

Are you an entrepreneur with passion...
drive ... an abundance of good ideas?

Get on with your business!

Fall Session 2009

FAST TRAC®

**TAKE CHARGE OF
YOUR BUSINESS**®

A program of the Kauffman Foundation



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

FastTrac® NewVenture™

Led by Dr. Tim Pett

FastTrac® GrowthVenture™

Led by Dr. Don Hackett

Two distinct 10-week programs starting
September 30, 2009, Wednesdays 4:00–7:00 p.m.



FastTrac® NewVenture™

10-Week program starting September 30, 2009
Wednesday evenings 4:00–7:00 p.m.

Center for Entrepreneurship
W. Frank Barton School of Business
Wichita State University

Instructor: Dr. Timothy L. Pett

Cost: \$495 (scholarships available)

Register online at www.wichita.edu/FastTrac

**“Never
let the fear
of striking
out get in
your way.”**

—Babe Ruth

“With the insight from this program, I am now ready to integrate everything I have learned and really get my business going in the right direction.”

—Jordan Whitehead,
Stix and Stones Landscaping



Dr. Timothy L. Pett is currently the Director of the Center for Entrepreneurship and an Associate Professor in the W. Frank Barton School of Business at WSU.

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?

FastTrac® 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

FastTrac® NewVenture™ Course Outline:

(presented in ten 3-hour modules)

- Explore Entrepreneurship
- Identify and Meet Market Needs
- Build an Actionable Business Plan with Financial Projections
- Evaluate Personal and Business Finances
- Plan the Product/Service
- Research and Analyze Your Market
- Build the Organization and Team
- Plan for a Profitable Business
- Monitoring Cash Flow/Seeking Funds
- Implement Next Steps

You will learn and interact with a group of aspiring entrepreneurs who, like yourself, are trying to put their ideas into action. You will also work with a certified instructor with start-up business experience, who understands the benefits and pitfalls of starting a new enterprise. And by the time you finish, you will know whether your idea has “legs” and if starting a business is right for you.

STOP dreaming. START doing.

Register today at www.wichita.edu/FastTrac

“This class has really helped me fine tune my business idea and better understand the feasibility of my business concept. I would strongly recommend it to any entrepreneur.”

—Jessica White-Padgett, *Fresh Spa Market*



FastTrac® GrowthVenture™

10-Week program starting September 30, 2009
Wednesday evenings 4:00–7:00 p.m.

Center for Entrepreneurship
W. Frank Barton School of Business
Wichita State University

Instructor: Dr. Don Hackett

Cost: \$1,295

Register online at www.wichita.edu/FastTrac

**“Even if
you’re on
the right
track, you’ll
get run over
if you just
sit there.”**

—Will Rogers

***“Growth Venture is a
comprehensive short cut to
many core concepts and
practices you MUST learn if you
plan on growing your business.”***

—Gary Poulton, *Hog Wild Pit Barbecue*



Dr. Don Hackett is currently 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.

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. By working closely with other entrepreneurs you can share ideas, strategies and successes, and hone skills for shaping your business for years to come.

Through FastTrac® GrowthVenture™ you will develop:

- Knowledge of a successful business planning process.
- A business plan that follows a planning template focused on growth strategies and effective business management.
- A network of entrepreneurial peers.
- Valuable mentor relationships.
- An understanding of such key business concepts as marketing, market position, finance, customer relations, and operations.
- A library of business reference materials, including an interactive online tool kit that you can use to update and modify your business plan easily.

FastTrac® GrowthVenture™ is Hands-On

This program uses your business as a case study, giving you the opportunity to put proven business practices to work for you. In the class and in coaching sessions, you will take a hard look at all aspects of your company and write a new business plan to address present and future needs to better manage your company on a daily basis.

FastTrac® 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

Through FastTrac® GrowthVenture™, you will work with a facilitator who has real entrepreneurial business experience and understands the challenges of operating and growing business ventures.

STOP dreaming. START doing.

Register today at www.wichita.edu/FastTrac

“FastTrac has really helped me to focus on my business—to deal with issues that I had been putting off. It is a wonderful class offering business owners a great overview on how to grow your business!”

—Bill Ramsey, *The Bill Guy Technology Solutions*



W. Frank Barton School of Business
Wichita State University



A program of the Kauffman Foundation

The Center for Entrepreneurship, founded in 1977, rapidly gained a national reputation for its programming and its continuing promotion of entrepreneurial activities. With a mission to encourage entrepreneurial thinking and activities through quality education, research and community involvement, the Center consistently ranks among the top twenty programs in the nation. A primary goal of the Center for Entrepreneurship is to extend an arm of support to the business community including the **FastTrac**® entrepreneurial programs of the Ewing Marion Kauffman Foundation. This award-winning program delivers interactive programs for entrepreneurs, designed and facilitated by entrepreneurs.

For more information about all Center for Entrepreneurship Programs www.cfe.wichita.edu

REGISTRATION

Please register me for:

- FastTrac® NewVenture™**
\$495 per person
- FastTrac® GrowthVenture™**
\$1,295 per person

Registration fee includes all course materials, customized portfolio, parking and refreshments. Each participant attending at least eight sessions will receive a FastTrac® certificate.

For more information contact:

Wendy Veatch
(316) 978-3000
wendy.veatch@wichita.edu



www.wichita.edu/FastTrac



Complete form and mail with payment to: Center for Entrepreneurship
Wichita State University, 1845 Fairmount, Wichita, KS 67260-0147



Complete form and fax to: (316) 978-3687



Call: (316) 978-3000

Name _____

Title _____

Organization _____

Mailing Address _____

City, State, Zip _____

Office Phone _____ Fax _____

E-mail _____

PAYMENT

- Payment Enclosed
 - Bill to Company: Attn: _____ P.O. # _____
 - Charge to Credit Card: Visa MasterCard Discover American Express
- Card Number _____ Exp. Date _____
- Cardholder _____



WICHITA STATE UNIVERSITY

