



ENTREPRENEURIAL FELLOWS CLASS



University of Pittsburgh

**THE INSTITUTE FOR
ENTREPRENEURIAL
EXCELLENCE**

THE POWER TO PROSPER™

A part of the Innovation Institute

Today's business leaders face numerous challenges in sustaining success within their company. Fortunately, you do not have to face these challenges alone.



ABOUT THE ENTREPRENEURIAL FELLOWS CLASS

The Institute for Entrepreneurial Excellence's Entrepreneurial Fellows Class (EFC) offers a competitive, yearlong certificate program open to CEOs, founders and business leaders looking to enhance their knowledge and expertise in managing and growing their business.

Participants benefit from custom design programs and materials, individually matched mentoring and opportunities for peer collaboration—all while building leadership skills for sustained success.

In its 19th year, the EFC program has graduated over 500 entrepreneurs in businesses achieving at least \$1M in annual revenue. Applicants will be carefully reviewed to be accepted into the Class of 2017 set to begin in January.

ADMISSIONS/REQUIREMENTS

Does your commitment to business success match your passion for learning?
Are you prepared to invest in yourself and your company?
If so, apply today for the Entrepreneurial Fellows Class of 2017.

Admission

- Class size limited and carefully selected. Qualified applicants accepted on a rolling basis. Competitors are not accepted
- All-inclusive fee of \$4,300 is due upon acceptance (discount available for IEE members)

Requirements

- At least \$1M in revenue
- Open to CEOs, founders of companies and family business leaders

Contact

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Apply

- An application can be found on entrepreneur.pitt.edu

over **20** years serving
regional business leaders



PROGRAM COMPONENTS

Custom Curriculum

Our curriculum provides the necessary tools for fellows to continue to grow their businesses despite the economic and competitive challenges they face every day. Content is designed to help entrepreneurs become more productive, high-impact leaders. Fellows obtain the latest subject knowledge, practice solution creation and work on individual implementation plans. Faculty is carefully chosen for each class based on a proven track record of teaching entrepreneurs and business leaders.

Confidential Mentors

Mentoring is a powerful tool for personal and professional development. EFC offers a custom mentor match at the beginning of the year to complement the classroom experience and help guide fellows through broader day-to-day challenges.

Peer Learning

In each class, fellows participate in peer learning activities that promote the interaction between fellows, mentors and program faculty to share ideas and help solve real day-to-day business problems. The result is a network in every sense of the word.

Graduation

A certificate of academic achievement is awarded by the University of Pittsburgh to all fellows completing the program during a formal graduation ceremony.

2017 CLASS SCHEDULE

January

Building a Strategic Foundation is the Key to Success

February

Moving from Strategic Planning to Implementation

March

Financial Metrics and Dashboards that Work

April

Leadership Competency: Practices and Styles

May

Building and Growing Your Dream Team

June

Marketing and Beyond: Setting Your Strategy Apart from the Rest

September

Legal Business Overview: What You Must Know To Keep Your Business Running Smoothly

October

Developing the Ultimate Sales Machine

November

The Six Powers of Purpose— Breaking Through the Entrepreneurial Ceiling

December

Ready for Prime Time: Connecting the Strategic Components for Success



500 EFC Alumni since 1999

15 %
Construction

12 %
Healthcare

18 %
IT

13 %
Manufacturing

18 %
Professional Services

24 %
Retail

MEET THE FELLOWS

EFC has been a core component of the Institute for Entrepreneurial Excellence since 1999. Alumni of more than 500 represent a cross section of regional businesses including:

ABARTA

AccuTrex Products

Beinhauer Family Services

Berner International Group

Butler Gas Products

Celtic Healthcare, Inc.

De La Torre Orthotics & Prosthetics

Eyetique

Gateway Engineers

Guttman Energy, Inc.

Hunter Truck Sales

Jeanette Specialty Glass

Jendoco Construction

Koppers, Inc.

Kurt J. Lesker Company

LaCarte Enterprises

Lenzner Coach Lines/Coach USA

Mancini's Bakery

Massaro Corporation

McGinnis Sisters Special Food Stores

Mr. John – The Holden Corporation

Molyneaux Tile Carpet Wood

National Church Solutions

Observer Publishing Company

Philip Pelusi

Pittsburgh Transportation Group

Rice Enterprises LLC

Sabika, Inc.

Snaveley Forest Products

Turner Dairy Farms, Inc.

Two Men and a Truck

Universal Electric

JOIN EFC TODAY

Become part of a growing community of fellows representing a collection of leading industries in the region. Over the course of the year, you will gain the tools and relationships to better achieve business success. Fellows remain active in a network of professional support that will last a lifetime.

ABOUT THE IEE

The Institute for Entrepreneurial Excellence (IEE), part of the University of Pittsburgh's Innovation Institute, has served businesses throughout Western Pennsylvania for over 20 years. Offering a dynamic mix of consulting, education and networking opportunities through five main centers, the IEE strives to be an innovative leader in economic development in the region.



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innovation
INSTITUTE





EFC PROVIDED AN EXCEPTIONAL CONTINUAL BUSINESS EDUCATION EXPERIENCE. THE CURRICULUM DELIVERED A YEARLONG ROUND-ROBIN OF SHARPENING THE SAW AND WORKING ON VARIOUS ASPECTS OF THE BUSINESS, EVERYTHING FROM THE SALES PROCESS TO TALENT ENGAGEMENT. IN THIS GROUP WORKSHOP ENVIRONMENT, I BUILT LASTING PROFESSIONAL RELATIONSHIPS AND APPLIED STRATEGIC IMPROVEMENTS TO OUR MULTIGENERATIONAL FAMILY BUSINESS.



Abydee Butler Moore
Executive Vice President
Butler Gas Products



MY EXPERIENCES IN EFC HAVE GREATLY ENRICHED MY LIFE BOTH PERSONALLY AND PROFESSIONALLY. WHAT I LOVED THE MOST WAS BEING ABLE TO BE IN AN ENVIRONMENT WHERE I COULD LEARN FROM MY PEERS BY THE EXCHANGE OF EXPERIENCES, IDEAS, RESOURCES, AND ADVICE. THE INSTRUCTORS AND COURSE MATERIALS WERE GREAT! I WOULD RECOMMEND EFC FOR ANY BUSINESS OWNER, CEO OR HIGH LEVEL MANAGERS WHO SEEK TO TAKE THEIR BUSINESS TO THE NEXT LEVEL.



Michele Rice
CEO
Rice Enterprises LLC



I AM A HUGE FAN OF EFC. IT HAS HELPED ME IN MANY WAYS PERSONALLY AND PROFESSIONALLY. MANY OF THE LESSONS LEARNED WERE INSTRUMENTAL AS WE NAVIGATED OUR IT SERVICES COMPANY THROUGH A MAJOR INDUSTRY TRANSFORMATION. THANKS TO THE ACCOUNTING CLASS TAUGHT BY BOB HOGAN, WE ARE NOW A METRICS DRIVEN COMPANY, AND HAVE TRIPLED OUR REVENUE AND PROFITS OVER THE LAST 8 YEARS. OUR MENTOR AND ALL THE WONDERFUL PEERS WE MET ALONG THE WAY ALL HELPED TO MAKE US BETTER LEADERS AND BUSINESS PEOPLE THAN WE WOULD HAVE BEEN ON OUR OWN. EFC WAS ONE OF THE MOST VALUABLE INVESTMENTS WE EVER MADE AND WE ARE GRATEFUL TO BE A PART OF IT.



Peter Briden
Founder
PC Network Services



EFC EXCEEDED MY EXPECTATIONS AND WAS A GREAT EXPERIENCE FOR ME. THE CUSTOMIZED CURRICULUM GAVE ME A SOLID FOUNDATION IN ALL ASPECTS OF BUSINESS (MARKETING, FINANCE, STRATEGIC PLANNING) TO FURTHER MY UNDERSTANDING IN THESE AREAS AND PROVIDE ME WITH THE TOOLS TO BE A BETTER LEADER/ MANAGER. I ALSO ENJOYED THE ABILITY TO DISCUSS REAL ISSUES AND BEST PRACTICES WITH MY CLASSMATES. THE SPEAKERS WERE OUTSTANDING, THE VENUE WAS PRIMO AND THE EFC TEAM WAS VERY ORGANIZED AND ACCOMMODATING.



David E. Massaro
President
Massaro Properties, LLC