Work on your business ... NOW is the time!

Spring Session 2010

FAST TRAC

TAKE CHARGE OF YOUR BUSINESS®
A program of the Kauffman Foundation

FastTrac® NewVenture™
Led by Dr. Tim Pett

FastTrac® GrowthVenture™
Led by Dr. Don Hackett

Two distinct 10-week programs
starting March 2, 2010
Tuesdays
4:30–7:30 p.m.

Center for Entrepreneurship
Wichita State University
W. Frank Barton School of Business
316-978-3000
www.wichita.edu/FastTrac
FastTrac® NewVenture™ is... an entrepreneurship training program designed to explore the potential of your business idea. Before you quit your job or invest your life savings, wouldn’t it be nice to know whether your idea has value?

NewVenture™ Benefits:
• One-on-one business coaching
• Feedback from experienced entrepreneurs
• Valuable mentor relationships
• Library of business reference materials, including an interactive online tool kit to help you write and build a business plan

NewVenture™ Course Outline: (presented in ten 3-hour modules)
• Explore Entrepreneurship • Research and Analyze Your Market
• Identify and Meet Market Needs • Build the Organization and Team
• Build an Actionable Business Plan • Plan for a Profitable Business
• Evaluate Personal/Business Finances • Monitor Cash Flow/Seeking Funds
• Plan the Product/Service • Implement Next Steps

STOP dreaming. START doing.
Register today at www.wichita.edu/FastTrac

“Never let the fear of striking out get in your way.”
—Babe Ruth
FastTrac®

GrowthVenture™

10-Week program starting March 2, 2010
Tuesday evenings 4:30–7:30 p.m.

Cost: $1,295 (scholarships available)

Location: Center for Entrepreneurship
Devlin Hall 2nd floor, Wichita State University

Instructor: Dr. Don Hackett is a Kansas Family Business Fellow, and
an Associate Professor in the W. Frank Barton School of Business at WSU.
He has a long history working with growing privately held firms.

Even if you’re on the right track, you’ll get run over if you just sit there.”
—Will Rogers

FastTrac® GrowthVenture™ Unleashes Business Potential
This program trains entrepreneurs how to streamline their business processes, analyze strengths and shortcomings, and achieve more balance in their work and personal lives. Through FastTrac® GrowthVenture™ you will develop:

• A successful business planning process, focused on growth, strategic and effective management.
• A network of entrepreneurial peers and mentor relationships.
• A library of business reference materials, including an interactive online tool kit to update and modify your business.

GrowthVenture™ Course Outline:
(presented in ten 3-hour modules)

• Size Up Your Business
• Explore Market Opportunities
• Make Strategic Decisions
• Use Financial Tools
• Refine the Product/Service
• Seize the Market
• Lead the Organization
• Manage Operations for Growth
• Chart Financial Performance
• Make it Happen

STOP dreaming. START doing.
Register today at www.wichita.edu/FastTrac
REGISTER ONLINE
www.wichita.edu/FastTrac

W. Frank Barton School of Business
Wichita State University
1845 Fairmount
Wichita, KS 67260-0147

For more information
contact Wendy Veatch
(316) 978-3000 or
wendy.veatch@wichita.edu

Two distinct 10-week programs
starting September 30, 2009
Led by Dr. Tim Pett
Led by Dr. Don Hackett