



**LINWOOD**  
TRAINING, SUPPORT & ADVICE

# Venture

Independent Shop > Regional Makers > Working Together > Supporting SEND Employability

36 Bargates, Christchurch, BH23 1QL

Email:- [venture@linwood.bournemouth.sch.uk](mailto:venture@linwood.bournemouth.sch.uk)

Tel:- 01202 932220

## **ABOUT US**

Venture is the independent retail branch of CHI Training, a programme that is part of Linwood School & is designed to train and support young people with additional needs aged 16-19 as they develop employability skills and take steps towards working life. We also have training rooms at Tesco Extra & The Marsham Court Hotel. CHI offers a pathway to employment for a group that is poorly represented in the workforce, (the national demographic indicates around 6% in gainful employment). CHI has consistently seen high rates of our leavers move into paid employment or further vocational training. By having time to develop skills and with practical support they can achieve much better outcomes regarding going into and maintaining employment. At Venture students work closely with our support staff to train and gain an understanding of independent retail, customer service and enterprise. Due to the unique nature of what we do we may occasionally have slight operational differences to a regular store.

For more information on the course please get in touch or visit [chi4training.co.uk](http://chi4training.co.uk)

## **VENTURE EXPLAINED**

Venture is the projects own shop that works in cooperation with regional enterprise projects, makers, artists, writers and creatives by offering retail space to display and sell goods. By working with local makers we are able to give our students an opportunity to gain valuable experience of customer service and an understanding of retail skills by having hands-on practical workplace experience in a supported setting. Through having our own independent high street store and giving students the support, time and space to develop knowledge and confidence they can gain valuable employability skills & meaningful CV content. We aim to stock original products created by regional makers, whilst also providing a pleasant retail experience for the customer. The aim is to have stock in store from a range of traders for around 6 months at a time (although in some circumstances this can be extended), so that the customer offer is regularly refreshed. We encourage our current traders to regularly rotate and refresh their stock in order to give their range a boost. The traders that engage with this and regularly re-stock are the ones that tend to see more consistent sales.

We have an application process for interested makers, and we do not have any pitch fee or upfront costs, we work on a commission only basis. We retain a 15% commission on any sales, from this we cover the cost of online transaction/banking fees and provide bags & packaging etc. As a 'not for profit' any remaining funds are reinvested into the shop/project. We forward the traders 85% within 7 days of the month end along with a sales statement detailing items sold.

Please do get in touch if you would like to know more or have any questions.



## VENTURE TRADING TERMS

Please read before returning the application form, a copy for signing will be forwarded when a trading period is offered.

Proceeding with your applications is to agree to abide by the terms below:

### Venture Offer

1. In a regular term time week we will be open in excess of 30 hours, and aim to trade a minimum of 12 hours in any non-term 5-day week. We will have shutdown weeks in August and also over Christmas and New Year period. We reserve the right to alter this on rare occasions according to the needs of the training programme.
2. We welcome applications from regional traders, who if accepted, will be offered a sales period.
3. Venture retains a 15% of products marked price as commission on items sold, (this will be reviewed bi-annually).
4. If you have sold a significant amount of a particular item we will let you know and offer the option to top up stock.
5. At the end of each month we will send you a statement with details of your products sold, the amount due to you and the commission sum. Your funds minus the commission will be transferred to you by BACS within 7 days of the month's end.
6. We will regularly feature our traders/goods on social media.
7. **New stock can only be accepted by arrangement, please email to book a time & date.** We cannot accept stock that has not been pre-agreed.
8. The store will be staffed with care & attention at all times but we are unable to recompense for any stock loss.
9. Venture retains the right to withdraw stock or end the tenure early.
10. Venture is covered by public liability insurance.
11. We will be happy to pass on info about websites etc to customers or pass on enquiries regarding further orders.

### Trader Requirements

12. The trader will supply a full inventory of goods. All items must be clearly priced up and visibly branded – although we may on occasion change to our house style of price tags.
13. Please provide any specialist product knowledge info staff should know. If your stock includes earrings please include info on the materials used for posts & hooks.
14. The trader will provide a brief summary of the product/business/website to go on the in-store bio card and the Trader Directory that we have created to provide product & trader info for our students.
15. Items should be designed/made/upcycled/created by yourself or your creative partners. You remain responsible for ensuring they are originals and do not infringe any copyright.
16. We cannot accept 'bought in' goods or any products sold as an agent, ambassador or rep of a third party.
17. All stock delivered should come with an itemised inventory with a clear pricing list. The stock list will be used to check in any goods and Venture staff will sign it off as agreed.
18. Items should be clearly priced and branded (i.e. brand name on tag). Where appropriate (for example jewellery) a specific item code may be used.
19. Pricing should end in '0' or '5' – we are trying to avoid '99' wherever possible.
20. Shop staff will arrange and maintain the displays as part of their training.
21. Any items such as electrical items, candles or cosmetic/toiletry items must come with proof that these have been tested & certified safe for use. We cannot accept toys at present, but can take 'collectables'.
22. You should be able to provide proof of trader/product insurance if requested.
23. Venture will supply bags and general packaging for goods, but if your items have a very specific packaging requirement e.g. box for jewellery or a particularly weighty item we would ask you to supply this also and list it on your inventory.
24. We would encourage you to support the project and your fellow traders by promoting it on social media. Please do not include staff or students in any pictures you might take.
25. Any faulty or broken items will be refunded or replaced if appropriate and returned to you, in some cases the customer may be referred to contact you directly.
26. We cannot take food or perishable goods.
27. BOOKS – Any books should be original fiction, biography, or local history/guide book and been published within the last two years. (NO manuals, text books or anything that may be considered to have 'adult content').

We are more than happy to help if you have any queries on any of the above.

**PROCEEDING WITH YOUR APPLICATION IS TO CONFIRM THAT YOUR GOODS ARE ORIGINAL WORK  
(with particular reference to clauses 15 & 16)  
& THAT YOU CONSENT TO THE TERMS & CONDITIONS.**

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## **TRADER APPLICATION FORM**

Thank you for your interest in Venture, please note - we are not able to offer all applicants sales space at Venture.

If we are able to take your work we will get in touch to let you know, make further arrangements & book in a drop-off time.

### **WE ONLY ACCEPT NEW STOCK BY PRIOR AGREEMENT.**

#### **PLEASE DO NOT BRING GOODS IN ON SPEC.**

Application date	
Contact Name	
Business or Trading name (If a school enterprise project then school & project name).	
Phone Number	
Email	
Brief description of your products/business.	
Pricing Range	
Details of Website / Etsy / NOTHS / Instagram / Facebook <i>If none of the above please attach or email a few pictures.</i>	
For shop use only below	

**Applications by email are welcome – [venture@linwood.bournemouth.sch.uk](mailto:venture@linwood.bournemouth.sch.uk)  
Please include all the info requested above.**