

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.



WICHITA STATE
UNIVERSITY

W. FRANK BARTON
SCHOOL OF BUSINESS

316-978-3000
www.wichita.edu/FastTrac



FastTrac® NewVenture™

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

Cost: \$495 (*scholarships available*)

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

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



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

—*Babe Ruth*

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

STOP dreaming. **START** doing.

Register today at www.wichita.edu/FastTrac

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

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REGISTER ONLINE

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