



Legacy Startup Mentoring Program

Business Consulting & Advisory Services

Legacy Associates, Inc.

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Legacy Associates has designed and developed a business mentoring program geared specifically for entrepreneurial startup companies. The Legacy Startup Mentoring Program is perfectly suited for the new entrepreneur who has limited or no experience in owning his own business. Whether you are starting a new venture or buying an existing business, the LSM Program is tailored to your specific needs.

The LSM Program starts with a Personal Pre-Assessment. This Pre-Assessment is a personal assessment of your level of business skills, knowledge, and related work experiences. Results of this assessment are used to generate feedback and establish objectives for areas within your business knowledge base that require greater attention. This pre-assessment enables your Legacy Mentor/Advisor to maximize your learning experience by focusing their attention and efforts on relevant portions of the LSM program that provide the greatest benefit to you. By tailoring the sequence of material and program content to your personal and business needs, your Legacy Mentor/Advisor helps you to more effectively master all the necessary competencies and strategies that are need to start and grow your new business venture.

The Legacy Startup Mentoring Program is a flexible, comprehensive, personal business mentoring and business advisory program. The LSM Program is a series of one-to-one tele-mentoring sessions. The LSM Program is designed to enhance your knowledge of the fundamental principles of business and to increase awareness of current best business practices. The program facilitator works directly with you, the entrepreneur, to further develop, as well as, hone your leadership and management skills.

The Legacy Startup Mentoring Program provides you, the business owner, with a highly experienced senior business executive who performs the dual role of acting as your personal business mentor, as well as, your general business advisor. Based on years of personal business experience, your Legacy Mentor is a valuable source for business information and acts as a sounding board for ideas, strategies, and plans. Your Legacy Mentor/Advisor continually utilizes his previous business experiences and skills to improve your effectiveness as a successful business owner.

The LSM Program concentrates on the following ten key areas:

- Business Pre-Startup
- Business Startup
- Business Planning & Budgeting
- Finance & Financial Management
- Human Resources
- Legal Requirements
- Operations Management
- Risk Management
- Sales & Marketing
- Time Management

The LSM Program utilizes a blended learning approach. This blended learning approach is a combination of one-to-one interactive tele-mentoring sessions, alternative communication media, various business activity exercises, and instructional strategies. Rather than developing an *instructor-paced* learning style, Legacy's blended learning approach develops a *self-paced* learning style. This *self-paced* learning style leads to more effective learning and increased knowledge retention.

The LSM Program's one-to-one sessions are both an educational exchange and an interactive forum. The educational exchange is a discussion of *best business practices and tactics* that apply to your current issues(s) or concern(s). The interactive forum is an opportunity for you and your Legacy Mentor/Advisor to *brainstorm new ideas and to discuss strategies* as they relate to various aspects of your business

The Legacy blended learning approach is far more personal and effective than the traditional classroom or self-study program approach to learning. Viewing ideas from different perspectives, the Legacy ESM approach presents ideas in variety of ways within the ten key areas. With built-in consistent reinforcement, the Legacy blended learning approach facilitates more effective learning and better knowledge retention.



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Each one-to-one tele-mentoring session is supplemented with additional information and reference materials that are available in a variety of communication media formats: hard-copy documents, reports, and books; electronic documents and E-books; audio cassette tapes, or video CDs. The information and reference materials pertain to a variety of subject matters within the program's 10 key areas of concentration. The information and reference materials not only reinforce the discussions between you and your Legacy Mentor/Advisor, but they also complement your existing business reference library.

Activity exercises within the LSM Program are applied to actual, real-world, day-to-day functions within your business. The exercise of applying a newly learned skill or tactic to a day-to-day function helps to streamline processes. Over time, applying new skills and tactics improve operational efficiencies.

The LSM instructional strategy incorporates the interactive exchange of information and knowledge with the practical advice and guidance of a Mentor/Advisor. This optimal mix of information/knowledge exchange and practical advice/guidance is an effective learning method to help you achieve your business objectives. In turn, this effective instructional strategy becomes the foundation for the development of your employee training programs.

During the course of the LSM program, your Legacy Mentor/Advisor is continually monitoring the results of your activities and your progress to insure that your personal and business objectives of the program are implemented. If the results of a re-assessment indicate that certain objectives still have not been achieved, or if additional objectives have been identified, then further remediation is generated to achieve the desired results. This cycle of pre-assessment, learning, and re-assessment of objectives is repeated until it reflects success.

The Legacy Startup Mentoring Program gets your venture successfully off the ground and positions it for future growth.

To Pre-Register your company for the Startup Mentoring Program, please call Legacy Associates at (941) 556-1299 or email to www.info@legacyai.com.