

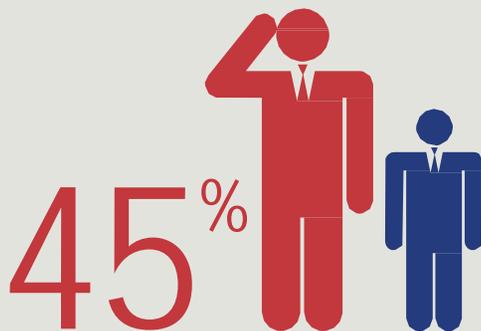
## THE BUSINESS CASE FOR VETERANS

Veterans have the motivation, character, discipline and skills needed to succeed as small business owners and entrepreneurs. Are you considering business ownership and wondering what it takes and what you can do now to prepare? Enrolling in **Boots to Business**, the entrepreneurship career training of the Transition Assistance Program (TAP) is the one step you can take now.



# NEARLY 1 IN 10

U.S. small businesses are veteran-owned  
which is approximately 2.4 million.



Veterans are 45 percent more likely to be self-employed than non-veterans.

Source data: U.S. Census Bureau Survey of Business Owners.

## INNOVATIVE DELIVERY & PARTNERSHIP

To deliver **Boots to Business** and support Servicemembers and military spouses, SBA collaborates with its resource partners (Veterans Business Outreach Centers, Small Business Development Centers, Women's Business Centers and SCORE), the Department of Defense and other federal agencies and local military installations. SBA also partners with the Institute for Veterans and Military Families at Syracuse University on program curriculum development, course materials and instruction. Beyond Boots to Business, SBA's network of partners offer continued training and technical assistance, with an emphasis on access to capital and federal contracting opportunities.

SBA and its partners ensure that every Servicemember and military spouse has the resources they need in their local communities to start and operate small businesses, achieve post-service career success, and strengthen the Nation's economy.



The Boots to Business entrepreneurship education program is provided through the coordinated efforts of the SBA and the following valued partners.



LEARN MORE AT

[WWW.SBA.GOV/BOOTSTOBUSINESS](http://WWW.SBA.GOV/BOOTSTOBUSINESS)

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from the U.S. Small Business Administration



AN ENTREPRENEURSHIP EDUCATION

AND TRAINING PROGRAM FOR

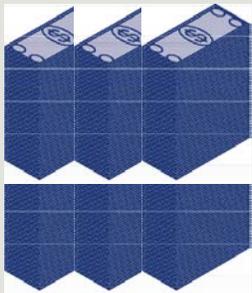
SERVICEMEMBERS AND MILITARY SPOUSES

# ABOUT BOOTS TO BUSINESS

## THE ENTREPRENEURSHIP TRACK OF THE TRANSITION ASSISTANCE PROGRAM

**Boots to Business** is the two step entrepreneurship training program offered by the U.S. Small Business Administration (SBA) as a training track within the Department of Defense's Transition Assistance Program (TAP). This course is open to Servicemembers (including members of the National Guard and Reserves) and their spouses. The curriculum provides assistance to those interested in exploring business ownership or other self-employment opportunities by leading them through the key steps for evaluating business concepts and providing foundational knowledge required to develop a business plan. In addition, participants are introduced to SBA resources available to access start-up capital, technical assistance and contracting opportunities.

After completing **Boots to Business**, participants will have the tools and knowledge they need to identify a business opportunity, draft a business plan, and launch their enterprise.



**\$1 TRILLION**

Veteran-owned small businesses generate over \$1 trillion in sales.

# A TWO STEP PROGRAM

## INTRODUCTION TO ENTREPRENEURSHIP TWO-DAY COURSE

A two-day course offered as a TAP training track for those interested in learning more about the opportunities and challenges of business ownership. Subject matter experts and practitioners from SBA and its network of partners teach the course at over 180 military installations worldwide. Participants learn business fundamentals and techniques for evaluating the feasibility of their business concepts.

## FOUNDATIONS OF ENTREPRENEURSHIP EIGHT-WEEK COURSE

After completing the Introduction to Entrepreneurship class, Servicemembers and their spouses can elect to further their study through an instructor guided high-touch eight-week online course taught by professors from a consortium of accredited universities led by the Institute for Veterans and Military Families at Syracuse University. By dedicating a minimum of 10 hours per week to connected and independent study, participants work through the fundamentals of developing an actionable business plan.

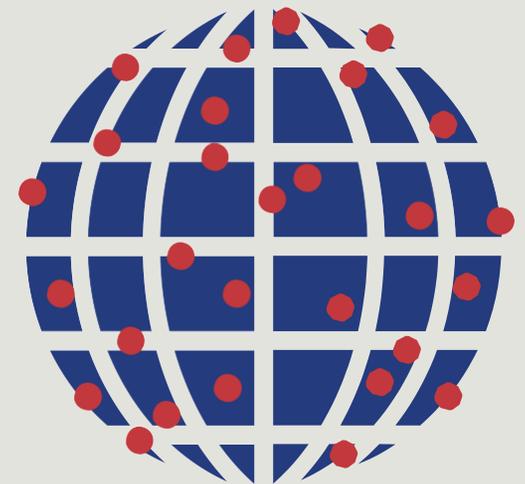
Veteran Woman-Owned Business

**INCREASED  
297%**

from 2007 to 2012.

# SUCCESS IN THE MAKING

**Boots to Business** is a worldwide program. SBA and its partners ensure that every Servicemember and military spouse has the resource they need in their local communities to start and operate small businesses, achieve post-service career success, and strengthen the Nation's economy.



at over 180 military installations around the world.