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ENTREPRENEURSHIP CENTER

Application for Participation VEC's Entrepreneur's Round Table Six-Month Program

Name

Email

Phone

Current Occupation

Birthday (month/day)

Please complete the following questionnaire. Concise answers would be appreciated.

- 1) What motivates you to want to be an entrepreneur?

- 2) Please give us insight into your entrepreneurial experience:
Owned an official business in the past _____
Owned a side business _____
Collaborated in someone else's entrepreneurial efforts _____
No Specific Experience _____
Other _____
Provide a little detail about your answer:

- 3) What personality traits do you see in yourself that benefit you as an entrepreneur?

- 4) Who are your entrepreneurial heroes/role models?

- 5) Please tell us about other groups you have participated in that required an investment of time and energy?

- 6) Are you willing to commit ---- hours/month to pursue your entrepreneurial goals?

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- 7) How do you hope the 6-month journey will help support your entrepreneurial goals?
- 8) So we can be better prepared to support you, please share what obstacles might impede your entrepreneurial success:
- 9) In addition to what you will get from this program, please tell us something you might be able to contribute to other participants.
- 10) Do you already have a business in mind? Tell us about the product, clientele and your financial expectations about required capital, anticipated revenue, and overall market value.
- 11) Is there anything else you want us to know?
- 12) Would you like to apply for a scholarship for the program?

Please email your completed application to: vnightingale@mcc.commnet.edu no later than ----.

Completed applications can also be mailed to:

Valerie Nightingale, Manchester Community College,

Great Path, M.S. #16, P.O. Box 1046, Manchester CT, 06045-1046

Late submissions will not be accepted unless authorized by program staff.

Space in the program is limited and a completed application is required by the deadline.

All applications submitted will be reviewed and all applicants will then be contacted.

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At the end of the six month program, we hope that you, the Entrepreneur, will have:

- A clear vision of what you want your business to be
- A strategic plan to achieve that vision, and
- A stronger network to support your vision and plan

We will help you achieve this by providing you:

- Monthly lessons and action plans
- Personal and professional assessment tools
- A structure for accountability
- A collaborative environment for you to contribute to the success of your fellow participants
- An opportunity to meet and be mentored by successful entrepreneurs

Anticipated structure (subject to change)

- **Monthly Group Session at MCC on Main**
Dates: 3rd Wednesday of the Month, February – July (except for July);
Feb. 17, March 15, April 20, May 18, June 22, July 20
Time: 6:30-8:30 p.m.
- **Monthly semi-private coaching session with Dr. Zackin and a partnering peer from the group**
- **Some sessions will include guest speakers from the entrepreneurial community**
- **Participants will be among the first made aware of upcoming services, seminars and events at the VEC and given priority pre-registration**

Program Cost:

\$200 for the 6-month program

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Group Session Topic Schedule:

Month 1: Get to Know Yourself

One of the key competencies of a great leader is self-awareness, during this month you will focus on personal reflection to gain a greater understanding of your personal, professional and communication styles, your strengths and growth areas, and strategies to enhance your emotional intelligence.

Month 2: Get to Know Your Vision, Mission & Product

Being an entrepreneur is both immensely rewarding and extremely challenging. It is important that you understand why you are doing what you are doing, and be able to articulate the value to others, if you can “do” that, the “how” is a lot easier to master.

Month 3: Get to Know Your Client

A crucial element of success is knowing who your ideal client is, what they want, what they are willing to pay, and how to communicate that you have what they need. During our group session we will have a panel of established entrepreneurs share the process they went through to develop and maintain sustainable relationships with their clients.

Month 4: Get to Know Your Strategic Plan

Many entrepreneurs create a business because they are passionate about a certain product or service they want to share. For that passion to become a commercial success, it must be supported by a foundation of business knowledge and framework of professional skills. During this group session a business leader will join us to help you craft the first draft of a sustainable strategic plan.

Month 5: Get to Know (and Leverage) Your Network

It's been said that it's not “what” you know, it's “who” you know...but in truth it's “who knows you.” During this workshop we will create a map of relationships, discuss the power of social media, and brainstorm creative ideas to engage stakeholders and attract clients.

Month 6: Get to Know What's Next

A review of what you've learned and how to apply it over the course of a successful career.