

Appendix A:

Points Grid – Expression of Interest

The International Entrepreneur Points Grid reflects Newfoundland and Labrador’s provincial economic and labour market priorities, and awards points for factors such as language, education, work experience, adaptability and age. Each International Entrepreneur candidate must achieve a score of 72 in the application assessment in order to qualify under the NLPNP International Entrepreneur category. The maximum score possible is 120.

1. LANGUAGE

First Official Language	Points – First Official Language				Total Points (Max. 32)	Documents required
	Speaking	Listening	Reading	Writing		
CLB 7 +	6	6	6	6	24	IELTS or CELPIP or TEF
CLB 6 +	5.5	5.5	5.5	5.5	22	
CLB 5 +	5	5	5	5	20	
	Points – Second Official Language					
	Speaking	Listening	Reading	Writing		
CLB 5 +	2	2	2	2	8	

2. EDUCATION

Education level	Points (Max. 30)	Documents Required
Completion of Doctoral level (PhD) degree	24	Transcripts; Diploma / Degree; Letter from University confirming completion of PhD Educational Credential Assessment.
Completion of Master’s level degree	20	Transcripts; Diploma / Degree; Educational Credential Assessment.
Completion of a post-secondary degree or diploma of two (2) years or longer	15	Transcripts; Diploma / Degree; Educational Credential Assessment.
Canadian high school diploma or equivalent foreign credential	12	Transcripts; Diploma / Degree; Educational Credential Assessment.
Completion of a Canadian post-secondary degree or diploma of two (2) years or longer	6	Transcripts; Diploma / Degree.

3. BUSINESS OWNERSHIP EXPERIENCE*

Ownership Experience	Points (Max. 24)	Documents Required
Ownership of business for three (3) years or more	15	<ul style="list-style-type: none"> • Resume • Business registration/license • Tax registration • Reference letters • Labour contracts • Pay stubs or payroll records • Income certificate • Income statement
Ownership of business for two (2) to three (3) years	5	
Senior Management Experience over five (5) years	9	

***Note:** Applicants must either have a minimum of two (2) years of business ownership experience in the past 10 years including a minimum 25% ownership and active role in the management and operations of a company or greater than five years of experience in a senior management role in the past 10 years. An active role means that you are personally involved in the day-to-day operations of the company and have direct involvement in the decision-making. Both ownership and senior management experience must be relevant to the proposed Business Establishment Plan.

Applicants claiming five (5) or more years of senior management work experience must demonstrate that they have a history of work experience in an occupation that corresponds to the National Occupational Classification (NOC) 2016 Skill Type O, Skill Level A or B. In order to prove this experience, applicants must provide a reference letter from previous employers explicitly stating how the applicant performed the duties described in the specific occupation under the specific NOC. Please visit <http://noc.esdc.gc.ca/English/home.aspx> to find the corresponding NOC Code and a detailed description of the duties involved with that occupation.

You need to demonstrate that you:

- Performed the actions described in the lead statements for the occupation as set out in the occupational description of the NOC 2016, and
- Performed a substantial number of the main duties, including all of the essential duties, of the occupation as set out in the occupational description of NOC 2016.

The Reference letters should:

- Be written on company letterhead
- Be signed by a person occupying a position of authority and must include that person's name and title
- Show company's full address, telephone and fax numbers, e-mail and website addresses
- Be stamped with the company's official seal (if applicable)
- Indicate the specific period of your employment with the company

- Indicate the positions you have held during the period of employment and time spent in each position
- State your main responsibilities and duties in each position including number of employees supervised.
- State your annual salary plus benefits in each position, and
- State the number of hours worked per week in each position

4. NEWFOUNDLAND AND LABRADOR ECONOMIC PRIORITIES

NL Economic Priorities	Points (Max. 12)	Documents Required (where applicable)
Business in Technology, Agriculture, Aquaculture, or Natural Resources	8	Incorporation Documents; Proof of registration with CRA; industry-specific permits; other proof as required.
Business in sector not listed as priority above	4	
Business in Rural Area (Outside St. John's CMA)	4	

5. AGE

Age	Points (Max. 12)	Documents Required
21-30	10	Birth certificate; passport; national identify document.
31-40	12	
41-50	8	
51-59	4	
60+	0	

6. ADAPTABILITY

Adaptability Factor	Points (Max. 10)	Documents Required
Relatives in Newfoundland and Labrador	6	Proof of status (PR card, passport); Proof of relationship; proof of residency (bills, lease, employer's letter).
Previous work experience in Newfoundland and Labrador of two (2) years or more (contract of service, i.e. waged employment)	4	Reference letters from prior employers.
Previous work experience in Newfoundland and Labrador of one (1) to two (2) years (contract of service, i.e. waged employment)	2	