

## THE LEARNING OPPORTUNITIES

We are proposing to design and offer the following methodologies to develop the capacity and business acumen of the Program's participants:

- PEER TO PEER MENTORING THROUGH GUIDED ROUNDTABLES

The peer-to-peer mentoring would be for all participants, but they would be organized in small groups of 8 to 9 businesses per Roundtable. There would be approximately four roundtables.

The Roundtables will be guided and professionally facilitated by our Staff, reflecting our experience over 14 years of providing this within our Mentor-Protégé Program in Green Bay.

We will explore changing the memberships of each roundtable during the 12 months, to foster a cross-fertilization of connections within the full group of participants.

- ONE-ON-ONE MENTORING

The one-on-one mentoring will be provided to each participating business owner. It will focus on identifying their specific challenges and needs and offer directions to resources and alternative ways to resolve them.

- PRESENTATIONS BY EXPERTS

The presentations by experts will be in fields and on topics that best match the needs of the participants for the given BizReady Program period.

This component would include a significant focus on technical assistance from outside experts to build awareness of tools and rapidly developing technology that can assist the small business owner to more effectively and efficiently manage their enterprise.

- LEARNING WORKSHOPS

These workshops will be focused on key topics where the most optimal learning takes place when the participants are led to apply the intended learning and make direct use of the tools presented. These workshops will involve participant work assignments and the mutual sharing of results among fellow participants.

- NETWORKING OPPORTUNITIES

These opportunities will be focused on further building the bond (in addition to the roundtables, presentations, and workshops above) among the participants of the Program.

The underlying purpose is foster the building of relationships and the creation of business opportunities among fellow Program participants and to encourage them to sustain these relationships beyond the Program's formal period of learning.

- AN ACTION PLAN

The Action Plan will detail how the grant recipient will utilize the funds to strengthen and grow their respective business. It will be crafted at the close of the Programming for BizReady's participants.

It will include identification of measurables for the use of the funds and the impact of those funds, a timeframe within which the funds will be used and the impacts achieved, and the commitment to provide ongoing reports to the BizReady Program partners with respect to the above.

This Action Plan will be a requirement to graduate from the Program and to receive the funds.