



Are you ready to take your business to the next level in 2019?



Owning and operating your own small business can mean wearing many different hats. How often do you make the time to manage your business as an entrepreneur? If you are ready to transition your business to the next level, consider a new strategy for 2019: the SBA's Emerging Leaders program. Whether your company is ready to explore new markets, expand operations, or bring on a new generation of family-ownership, this free executive-level training program can make your company goals a reality.

Here is what graduates are saying about Emerging Leaders...

- “The Emerging Leaders Class allowed me to organize my thought process regarding how I wanted to grow my company within a three year period, along with the tools of how to do that effectively.”
Natalie Tiberio, owner of Tiberio Construction, Inc., Class of 2017
- “Make no mistake—if you commit to this you are in for some hard work. But making the time to learn, and putting together a strategy for growth for my business started to pay off immediately, and we continue to see huge benefits. Here’s the thing about blind spots: you can’t see them. Having experts show me where my business needed development has been transformational. If you want to grow, this is definitely a way to go!”
Michael Burns, owner of the Mopco Improv Theatre, Class of 2017
- “This was a safe zone where we got to lay it all out on the line and support each other to come up higher. This was an environment where we could be open and real about the struggles we face every day in our businesses.”
Sherry DePerno, owner of Advanced Tool Inc., Class of 2014



U.S. Small Business
Administration

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PROGRAM OVERVIEW: Emerging Leaders is an intensive executive-level training program to accelerate growth of high potential small businesses developed by the U.S. Small Business Administration. Emerging Leaders offers qualified business owners powerful benefits, including innovative strategies to grow, acquire financing, access new markets and leverage networking. Through the program, participants develop a three-year Strategic Growth Action Plan for their company's unique goals.

ELIGIBILITY: The Emerging Leaders training is open to small businesses located in the Capital Region with annual revenues between \$250,000 to \$10 million that have been in business for at least three years. This training is not for startup businesses.

SCHEDULE: Thirteen classes will begin in May at the Capital Region Chamber and run every other week through November. Class size is limited; one owner per business.

WHAT'S THE COST? The only costs are your time and commitment to complete the curriculum. Anticipate 100 hours of combined classroom, homework and peer-to-peer mentoring.

HOW TO APPLY? Please submit letter of interest by **3/29** to:

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