



THE SEARCH FOR AUSTRALIA'S ENTREPRENEURS OF THE FUTURE

The Kidpreneur Challenge is a national video pitch competition for primary school students, showcasing their entrepreneurial capacity, and business idea creativity.

KIDPRENEUR CHALLENGE PITCH COMPETITION 2017 SCHOOLS MAJOR PRIZE CATEGORY

This competition category is open to any young entrepreneur aged 9 – 12 years in Australia who has a business idea or operating business and is looking to further build their entrepreneurial skillset with Club Kidpreneur.

Who can participate in the competition?

Students aged between 9 and 12; and enrolled in year 4, 5 or 6 in an Australian primary school who are participating in the Club Kidpreneur Ready, Set, Go School Program during 2017 with completion by the end of Term 3.

When does the competition start?

The Competition opens 0900 AEST on 1 September 2017.

When does the competition close?

The competition closes at 23:59 AEST on 16th October 2017.

How do you enter?

- Complete Club Kidpreneur Ready, Set, Go program within a school by end of Term 3, 2017.
- Submit a (maximum) 2-minute pitch video by October 16, 2017 via the entry form on Club Kidpreneur affiliate website www.trepcity.com. **Note:** Make sure the video file name is clear and includes the business name and KBN number sent to your school by Club Kidpreneur* For example - KidChall17.KBN.BusName.mov.
- These videos will be automatically uploaded to the Golden Ticket playlist on our YouTube Channel - Kidpreneur TV, and set to private pending vetting by Club Kidpreneur.
- Once these videos are approved and released for public viewing, Kidpreneurs send their friends and family to view and like their video.

What is the cost to enter?

There is no cost to enter the Competition; however, schools must have paid the school registration fee of \$150 and \$25 per back pack purchased to complete the Club Kidpreneur ReadySetGo curriculum.

How many times can a Business enter?

Entrants in the competition may only enter once.

How are finalists determined?

Pitch Video Heats commence 09:00 AEST 1 September 2017 and continue until 23:59 AEST 16 October 2017 ("Voting Period").

Kidpreneurs share their video link with your family and friends and ask them to press 'like'.

The 50 videos uploaded to KidpreneurTV - Kidpreneur Challenge YouTube playlist with the most "likes" will qualify for the Finals.

What do the winners win?

- A money can't buy one-day Ultimate Business Adventure at Moose Toys Head Quarters in Melbourne. Conditions apply, please see below for details.
- A goody bag of Moose Toys products, valued at more than \$100.
- Gift voucher to help buy raw materials for their next product line.
- Selected sponsor products.
- FREE 12-month subscription to our new online Kidpreneur community; and
- FREE entry for their school into the 2018 Kidpreneur Challenge program.

***A KBN is required to complete your entry for the Kidpreneur Challenge Pitch Competition Schools Major Prize category. Schools should have received their unique KBN from Club Kidpreneur HQ. If you have not received a KBN or misplaced it please email us at info@clubkidpreneur.com so we can confirm.**

JUDGING CRITERIA FOR YOUR PITCH

1. WHO ARE YOU?

- Include your first name (only), business name and business role.
- Do the Kidpreneurs introduce themselves confidently, clearly and succinctly?

2. WHAT PROBLEM ARE YOU SOLVING?

- What was your business and what did you sell?
- Why did you choose that product or service?
- Did the Kidpreneurs clearly identify the problem and the solution their business offered?

3. HOW DO YOU KNOW IT WORKS?

- Tell us about your product design; how did you make it appealing to customers?

- Tell us about your Market Day, what did you experience, what did you learn?
- What customer feedback did you receive?
- What evidence did the Kidpreneurs use to 'validate' their business idea?

4. WHY SHOULD YOU WIN?

- How much money did you make?
- What challenges did you face, and how did you overcome these?
- What's the biggest thing you have learnt about running a business?
- Did the Kidpreneurs show their product and entrepreneurial thinking and behaviour to build their business?

WHAT JUDGES ARE LOOKING FOR

The Club Kidpreneur exists to encourage entrepreneurial thinking in primary-aged children across Australia igniting their entrepreneurial spirit and helping them build a 21st century skillset including building business acumen, confidence and resilience.

Our mission is supported by a set of overarching objectives underpinning each of our entrepreneurial education programs and activities. The judges will be looking for evidence of the following learning outcomes in the video pitches. Remember to consider the following when making your pitch.

1. PRESENTATION

- **Kidpreneurs** – Kidpreneurs appear confident, passionate and come across as business owners in their video.
- **Product / Service** – Kidpreneurs package / present the product and service, and merchandise their market stall if applicable to make it appealing to their target market.
- **Quality of Video** – Kidpreneurs have crafted their video content and edited it in a compelling way. Kidpreneurs show the product and/or market stall set up in video.

2. BUSINESS IDEA

- **Market Need Addressed** – Solving a problem for a specific group of customers in a unique way.
- **Creativity** – Demonstrate creativity in how the business solves a problem, designs its product, promotes itself and/or how it is presented to customers.

3. ENTREPRENEURIAL ATTRIBUTES

- **Resilience** - Demonstrating persistence, problem solving, pivoting and experimentation to address challenges and learn from success and failure.
- **Confidence** – Showing motivation, confidence and initiative.

4. TEAM WORK

- **Roles** – Clearly establishing different roles to identify each other's strengths and work effectively as a team.
- **Collaboration** – Clearly working well as a team together to work toward a goal and manage different opinions and conflict.

5. KNOWLEDGE OUTCOMES

- **Lingo** – Using keywords from the Ready Set Go curriculum and other business terminology.
- **Business Acumen** – Demonstrating understanding of core business concepts.

6. RESEARCH & REFLECTION

- **Market Research** – Business owners are able to reflect on and explain findings from market testing and research.
- **Customer Experience** – The business has gathered feedback from customers about the business and its product.

**** TIPS FOR CREATING A GREAT PITCH ****

An important part of the entrepreneurial journey is pitching their new ideas, business model and products / services to potential customers and investors.

For Kidpreneurs, pitching is an invaluable tool to help them reflect at critical moments on their business journey, build confidence, embed the key learnings and get valuable feedback to help them refine their business model and develop products that will ultimately make their business endeavours more successful.

We have designed the Kidpreneur Challenge Pitch Competition to help your Kidpreneurs:

- Get inspired
- Test their ideas and receive feedback
- Improve their public speaking skills
- Have fun
- Apply their learnings to real-world experience
- Get motivated
- Get more visibility and recognition
- Master their pitching skills.

Pitching your business idea can help you open the door to opportunity, for example, gaining interest from an investor or partner. So it is important to get the person you are talking to interested quickly so they want to keep listening and learning more. Whilst the concept of being able to deliver a pitch for your business is not difficult to understand – actually creating and delivering a believable and interesting pitch takes preparation and practice.

Great pitches are authentic, not contrived; concise, not verbose; memorable, not forgettable; intriguing, not overselling; and compelling, not irrelevant.

Each pitch should be approximately 90-120 seconds long and broken down into four levels of engagement:

LEVEL 1: “Short, Sharp and Shiny”

Level one of a video pitch is all about Kidpreneurs explaining who they are and what they do in a succinct way. Kidpreneurs should introduce themselves with energy and enthusiasm and tell us what their business does in plain language including what problem they are solving.

LEVEL 2: “Compel not sell”

On level two Kidpreneurs should communicate how they uniquely address a pain point and declare their big vision, with the objective of sparking the viewer's curiosity. Kidpreneurs make their business feel grand in scale by sharing their big vision - this will entice the judges to want to hear the full story.

LEVEL 3: “Relate and Reassure”

Level three involves Kidpreneurs communicating their solution, describing their product and providing customer proof (testimonials). It's important for Kidpreneurs to articulate both the physical features and the customer and user benefits of their product or service in their pitch.

LEVEL 4 – “Wrap it Up”

Kidpreneurs should finish their video on a high note ... tell us what they have learnt so far on their entrepreneurial journey and what they are hoping to do now. Always tell us why they think their business is awesome and include very brief creative ending (perhaps featuring their product or business logo) at the end of the video.

FREQUENTLY ASKED QUESTIONS

If our business is a winner will we have to pay for anything in Melbourne?

Winners are responsible for travel expenses associated with getting to Melbourne and to the hotel, additional meals and accommodation from what is included in the prize, other ancillary costs and spending money.

Can I opt for cash instead of my prize?

No, cash will not be awarded in lieu of the prize. In the event that for any reason whatsoever a Winner does not take an element of the prize at the time stipulated by the Promoter then that element of the prize will be forfeited by the Winner.

Can the Promoter use my video for another purpose?

All Kidpreneur Challenge Pitch Competition video entries and content entered into the entry form become the property of the Promoter. The business idea and associated intellectual property including logo, product, packaging display and promotional materials remain the property of the Kidpreneur.

Is my privacy and security safe by putting my video on YouTube?

The videos will be made publicly available for viewing and voting only after we have confirmed the proper entry permissions have been received and the videos vetted for content compliance. Your security is our utmost priority,

that's why it's important to only state first names with no mention of surnames or other personal details including address, phone or school. All videos released for public viewing on our KidpreneurTV 2017 Kidpreneur Challenge Playlist will be closely monitored by the Club Kidpreneur team. No negative comments will be tolerated and will be removed.

How will the videos be uploaded to YouTube?

The process is four-fold to ensure the students' safety.

- The entry details will be submitted direct to Club Kidpreneur via the form on our affiliate website www.trepicity.com.
- Videos will be submitted directly to KidpreneurTV channel on YouTube via the upload feature at the completion of the entry form on www.trepicity.com and set to private initially.
- Club Kidpreneur will vet the material and confirm parental consent has been obtained and that the video complies with strict content guidelines to ensure proper online child safety and security is maintained.
- Club Kidpreneur will then release the videos for public viewing on the KidpreneurTV playlist and provide the responsible adult with the link.

If you have any other questions regarding the Kidpreneur Challenge or Club Kidpreneur Foundation, please contact us directly at E: camilla@clubkidpreneur.com

TERMS AND CONDITIONS DEFINITIONS

Business – The entity created using one CK Business Kit with a unique Kidpreneur Business Number (KBN) with minimum two (2) and no more than four (4) Kidpreneur business owners.

Charity – A registered charity with the Australian Charities and Not-For-Profits Commission or in country equivalent for international charities.

CK - Club Kidpreneur Limited.

CK Business-in-a-Satchel – The physical kit of business building resources delivered to the school and used by Kidpreneurs in the Kidpreneur Challenge in conjunction with the Ready Set Go curriculum to create a business complete with products to sell.

Competition – The aspects of the Kidpreneur Challenge involving entry, voting and judging of winning businesses. This includes: submitting pitch videos, pitch video heats, judging finals, winners announcements and awarding of prizes.

Donation – The Kidpreneur profits given away to either a charity or worthy cause after earning revenue at a market day as part of the Kidpreneur Challenge.

Entry – The act of a participating Kidpreneur submitting a Kidpreneur Challenge entry form and pitch video via the Club Kidpreneur website to be eligible to win the Kidpreneur Challenge competition.

Facilitator – The adult responsible for guiding Kidpreneurs through the Kidpreneur Challenge process by ordering CK Business in a Satchel, delivering the Ready Set Go curriculum, arranging a market day and overseeing the donation of Kidpreneur profits.

Finalist – The business of a pitch video which received one of the 50 highest quantity of 'likes' on the Club Kidpreneur YouTube channel during the Kidpreneur Challenge competition 'heats' round.

Finals – The stage of the Kidpreneur Challenge where the top 50 finalist videos go before the entrepreneur panel for judging of final winners.

Game of Skill - competitions that require a user to answer a question or submit something (showing 'Skill') in order to win

Heats - The stage of the Kidpreneur Challenge where all eligible entry videos are displayed on the Club Kidpreneur TV YouTube Channel for the public to vote for finalists. The 50 videos with the highest number of YouTube 'likes' proceed to the finals.

Kidpreneur – Any eligible child participating in the Kidpreneur Challenge in a team of up to four using the CK ReadySetGo program with associated Kidpreneur Business Number.

Kidpreneur Business Number (KBN) – The unique number given to each registered school as an identifier for competition entry.

Kidpreneur Challenge – The entire program and pitch competition structure where a school with adult facilitator registers a group of students (Kidpreneurs), orders CK Business in a Satchel, completes the Ready Set Go curriculum, holds a market day, donates all profit to charity and submits a pitch video to be voted for and judged a winner.

Market Day – The stage of the Kidpreneur Challenge where Kidpreneurs sell their business products to real world customers by holding a market day either at school or in their local community.

Kidpreneur Challenge Online Toolkit – The section of the www.trepicity.com website where teachers and facilitators access the Kidpreneur Challenge Handbook and Ready Set Go curriculum teaching materials.

Order – The component of Kidpreneur Challenge Registration which involves selecting the quantity of CK Business in a Satchel to be delivered to the participating school with a ratio of one CK Business in a Satchel per participating student.

Parent/Guardian – The legal parent or guardian of a participating student or Kidpreneur in the Kidpreneur Challenge.

Photo & Video Release Consent – Express, written permission from the parent/guardian of a participating Kidpreneur for the student to take part in the Kidpreneur Challenge program and enter the competition by submitting personal and business information, photos and a video containing images of the Kidpreneur and their business to Club Kidpreneur to be displayed on the Club Kidpreneur TV YouTube channel and website for Kidpreneur Challenge competition voting and judging purposes only.

Pitch Video – The short video created by each business to be submitted as an entry for the Kidpreneur Challenge competition.

Profit – The amount of business revenue which is left over after Kidpreneurs pay their business start-up costs (usually \$25 per Kidpreneur paid to the school).

Program – The aspects of the Kidpreneur Challenge which exclude competition entry and judging. These include: registering the school, ordering CK Business in a Satchel, delivering the Ready Set Go curriculum, holding a market day, donating profits and making a pitch video.

Ready Set Go Curriculum – The 10-module curriculum provided to teachers and facilitators to guide Kidpreneurs through building their business using teaching materials provided in the Online Resource Centre supported by the CK Business in a Satchel.

Registration – The act of an authorised school representative signing up for students at their school to participate in the Kidpreneur Challenge under the guidance of a teacher or adult facilitator via the Club Kidpreneur website or by providing details via phone or email to a Club Kidpreneur representative. Registration includes ordering one CK Business in a Satchel participating students, committing to make payment of the Kidpreneur Challenge invoice within 21 days of the invoice issue date and to obtain photo and video consent and release from the parent/guardian of each participating student.

Revenue – The total amount of money earned on market day from sales to customers, excluding the value of any float used. Revenue is counted before start-up costs are paid for and so includes this value.

School – Any Australian primary school or equivalent including community schools, School of the Air, distance education, home schools and other Australian primary school equivalents.

Start-Up Loan – The amount of money loaned to the Kidpreneurs to cover the cost of their business building materials, and usually paid back to the loan maker at the end of the Kidpreneur Challenge. The start-up loan is usually \$25 per Kidpreneur and is paid back to the person or entity who paid the Kidpreneur Challenge invoice.

Student – Any enrolled student of an Australian primary school or equivalent including community schools, School of the Air, distance education, home schools and other Australian primary school equivalents.

Teacher – The primary school educator responsible for guiding Kidpreneurs through the Kidpreneur Challenge process by ordering CK Business Kits, delivering the Ready Set Go curriculum, arranging a market day and overseeing the donation of Kidpreneur profits.

Vote – One 'like' of a pitch video on the Club Kidpreneur YouTube Channel. Each 'like' counts as one vote for the video to proceed to the finals.

Voting – The act of clicking the 'like' button on a pitch video on the Club Kidpreneur YouTube channel.

Winner – One of the ten businesses selected by the entrepreneur judging panel as a winner of the Kidpreneur Challenge during the finals.

Worthy Cause – A recipient of a Kidpreneur business donation as part of the Kidpreneur Challenge that is not a registered charity with the Australian Charities and Not-For-Profits Commission but is deemed worthy of receiving financial assistance to further a certain cause. Recipients may be organisations (e.g. schools, community groups) or individuals (e.g. chronically ill school student).

KIDPRENEUR CHALLENGE PITCH COMPETITION MAJOR PRIZE CATEGORY TERMS & CONDITIONS

Eligibility

This competition ("Competition") is conducted by Club Kidpreneur Limited ACN 144 623 709 of Level 4, 16 Spring Street, Sydney, New South Wales.

The Competition is a game of skill, and chance plays no part in determining the winners.

The Kidpreneur Challenge competition is open to children formally attending any Australian primary school. This includes community schools, Schools of the Air, distance education organisations, home schools and other organisations deemed Australian primary school equivalents by the relevant State or Federal Department of Education.

To participate in the Kidpreneur Challenge, students must have a teacher or other adult facilitator guiding them through the program. Kidpreneurs cannot participate in the Kidpreneur Challenge independently of an adult facilitator.

To be eligible to enter the **Kidpreneur Challenge Competition Schools Major Prize Category**, each entrant must satisfy all of the criteria below:

Australian residents only; and

aged between 9 and 12 at time of entry; and

enrolled in year 4, 5 or 6 in an Australian primary school; and

obtained parental consent to enter; and

completed the entry form available at Club Kidpreneur affiliate website <http://www.trepicity.com> during the Competition Period;

an individual Kidpreneur or business team (of no more than four Kidpreneurs) submit a maximum 2-minute video that the entrant creates themselves 'to pitch why their Kidpreneur business should win and what they have learned from running a business as part of the entry form that will act as the 'competition submission'.

Videos submitted elsewhere, including on Facebook or Instagram will not be counted as an entry.

Videos that contains broken links or unable to be viewed are also not counted as an entry.

Videos with content deemed incomplete, non-compliant or objectionable during the vetting process will not be counted as an entry.

Employees and immediate families of the Promoter and suppliers, providers and agencies associated with this Competition are ineligible to enter.

The Competition commences 09:00 AEST on 1 September 2017 and closes at 23:59 AEST on 16 October 2017 (the "Competition Period"). To enter the Competition, eligible entrants must complete the entry form at Club Kidpreneurs affiliate website <http://www.trepicity.com> and have uploaded the video during the Competition Period.

The competition will be held once in 2017. Pitch Video Heats will commence 09:00 AEST 1 September 2017 and continues until 23:59 AEST 10 October 2017 ("Voting Period").

The 50 videos uploaded to KidpreneurTV YouTube channel | 2017 Kidpreneur Challenge YouTube playlist with the most "likes" will qualify for the Finals.

Incomprehensible and incomplete entries will be deemed invalid.

Entrants in the competition may only enter once.

The Promoter may reject an entry if it reasonably forms the opinion that the entry has been entered:

using false information;

via automated entry means;

by the use of a competition entry service;

containing objectionable content, profanity, potentially insulting, inflammatory or defamatory statements;

that tampers with the entry process;

not in accordance with these terms and conditions;

by engaging in conduct that is fraudulent, misleading or deceptive; or

that may damage the goodwill or reputation of the Promoter and/or any of its sponsors.

Payment

There is no cost to enter the Competition; however, schools must have paid the school registration fee of \$150 (includes freight) and \$25 per back pack purchased to complete the Club Kidpreneur ReadySetGo curriculum.

Internet connection and usage rates may apply and are the entrant's responsibility. Entries with unpaid invoices will not be accepted. Entrants should obtain details of such costs from their service providers. The Promoter is not and will not be liable for any such costs.

- An invoice will be issued at the time of dispatch of the CK Business in a Satchel order.
- Payment terms for the invoice are 21-days from the date of the invoice.
- Invoices are issued by email to the facilitator contact email address provided at the time of registration.

Permission

It is the participating school's responsibility to gain parent/guardian permission for each student to participate in the Kidpreneur Challenge and to submit photos and videos to Club Kidpreneur as a competition entry at the end of the program. Parents must agree to have their child's image (via submitted photos and videos), first and last names and

school displayed on the Club Kidpreneur website or YouTube channel as part of their competition entry.

Club Kidpreneur assumes this photo and video release consent has been obtained by the school from each participating child unless otherwise notified by the teacher or facilitator from the school.

The participating school acknowledges that photos, videos and entry form information including but not limited to the Kidpreneur's first and last names and school could be made available via the Club Kidpreneur website and YouTube channel unless written notice is given that photo and video release consent has not been obtained from the parent/guardian of each Kidpreneur in the respective business.

Data Storage & Privacy

The Kidpreneur's personal information will be stored securely in accordance with Club Kidpreneur's privacy policy and is used for the purposes of conducting the Kidpreneur Challenge according to these terms and conditions only (www.clubkidpreneur.com/privacy and www.trepicity.com/privacy).

Personal information from entrants will not be used for any other purpose not specified in these terms & conditions unless written permission is provided by the affected individual or their parent/guardian.

Club Kidpreneur may disclose entrants' personal information to its contractors and agents only to assist in conducting this competition or for communicating with entrants if disclosure is required or permitted by law.

Individuals can request access to the personal information Club Kidpreneur holds about them by contacting us at info@clubkidpreneur.com.

Entry into the Competition permits the Promoter to:

Collect, store, handle, access, manage, transfer, use and disclose personal information about the entrant including name, suburb, age and image, in connection with the Competition. This includes transmission outside of Australia. The Entrant may revoke its consent to this clause at any time upon written notice to the Promoter, however, existing uses of the personal information will not be impacted by this revocation or withdrawal of consent; and

Contact the Entrant for any reason related to the Competition or other activities of the Promoter.

Program Resources & Delivery (Kidpreneur Challenge Schools Program)

Business-in-a-Satchel will be delivered approximately 10 days from the date of order.

Access to the Kidpreneur Challenge Curriculum Toolkit is provided via a unique log-in and password once payment is received.

Kidpreneurs work in teams made up of minimum two, maximum four participating students. Each student receives one CK Business-in-a-Satchel.

Each school has a unique Kidpreneur Business Number (KBN) which is to be used for submitting an entry at the end of the competition period.

To be eligible to enter the Kidpreneur Challenge Pitch Competition, schools are responsible for completing the following:

Providing one CK Business-in-a-Satchel per participating student.

Teaching Club Kidpreneur's ReadySetGo Curriculum to all participating students.

The format and structure of delivery of the curriculum is at the discretion of teachers. The provided resources are a guide only.

Assisting participating students to sell products at a market day. Market days may be held:

Internally at the school during, before or after school hours

Integrated with an existing school event e.g. school fete, drama production etc.

In the local community e.g. at a local shopping precinct

At a local community event e.g. a community market day

It is the school's responsibility to obtain all required parental permissions and photographic / videographic consent required for the market day.

Ensuring participating students donate their profit to a charity or worthy cause.

Participating students are encouraged to use the revenue earned from market day to pay back their start-up loan (\$25 per student) to the school and then donate all remaining profits to charity. The donation process (who, when, where) is executed at discretion of schools.

Copyright

The Kidpreneur Challenge program and competition format, curriculum, materials and resources may not be used, repurposed or sold for commercial gain by any party at any time without written consent from Club Kidpreneur Limited. Resources and materials include all video material provided by Club Kidpreneur, lesson plans, worksheets, supplementary resources, all content provided in the Online Resource Centre, photos, and CK Business-in-a-satchel materials.

Facilitators and teachers may only print, display, email or otherwise share or use program resources (including lesson plans and worksheets) for the purposes of delivering the Kidpreneur Challenge to the registered Kidpreneurs in the specified term of choice.

The program resources may only be shared with another adult facilitator or teacher delivering the Kidpreneur Challenge program under the same registration (i.e. to the same group of participating Kidpreneurs) for which the supplying party has registered.

The Kidpreneur Challenge materials and resources can only be used for the purposes of delivering the Kidpreneur Challenge program with Kidpreneurs who are using a CK ReadySetGo program to build a business.

All Kidpreneur Challenge Pitch Competition video entries and content entered into the entry form become the property of the Promoter.

The business idea and associated intellectual property including logo, product, packaging display and promotional materials remain the property of the Kidpreneur.

Competition Entries and Pitch Videos

To enter the Kidpreneur Challenge Pitch Competition Major Prize category, teams of Kidpreneurs must have:

- Worked through the Ready Set Go curriculum with a teacher or other adult facilitator to build a business
- Sold products at a school or community market day
- Donated profits to a charity or worthy cause of choice (includes school fundraising)
- Made a pitch video and submitted to Club Kidpreneur as part of their Kidpreneur Challenge entry.
- Schools work with participating student teams to create one video per business team, reflecting on their

experience to pitch why they should win to become Australia's top young Kidpreneurs.

Refer to judging criteria for further details of how to prepare a proper pitch video for competition entry.

Participating students with parent/guardian permission submit an entry to the Kidpreneur Challenge Pitch Competition Major Prize category through a form on Club Kidpreneur's affiliate platform the www.TrepiCity.com website.

Only one entry per CK Business-in-a-Satchel (i.e. per Kidpreneur Business Number) is permitted for the Kidpreneur Challenge competition.

Kidpreneurs enter their Kidpreneur Business Number (KBN) at the time of entry to verify they are a participating Kidpreneur in the Kidpreneur Challenge.

Club Kidpreneur assumes that in submitting an entry, the teacher or facilitator has obtained photo and video consent and permission from each Kidpreneur's parent/guardian to submit the entry information.

It is the teacher or facilitator's responsibility to notify Club Kidpreneur if photo and video release consent has not been obtained from each parent of the team of Kidpreneurs in the business.

Incomplete or inappropriate entry forms or videos will be deemed invalid and will not be included in the heats or finals. If the entry is deemed inappropriate or offensive it will be removed by Club Kidpreneur administrators at their discretion.

All information supplied in the competition entry form must be verifiably true and correct and not intentionally misleading.

An email will be sent to the relevant facilitator or teacher to provide the details submitted by Kidpreneurs in their entry and providing the opportunity for the entry to be withdrawn. If the entry is withdrawn, entry information will not be displayed on the Club Kidpreneur website or Club Kidpreneur TV YouTube channel but may be stored securely in the Club Kidpreneur database.

Entries can only be submitted by an adult over 18 years old, that is the parent / guardian / relative / carer / educator or other responsible adult of the Kidpreneur business they are submitting on behalf of.

Competition Pitching 'Heats'

All videos entered for the competition will be automatically uploaded to a playlist on our KidpreneurTV YouTube Channel and set to private pending Club Kidpreneur reviewing and approving for release.

Club Kidpreneur reserves the right to review and screen all submitted material and reject certain entries based on incomplete, non-compliant or objectionable content before releasing to Club Kidpreneur's YouTube Channel.

The Kidpreneur Challenge heats period will be open from 9am AEST 1 September 2017 and voting will close 23:59 AEST 16 October 2017, on the KidpreneurTV YouTube Channel in the 2017 Kidpreneur Challenge Playlist.

The 50 videos with the highest number of votes (YouTube 'likes') will qualify as Finalists to be judged by the panel of entrepreneurs. Note: 10 winning teams from the 50 Finalists will be awarded the Moose Toys Experience.

The Promoter does not have control of the "likes" feature located on www.youtube.com and therefore takes no responsibility for the accuracy of the "likes" count. The Promoter will be taking the "likes" count associated with each video as final.

The winners will be contacted by the Promoter by email by 27th October 2017 and have 72 hours to respond in writing accepting the win.

In addition to the 50 'most liked' videos, the Promoter reserves the right to select five wild card finalists from all entries submitted.

Competition Finals

Judging for the Kidpreneur Challenge finals takes place on Tuesday 24 October, 2017 at Level 4, 16 Spring Street, Sydney NSW.

Ten (10) winning video pitches (collectively referred to as "Winners") will be chosen by a panel of entrepreneurs chosen by the Promoter. The judges will select the Winners based on the judging criteria located at www.clubKidpreneur.com/challenge.

The judges will also identify two (2) teams as highly commended businesses as reserve winners should any two of the ten winners not confirm and accept their prize.

There is no one winner of the Kidpreneur Challenge. All ten winners are deemed 'equal first'.

Judges will base their decisions on pitch videos and data submitted in the online competition entry form.

Refer to judging criteria for further details.

Judges' decisions are final and cannot be repealed by any party, except where error, misleading information or foul play are clearly established by Club Kidpreneur representatives or the judging panel.

The facilitator or teacher of all ten Kidpreneur Challenge winning businesses will be notified by phone and email.

Winners are not confirmed or announced until the facilitator or teacher contact provides written confirmation and acceptance of winning by way of written email reply to the announcement email.

A 72-hour period from the timestamp of the winner announcement email is given for winner confirmation and prize claiming via email reply from the facilitator or teacher.

Winners will be publicly announced on 1 November 2017 via channels including but not limited to: the Club Kidpreneur website, social media and email newsletter announcement.

The teachers and facilitators of non-winning finalists will also be individually notified via email within 24 hours.

The Promoter reserves the right to request Winners to provide proof of identity; proof of residency at the nominated prize delivery address, proof of parental permission forms and/or proof of entry validity in order to claim a prize. Proof of identification, residency and entry considered suitable for verification is at the discretion of the Promoter. In the event that a Winner cannot provide suitable proof, the Winner will forfeit the prize in whole and no substitute will be offered.

The Promoter reserves the right to disqualify a Winner if the Promoter becomes aware that the entry is of a type contravening competition rules as outlined in this document. The Promoter's legal rights to recover damages or other compensation from such an offender are reserved.

Competition Prizes

The Winners are entitled to prizes for the winning students.

Student prizes include:

- A one-day Ultimate Business Adventure at Moose Toys Head Quarters in Melbourne. This is one-day business workshop experience at Moose Toys Head Office in Melbourne for winning teams (maximum four per team) and 1 adult supervisor per team. Workshop to be held Wednesday 15 November, 2017. Lunch will be provided.
- A goody bag of Moose Toys products, valued at more than \$100.

- Gift voucher to help Kidpreneurs buy raw materials for their next product line.
- Selected sponsor products.
- FREE 12-month subscription to our new online Kidpreneur community; and
- Discount entry for their school into the 2018 Kidpreneur Challenge program.

Prize includes bus transfer to and from Moose Toys Head Office; 1 night's accommodation in a shared accommodation for students and an adult supervisor.

Winners are responsible for their own meals (except for at Moose Toys), and travel arrangements to Melbourne and airport transfers to accommodation.

Spending money, additional meals from what is mentioned above, travel expenses associated with the prizes and all other ancillary costs are the responsibility of the Winners.

Prize permits are not required for any state and territory in Australia for the Kidpreneur Challenge competition.

The nature of prizes are at the discretion of Club Kidpreneur and notification of prize items will be advertised via the Club Kidpreneur website.

Competition prizes are not exchangeable or refundable and cannot be redeemed for cash.

Club Kidpreneur will not be liable for any damage in transit to prizes nor be liable for failure of delivery companies to deliver the prize to the winner's nominated address if applicable.

If an advertised prize becomes unavailable for any reason, Club Kidpreneur reserves the right to substitute that component of the prize with another component of equal or greater value.

Club Kidpreneur may require winners to provide proof of identity, proof of age and proof of prize delivery address. Identification considered suitable for verification is at Club Kidpreneur's discretion.

Club Kidpreneur reserves the right to disqualify any entry or revoke prizes awarded to entries in breach of these terms and conditions.

In consideration for the Promoter awarding the prizes to the Winners, each of the Winners hereby permits the Winner's videos, words and images as recorded, photographed or filmed or their name or likeness during the Winner's participation in the prize to appear in connection with the Promoter or the advertising or marketing thereof, in any media whatsoever throughout the world in perpetual and each of the Winners will not be entitled to any fee for such use.

The Promoter's decision is final and the Promoter will not enter into correspondence regarding the Competition result or winning entries.

It is a condition of accepting the prize that the Winners must comply with all the conditions of use of the prize and the prize supplier's requirements.

Program and Competition Cancellation & Liability

If for any reason any aspect of the Kidpreneur Challenge Pitch Competition is not capable of running as planned, including by reason of infection by computer virus, network failure, bugs, tampering, unauthorised intervention, fraud,

technical failures or any cause beyond the control of Club Kidpreneur which corrupts or affects the administration, security, fairness, integrity or proper conduct of this competition, the Promoter reserves the right in its sole discretion to disqualify any individual who tampers with the entry process, invalidate any affected entries. take any action that may be available, and to cancel, terminate, modify or suspend the competition, subject to any direction given under State Regulation.

Club Kidpreneur accepts no responsibility for late, lost, incomplete, incorrectly submitted, delayed, illegible, corrupted or misdirected entries, claims or correspondence whether due to error, omission, alteration, tampering, deletion, theft, destruction, transmission interruption, communications failure or otherwise.

Club Kidpreneur has no control over telephone communications, the Internet, networks or lines and accepts no responsibility for any problems associated with them, whether due to traffic congestion, technical malfunction or otherwise. Club Kidpreneur is not liable for any consequences of user error by external parties in communications channels including (without limitation) costs incurred.

In the event that for any reason whatsoever a Winner does not take an element of the prize at the time stipulated by the Promoter then that element of the prize will be forfeited by the Winner and cash will not be awarded in lieu of that element of the prize.

Should an entrant's contact details change, it is the entrant's responsibility to notify the Promoter. A request to access or modify any information provided in an entry should be directed to Promoter.

In the case of the intervention of any outside act, agent or event which prevents or significantly hinders the Promoter's ability to proceed with the Competition on the dates and in the manner described in these terms and conditions, including but not limited to vandalism, power failures, tempests, natural disasters, acts of God, civil unrest, strike, war, act of terrorism, the Promoter may in its absolute discretion cancel the Competition and recommence it from the start on the same conditions, subject to any directions given under State Regulation.

The Promoter shall not be liable for any loss or damage whatsoever which is suffered (including but not limited to indirect or consequential loss) or for any personal injury suffered or sustained in connection with any prize/s except for any liability which cannot be excluded by law. The Promoter is not responsible for any incorrect or inaccurate information, either caused by the phone user or for any of the equipment or programming associated with or utilised in this competition, or for any technical error, or any combination thereof that may occur in the course of the administration of this competition including any omission, interruption, deletion, defect, delay in operation or transmission, communications line or telephone, mobile or satellite network failure, theft or destruction or unauthorised access to or alteration of entries.

The Promoter and their associated agencies and companies assume no responsibility for any error, omission, interruption, deletion, defect, delay in operation or transmission, communications line failure, theft or destruction or unauthorised access to, or alteration of entries, and reserves the right to take any action that may be available.