



SCORE Startup Engine Program

In addition to SCORE's existing one-on-one mentoring and our group workshops, the **Startup Engine Program** is being piloted as a THIRD method to serve SCORE Clients; in a dynamic group mentoring program providing a real world experience of successfully creating a (simulated) startup.

You are invited! Join us in a proven program of group mentoring called the "SCORE Startup Engine Program" (SEP). In just eight weeks, it jumpstarts a fundamental level of startup business knowledge for aspiring entrepreneurs that don't yet have a comprehensive business background. It is a GROUP mentoring program with a Mentor mentoring 5-7 clients in a team growing a simulated (not real) startup company, then competing in a pitch contest. All it takes is an hour (minimum) of your time per week.

Team Mentors receive a detailed Mentor Guidebook, a Mentor Coordinator to help with anything needed, access to SEP E-Learning modules (if wanted), and direct support from Training Facilitators and other Program Coordinators.

The SCORE Startup Engine Program

During **week one of the 8-week program**, 100 participants will be split into 13 teams. Each mentor will present the type of simulated business they have chosen, which may be modified once the team is formed, as the Mentor chooses with Team input. Everyone will get to know each other and choose/learn about the teams.

Throughout the **six weeks**, teams collaborate to design a new startup company, a mock business canvas, and create an investor pitch deck, all with Mentor Guidance and weekly Training Facilitator Topic reviews. **SEP employs a blended learning approach incorporating (1) short weekly self-study online e-learning modules, (2) collective weekly in-person or video conference review sessions to discuss each week's modules with a Training Facilitator, (3) guest speakers sharing real-world experiences, (4) and weekly Mentor-led team meetings.**

The training review sessions,, led by a Training Facilitator, will coincide with the mentoring activities as clients develop a simulated business model canvas and an investor pitch deck.

In the final week, each team will present their simulated business model canvas and pitch deck to a panel of seasoned professionals that will provide invaluable feedback

and coaching. After the teams are evaluated, the top winners will receive cash prizes and donated professional services.

Mentors and teams engage in friendly "coopetition", where everyone learns, builds professional networks, and has a really great time in an uplifting program for the entire community.

While mentors are encouraged to attend Facilitated Review Sessions to hear and contribute to their team's learning, it is not obligatory.

The Client/Participant online self-study topics are listed below, *to be completed prior to each Session*. Each weekly Session includes a collective (all teams) Training Facilitator review of the Topic and then breakouts to individual TEAM Mentoring Sessions with each Team's Mentor. If you can come in person, it is a very dynamic room full of excited participants and mentors working together.

SCHEDULE for 2024 - To Be Announced
All Sessions are from 4-7 PM in person on view video conference.

- Session 0** 2024
Intro to Entrepreneurship/Problem Solving
- Session 1** 2024
Generating Business/Market Research
- Session 2** 2024
Economics and Competition
- Session 3** 2024
Value Proposition/Business Expenses
- Session 4** 2024
Revenue Streams/Financing your Business
- Session 5** 2024
Business Financials/Managing your Business
- Session 6** 2024
Growth & Exit Plans/Legal Structures
- Session 7** 2024
Constructing a Business Plan/Test Prep
- Session 8** 2024
Pitch Competition/Pitch Competition

Team Mentor Time Commitment:
In addition to the participant activities, mentor-led Team Meetings occur a minimum of once a week for a minimum of one hour, however, most teams may find they want more time, as determined by the

Mentor and the Team. Additional meetings occur on a day agreed upon by the Mentor and Team.

We look forward to your participation in this exciting program!

Start Up Engine Background

Other versions of this program have been run under federal grants across

Florida for over five years. That program included the largest random control evaluation study ever done in the history of the world, according to the World Bank. It evolved from a startup quest program that was developed by the UF innovation Hub beginning with the 2011 Pilot Project.

SEP is a business and entrepreneurship training program that primes participants for success. Whether an individual wants to start a new business, run their business better, grow their business larger, enter the workforce, become an apprentice, or take college courses, SEP offers timeless skills for the entrepreneur and modern worker. Understanding how business works changes live.