



# The Wolves Lair programme

## SETTING UP YOUR OWN WOLVES LAIR PANEL

Here are two suggestions for setting up Wolves Lair panels. We also suggest you film your Wolves Lair adventure and post it onto our website. Contact [kerry@tsbc.co.nz](mailto:kerry@tsbc.co.nz) for assistance with this.

### 1. In-school Wolves Lair panel

Embedded in the Wolves Lair teaching programme are multiple opportunities for students to pitch their ideas to a panel of 'Wolves'. This gives students lots of practice!

At any stage you can have students pitch their idea to a group of people. The idea is that ALL students can present to in-school panels.

#### Panels could be made up of:

- ▶ School leadership teams
- ▶ School staff
- ▶ Other students
- ▶ Parents
- ▶ Local business partners
- ▶ National Bank Managers

All you need is 3-4 people prepared to act as 'Wolves'. Most people are familiar with the Dragons Den TV series and will know what to do. Provide the Wolves Lair panel with the supporting resources available on our website.

### 2. Out of school Wolves Lair panel

The second type of panel is a level up from the in-school panel.

Ideally this panel should be set up to sit toward the end of terms two AND four to fit in with a variety of teaching programmes.

The purpose of this panel is to have potential investors with REAL money (or advice, feedback, mentoring possibilities). Students from a number of schools apply to pitch to this panel and only the best are chosen (we suggest no more than 8 teams). This requires a number of schools to work together.

The key to this panel's success is to keep it real. No 'role playing'.

#### Panels could be made up of people from:

- ▶ Business associations
- ▶ National Bank Managers
- ▶ Economic Development Agency ([www.edanz.org.nz](http://www.edanz.org.nz))
- ▶ Chamber of Commerce
- ▶ Local entrepreneurs looking to support their local school

#### Check-list for setting up an external panel:

- Organise someone to co-ordinate the Wolves Lair panel set up between a number of participating schools
- Inform schools in the region a term in advance to prepare for the up and coming Wolves Lair panel.
- Confirm panel members a term in advance
- Confirm a location for the panel to sit
- Decide on a date for the panel to sit. Students apply to pitch to the panel by emailing their business plans to the coordinator one week beforehand and the best are chosen (by the panel members) to pitch. Past Wolves Lair panels have allowed four hours (30 minutes per pitch) for the event. Students are given 5 minutes to pitch, 15 minutes for questions, 10 minutes for set up and turn around.
- Inform students of their pitching time and location as quickly as possible after receiving their applications
- Make sure your Wolves Lair dates/events are on the website. Send the information you want promoted to [Kerry@tsbc.co.nz](mailto:Kerry@tsbc.co.nz)