

Rapid Growth Project



**Enterprise
Center**

AT SALEM STATE UNIVERSITY

The Region's Small
Business Growth Center



Are you stressed by your current high rate of growth?

Is your sales and marketing operation up to the challenge?

Is your management team ready and able to grow with you?

Are your systems growth ready?

Do you need growth funding?

Leading the high-growth team

High growth is like running rapids.

If you're not skilled, the boat may capsize, and the current will pull you under.

That's why the Enterprise Center offers growth company owners and CEOs a special, concentrated program—the Rapid Growth Project—that teaches the skills and strategies you need to manage and thrive in a rapid growth environment. The growth company leaders who have been through this program absolutely love it. You will too.

Check out our three-part Rapid Growth Project.

1. Six workshops will be taught by growth experts. You will create a growth action plan within the first two months of the program. Topics include:

- Stages of Growth & Scaling Your Organization
- Strategy, Marketing and Idea Generation for Business Owners
- Customers, Competition and Practical Market Research
- Driving Profitable Growth
- Sales & Winning Value Propositions to Gain Customers
- Mid-Year Update on Growth Action Plans

2. You'll have your own mentor, someone with a background in running a growth company. They'll work with you one to two hours per month for a full year to provide one-on-one help with critical challenges.

3. Meet with a yearlong CEO group of 7 to 10 growth company owners/CEOs. You'll meet monthly with a facilitator in a confidential environment where you can talk openly and seek advice from others who truly understand your issues.

For additional details, go to
www.EnterpriseCtr.org

Calm the Waters of Rapid Growth!

There's more!

Check our website for full details. See what growth company CEOs say about this program.

EnterpriseCtr.org

The Enterprise Center at Salem State University is the "go to" place for business owners at every stage of business development. We arm business owners with the knowledge and skills to succeed and serve as the voice of the small business community through advocacy and action.

The Enterprise Center
121 Loring Avenue
Salem, MA 01970
978-542-7528
EnterpriseCtr.org



The Rapid Growth Project delivers practical benefits. You will:

- Learn techniques and practical ways to lead your team and generate profitable growth
- Assess business opportunities and learn how to take advantage of the right ones
- Exchange ideas with a network of like-minded entrepreneurs and business owners

We can help you:

- Create and implement your growth plan
- Increase sales and marketing capabilities
- Generate new and innovative ideas
- Maximize existing revenue sources
- Identify new business opportunities
- Create a culture that welcomes growth

Sign up now for the Rapid Growth Project!

Eligibility requirements

If your company meets these criteria, we want to hear from you.

- Annual revenues of \$1 million to \$25 million
- Experiencing rapid growth—20% annually
- Rebounding quickly from the recession
- Anticipating strong future expansion (If you don't meet these requirements, but think you ought to participate, call us and explain why.)

Who should participate?

- Business owners experiencing challenges or growing pains
- Growth company CFOs, COOs & presidents
- Others upon request

Cost

\$1750 per person payable to Enterprise Center at Salem State University

When and where?

All meetings will be held at Enterprise Center, 121 Loring Avenue, Salem, MA 01970

How do I sign up or learn more?

To enroll or learn more about Rapid Growth Project, please email Christine Sullivan, Chief Executive Officer of the Enterprise Center, at csullivan@enterprisectr.org, or call her directly at **978-542-7039**. Program details are at www.EnterpriseCtr.org.

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www.EnterpriseCtr.org