

## The Goldman Sachs *10,000 Small Businesses* Program

The 10,000 Small Businesses program focuses on developing skills that you can apply immediately to address the issues most critical to growing your business. The curriculum is broken down as follows:

- The program will begin with a two day Orientation, in person, at the Des Moines Area Community College (DMACC) Ankeny Campus
- The next two weeks of the program, scholars will spend 10-12 hours per week from home completing online coursework and engaging in group learning sessions
- Participants will next attend a four-day session at DMACC's Ankeny Campus
- Program participants will then return to online work for the next six weeks, where they spend around 10-12 hours per week from home completing online coursework and engaging in group learning sessions
- The final face-to-face session will also be four days and include presentation of growth plans

In addition to the classroom experience, the Goldman Sachs *10,000 Small Businesses* program will:

- Provide one-on-one advisory services to help you develop and implement your tailored plan for growth
- Provide networks and mentors to help you focus on your most critical business issues and increase business capacity

### Fall 2020 Class Schedule

In-Person	Orientation	September 16-17
Online	Diagnostics and Skillsets	September 21-25
Online	Financial Statements Workshop	September 28-Oct 2
In-Person	Money and Metrics	October 7
In-Person	Growth and Opportunities	October 8
In-Person	Marketing and Selling	October 9
In-Person	You Are The Leader	October 10
Online	Growth Plan 1	October 12-16
Online	Feasibility and Risk Assessment	October 19-23
Online	Understanding your Market & Customer	October 26-30
Online	Forecasting for Growth	November 2-6
Online	Operations and Processes	November 9-13
Online	Growth Plan 2	November 16-20
In-Person	It's the People	December 2
In-Person	Operations and Valuation	December 3
In-Person	Negotiations and Action for Growth	December 4
In-Person	Action for Growth	December 5

## Schedule Details

- **General Information**
  - Scholars will be assigned sections and growth groups upon acceptance
  - All Online WebEx sessions and Face-to-Face on campus sessions are mandatory!
  - Scholars will need computers with camera, microphone or headset, and Internet access. Laptops at in-person sessions is strongly encouraged.
- **Weekly schedule**
  - Every block will kick off on Monday, with a scheduled WebEx session in the afternoon or evening
  - Every block will end on Friday with a scheduled WebEx session in the afternoon or evening
  - During the week, scholars will work at their own pace, with the goal of completing assignments for the Friday closing session
  - Exercises for discussion will be available on Tuesday
  - Scholars are expected to be active on the discussion boards Tuesday through Thursday
  - Often on Saturdays, many scholars will continue to discuss the work for the week among their peers, and continue to work on their growth plans
  - Work weeks may also include independent meetings with your assigned Business Advisor