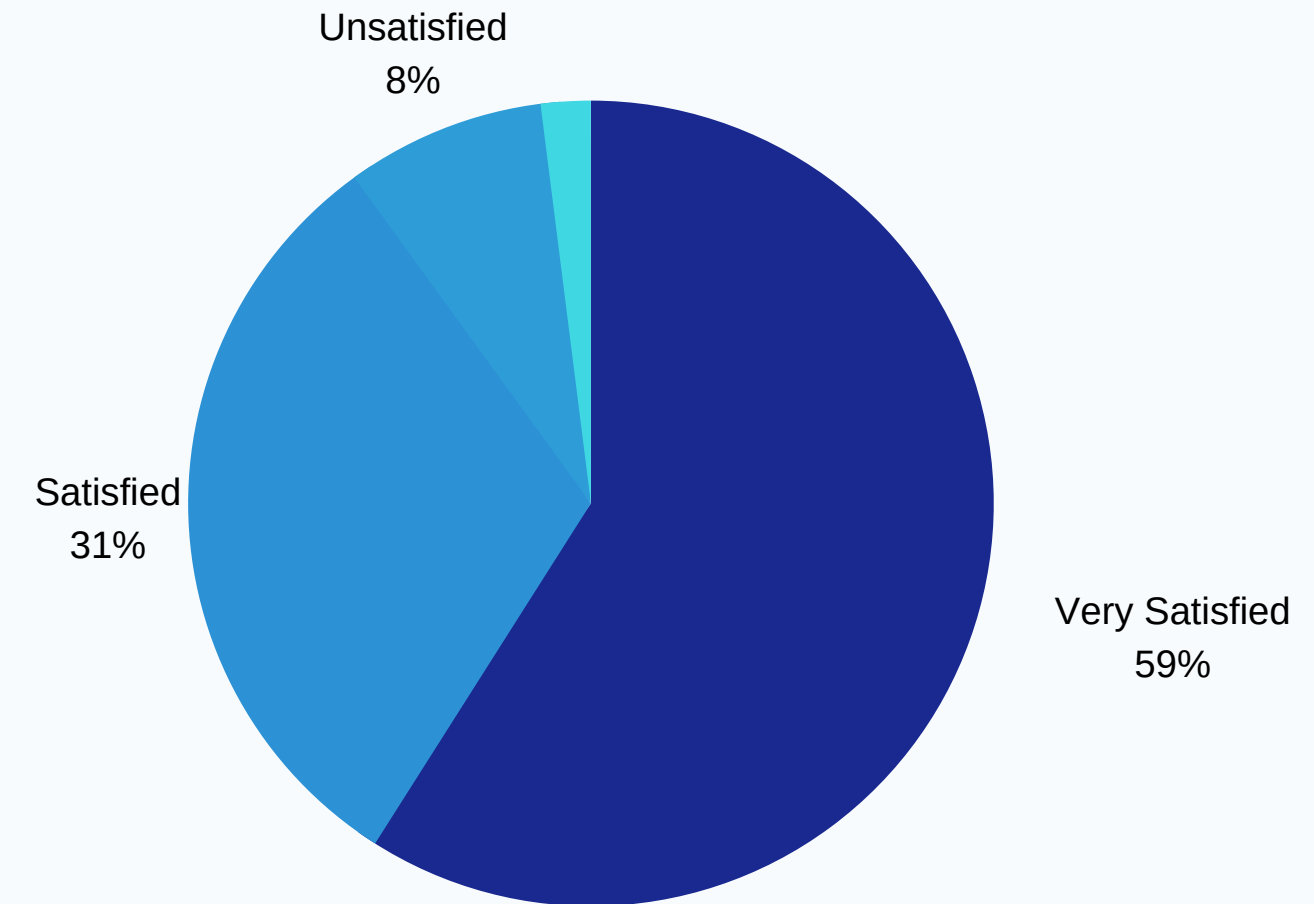
SATISFACTION RATINGS

90%

**Mentees' Overall
Satisfaction Rating**

98%

**Mentees Would Both
Recommend and
Use TJE Again**



WHAT OUR MENTEES HAVE TO SAY

We were teamed up with G. as our mentor. I was nervous that he would be in a rush and wouldn't have time to really hear us out, but I was really wrong - he made us feel like he had nothing else to do that day except hear about our company. He read through all my charts and numbers and helped us figure out two proposed game plans - we are currently working on implementing both ideas and we'll be in touch with him in a few weeks to discuss how each idea panned out. Thank you for figuring out a way to help people help themselves respectfully.

-PHOTOGRAPHY COMPANY FROM NJ

My mentor was very generous with her time and so helpful and validating. She gave me great direction and left the 'door open' for further questions. TJE is a great service!

- RESUME AND CONTENT WRITER FROM NJ

The kindness that you do has effects on the community that cannot be measured. By helping improve livelihoods, you enable people to devote more time and other valuable resources to their families, the community and to learning and other spiritual pursuits.

-LAWYER FROM NY

Working with my mentor, things could not be going better!! I'm now in the process of putting a few real estate deals together and have been bouncing ideas off my mentor - which has been great. I thank TJE for making the introduction and helping me out.

-REAL ESTATE INVESTOR FROM CA

Being a young guy going into business and having to deal with so many new things, it is tremendous help to have someone with years of experience and big shoulders giving their input. When my mentor is talking to me, it feels like it is his business.

-ADVERTISING COMPANY FROM NY

I can't express how appreciative I am of TJE. What an incredible organization!! Thank you so much for setting me up with my mentor. She is a powerful amazing wonderful woman who believes in me and my business. The fuel and advice that she gave me is priceless. I've already recommended TJE to a few friends of mine who are business owners. Again, THANK YOU THANK YOU!!!

HAIR PRODUCTS COMPANY FROM NJ

WHAT OUR MENTEES HAVE TO SAY

My mentor is wonderful! Thank you! We have begun some preliminary work on discussing and evaluating my processes in the current company to determine my efficiencies and lack of efficiency. This will allow me to be more productive and utilize my expertise in figuring out which projects will yield the greatest results - while also improving the areas of productivity that are lacking.

-OCCUPATIONAL THERAPIST FROM NY

The Jewish Entrepreneur is an incredible organization that provides mentors to entrepreneurs who are looking to grow their businesses, at no cost to the mentees. Honestly, I could never have afforded to pay these mentors. The help they provide is invaluable. I appreciate what they provide so much that I am now also a mentor for them.

-ECOMMERCE CLOTHING COMPANY FROM NY

My mentor was amazing. From start to finish she over-delivered on everything. I came in having very little knowledge and I left with a detailed, practical plan on how to grow my client base-from multiple angles. I feel confident that these implementations will jump start my business to success.

- HEALTHCARE BUSINESS FROM OH

I am shocked at the high level of mentors I'm getting. I feel like I won the lottery. I can't thank you enough. This organization is a gold mine. Thank you

- MARKETING COMPANY FROM OH

Our mentor was a pleasure to work with. He went above and beyond in giving us vital information to help our business move to the next level, even looping in one of his employees into a phone conversation. I am beyond appreciative of his knowledge, commitment and help.

- CLOTHING COMPANY FROM NY

My mentor pointed out that what was missing with my 9 staff members was a director of operations, and described the person so accurately. I had been looking for someone like me who smiled all the time - but I don't need a smiler, I need a bookkeeper type to manage the work flow! Brilliant! We hired the person, and it has turned our whole company around!

-MARKETING COMPANY FROM CA

Words cannot express my appreciation for the help TJE has given me. To have the opportunity to be mentored by successful people who want to help me succeed is incredible. It's not easy to ask for help and TJE has treated me like a VIP. I want to do whatever I can to help get the word out about this amazing organization.

-CONSTRUCTION SUPPLY COMPANY FROM NY

BECOME A PART OF THE JEWISH ENTREPRENEUR

To become a mentor, email Robert Safren:

ROBERT@TJENETWORK.COM

**To get a mentor, fill out the
“Get a Mentor” form on our website:**

WWW.TJENETWORK.COM

