



GROWING A COMPANY IS A MAJOR JOB!

Keeping up with success—that's the kind of problem every business owner wants to have! But a rapid pace of change can undo the most talented visionary or the best manager. That's why we developed ECAP—the Enterprise Center Accelerator Program. Now in its third year, this program (formerly called Rapid Growth Project) has been fine tuned to meet your needs. It will help you:

- Get the skills and strategies you need to achieve and sustain a profitable competitive advantage during times of constant transformation.
- Learn how to grow a thriving organization that can adapt and evolve to meet the ever-changing demands of the marketplace.
- Create an action plan you can put to work immediately!

Your company is expanding, and managing growth is often a full-time job. Do you find yourself wondering:

- Can our sales and marketing scale and support our current rate of growth?
- Is our management team ready and experienced enough for the next level?
- Are our systems future-ready?
- Do we need funding or other resources to grow?

THREE WAYS ECAP HELPS COMPANIES ON A FAST TRACK:

1 Nine interactive, two-hour seminars, each followed by a 90-minute CEO group session:

1. Stages of Growth & Scaling Your Organization
2. Strategy, Marketing and Idea Generation
3. Customers, Competition and Practical Market Research
4. Sales & Driving Profitable Growth
5. Human Resource Challenges
6. Funding Options and Alternatives
7. Pulling It All Together: Growth Action Plan Delivery
8. Where Are You Now: 90 Day Update
9. Managing for Future Growth: One Year Update

2 Your own mentor, someone with a background in running a growth company, who will work with you one to two hours per month for a full year to provide one-on-one help with critical challenges. Appropriate mentors are identified during the fall and introduced to you as you are preparing to put your plan into action.

3 A year-long CEO group of 7 to 10 company owners/CEOs. Fall sessions meet for 90 minutes after every seminar; beginning in January, CEO groups meet monthly for three-hour sessions. All CEO groups are facilitated and take place in a confidential environment where you can talk openly and seek advice from others who truly understand your business challenges, opportunities and issues.

Mark your calendar for Thursday, September 27th, 4:00 to 6:00 p.m!

Join us at the Enterprise Center for an information meeting on ECAP 2012. Meet the seminar instructor, Beth Goldstein, past participants and mentors, plus other 2012 ECAP participants!

First ECAP seminar begins on October 19th from 8 a.m. to 11:30 a.m.