## **APPENDIX 2**

## Five Lamps - Mark and John

Mark and John joined the programme at the beginning of July 09. They were both long term unemployed and ex–offenders. An adviser spoke with them both about their goals in life and asked them how they saw their futures. They explained they were interested in starting their own business.

Both young men had previously been car valets and they had an idea about a car washing business. They did not know where to start. The adviser initially tested their commitment by asking them to come up with some ideas and to explore the market place. This was quickly established and demonstrated that they wanted to succeed in their venture.



It was not straight forward and there were a lot of problems along the way, and lots of obstacles to overcome. But undeterred they completed every task asked of them and eventually succeeded in securing a licence to operate and run their own car washing enterprise called Shop and Wash within Teesside Retail Park. Funding provided a storage shed and the finance to buy water butts and cleaning materials.

They have now taken on a further two members of staff, which they recruited via The Five Lamps.

Mark and John are excellent ambassadors for young people and can show what can be achieved with a little help and commitment.