

**What is FastTrac DC?**

In partnership with the Kauffman Foundation, DSLBD is pleased to provide the FastTrac DC program. Kauffman FastTrac® is the leading provider of learning curricula that equip aspiring and existing entrepreneurs with the business skills and insights, tools, resources, and network to start and grow successful businesses. FastTrac DC offers FastTrac® NewVenture™, FastTrac® GrowthVenture™, FastTrac® NewVenture™ for the Veteran Entrepreneur and FastTrac® TechVenture™.

FastTrac® courses that provide hands-on, intensive instruction to help entrepreneurs hone the skills needed to start, manage and grow a successful business.

What is FastTrac® TechVenture™?

FastTrac® TechVenture™ is a course specifically designed to provide entrepreneurs with a tech-based idea with the tools to start and develop their own successful businesses, while also addressing issues specific to tech-based businesses, like protecting intellectual property and securing financing. The course will help entrepreneurs evaluate and refine their business concepts, including all steps necessary to launch, as well as:

- Analyze your industry, size and segmentation
- Develop strategies for your market research
- Test your business product/service, customer base, financial, and technological viability
- Master the essentials of financial statements, forecasts, and ratios

What are the eligibility requirements for FastTrac® TechVenture™?

In order to be eligible for the program, you must have:

- A well thought-out tech-based idea for a new or existing business,
- Two years of work experience, and preferably experience working on a tech project or project team
- Technical skills related to your tech concept
- Access to a computer to complete assignments,
- Conducted some market research, and
- Commitment to attend all sessions (approximately 20 classroom hours) and complete prep work (approximately 10-15 hours per week).

At what stage of my business should I apply for FastTrac TechVenture?

In addition to meeting the eligibility requirements, participants must be in business with a well thought out tech business concept. Participants must have their business concept ready to be tested and validated using lean start-up methods.

What will I accomplish by the end of FastTrac® TechVenture™?

By the end of the course, students will have vetted their tech business idea with experienced coaches and successful entrepreneurs, developed a strong business plan, and connect to services that will help them launch their business.

**How are the FastTrac® courses structured?**

Each session the course facilitator presents a lesson to the class, followed by breakout work groups, during which students perform in-class brainstorming exercises and review assignments and aspects of their business plans. Also, guest speakers make presentations to students throughout the course to offer insight into a particular aspect of starting or managing a business.

How many hours of outside work will I be expected to complete?

This program requires you to work on your business plan and conduct research outside of class. Outside coursework will require a minimum of 10 to 15 hours per week for the duration of the course.

How much will I be expected to participate in class discussions?

Your participation in class discussions is strongly encouraged and will help you fully benefit from the program. Work groups with other students are only as useful as you make them through your engagement in discussions and brainstorming exercises. We think that each of you can offer a new perspective and improve the course by contributing. Also, we encourage equal participation from all students and work to prevent course discussions that are dominated by a few individuals.

Do I have to be unemployed to take FastTrac® TechVenture™?

Applicants do not have to be unemployed to take FastTrac® TechVenture™. However, applicants will need to have a time available to not only participate in the class sessions, but to complete the course assignments.

Is this a competitive application process?

Yes, this is a competitive application process. The final cohort will have up to 20 total participants. In addition to meeting the basic eligibility criteria, competitive candidates' applications will be evaluated and ranked based on the following:

- A strong and demonstrated interest in starting your own business, and;
- A high level of readiness to launch your own business at the end of the program.

What is the acceptance process for FastTrac® TechVenture™?

Admittance to FastTrac® TechVenture™ is determined as follows:

1. Applicants must meet the eligibility criteria for the course
2. Applicants will be rated based on the business concept they propose. It is important that applicants submit thorough descriptions and responses to the application questions in order to strengthen their applications and improve their chances of acceptance

**May I register for the course if I will not be able to attend all sessions?**

Students are required to attend at least 80% of course sessions in order to graduate and benefit fully from FastTrac[®]. If you think you will have a conflict, please contact DSLBD to discuss with the program manager prior to submitting an application.

How do I apply?

If you are interested, visit the FastTrac DC website at <http://bizdc.affiliate.fasttrac.org/> and select "FastTrac[®] TechVenture[™]". You will find additional information and a link to the online application. The application should take approximately 15 - 20 minutes to complete.

When will I find out if I am accepted?

Accepted participants will be notified no later than two weeks before the course start date.

Where will the program be held?

The FastTrac[®] program will take place at DSLBD offices located at 441 4th St, NW, unless otherwise stated.

How much does the program cost?

This is a no-cost program for participants.