

## **Cohort 26 – SPRING 2022 Schedule**

### **ClassTime Commitment**

Classes will begin on Thursday, January 20, 2022 with Orientation to provide me with support and guidance on how to successfully engage and get the most out of my 10KSB experience. I will have classes every week.

**I am required to be present at all session).** If I have scheduling emergencies, I will immediately email Franne McNeal, Education Services Director, [FMcNeal@ccp.edu](mailto:FMcNeal@ccp.edu).

<b>Module/Clinic/Event</b>	<b>Date</b>	<b>Time</b>
Orientation: You & Your Business	Thursday, January 20, 2022	7:45am – 5:30pm
Mod 1: You & Your Business	Friday, January 21, 2022	7:45am – 5:30pm
Mod 2: Growth & Opportunities	Friday, January 28, 2022	7:45am – 5:30pm
Financial Statements Workshop	Friday, February 4, 2022	7:45am – 5:30pm
Mod 3: Money & Metrics	Friday, February 11, 2022	7:45am – 5:30pm
You Are the Lender Clinic	Wednesday, February 16, 2022	7:45am-Noon
Growth Lab I + GG Mtg	Wednesday, February 16, 2022	1-4pm (optional)
Negotiations I Clinic	Thursday, February 17, 2022	Noon-5pm
Mod 4: You Are the Leader	Friday, February 25, 2022	7:45am – 5:30pm
Mod 5: It's the People	Friday, March 4, 2022	7:45am – 5:30pm
Negotiations II Clinic	Wednesday, March 16, 2022	7:45am-1pm
Growth Lab II + GG Mtg	Thursday, March 17, 2022	7:45-11am (virtual)
HR & Legal Clinic	Thursday, March 17, 2022	1-4pm (virtual)
Mod 6: Marketing & Selling	Friday, March 18, 2022	7:45am – 5:30pm
Mod 7: Strategic Growth Through Operations	Friday, March 25, 2022	7:45am – 5:30pm
Mod 8: Being Bankable	Friday, April 1, 2022	7:45am – 5:30pm
Mod 9.1: Action for Growth	Wednesday, April 13, 2022	7:45am – 5:30pm
Mod 9.2: Putting It All Together/Graduation	Thursday, April 14, 2022	7:45am – 5:30pm

For more information, please visit [www.ccp.edu/10ksb](http://www.ccp.edu/10ksb) or call 215-516-3700.

### **LivePlan check-ins:**

10am, Mon, 1/31/21 – Through Mod 2

10am, Mon, 2/21/21 – Through Mod 3 + fin forecast (year 1, existing biz)

10am, Mon, 3/14/21 – Through Mod 5 + 5 year fin forecast (existing biz + growth opp)

10am, Mon, 3/28/21 – Through Mod 7 + 5 year fin forecast (existing biz + growth opp)

10am, Mon, 4/11/21 – entire plan + exec summary + 5 year fin forecast (existing biz + growth opp)

### **Post growth opportunity**

10am, Mon, 2/7/21 - initial

10am, Mon, 2/21/21 - final

**Graduation requirements** include submission by 9am, Monday, April 11, 2022, of the following: a) final growth plan with five year financial forecasts (growth opportunity and existing business), b) graduation M&E (diagnostic and confidence checklist), and c) final 3-slide powerpoint.