

Business Development Accelerator: Encore Entrepreneurs
and Current/Aspiring Business Owners

Module	Core Competency	Workshops
Got the Juice?	Owning a Business	<ul style="list-style-type: none"> • Entrepreneurial Passion—The Litmus Test • Organizational Types • Ideation & Feasibility Plan Development • How to write a Business Plan • Reverse Pitch Competition • Planning for a Healthy Business
Know Thyself & Others	Principles of Management	<ul style="list-style-type: none"> • Building a Successful Enterprise • Executive Presence • Human Resource Management & Business Continuity • Leadership & Team Building
Seizing & Maintaining Opportunity	Marketing & Communications	<ul style="list-style-type: none"> • Marketing & Promotion • Story Telling with Data
Getting Paid	Negotiations	<ul style="list-style-type: none"> • Impact Investing- Finding the Money • Talk Like A Leader • Co-opetition • Competitive Bidding
Keeping the Benjamins!	Financial & Risk Management	<ul style="list-style-type: none"> • Financial Literacy • Recording Keeping • Managing Cash Flow • Banking Services

Child Care Accelerator: Given the childcare challenges that mothers with young children face in returning to work post-pandemic and the labor supply issues that child care business face, we will launch our *workforce trades accelerator* with a program specifically focused on creating a pipeline of well-trained and skilled childcare workers required to seed Chatham County’s childcare deserts with accessible, affordable, and high quality child development centers. We will leverage the expertise of a cadre of Ph.D. trained child development experts who currently work with us on a similar initiative. They will provide culturally appropriate child development training in the following seven domains:

- Essentials in Quality Early Care
- Best Practices: Infant and Toddler Care
- Diversity and Inclusion in Child Care

- Health, Safety and Nutrition
- Professionalism and Quality Improvement
- Child Development and Learning
- Self-Care and Personal Resilience