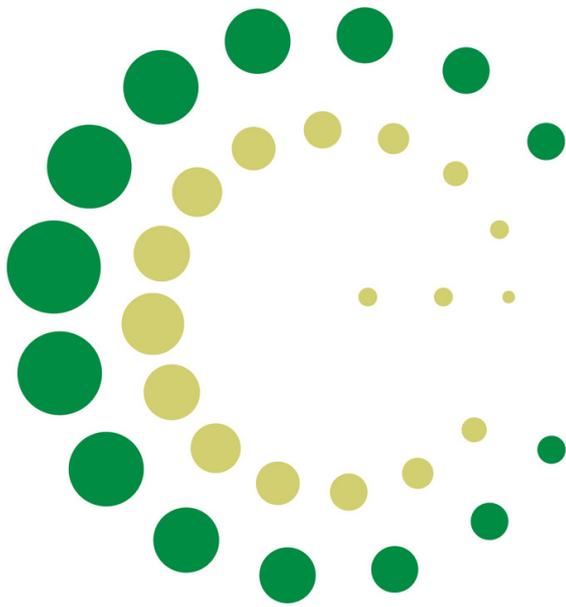


# Accelerate your business with



Nashville Entrepreneur Center  
**INFLIGHT**

## PROGRAM PARTNERS



# What is InFlight?

InFlight is an accelerator-level program supporting the growth and development of entrepreneurs in Nashville from any industry. In this packet, you'll find the answers to your most important questions about InFlight and how it can help your business grow.

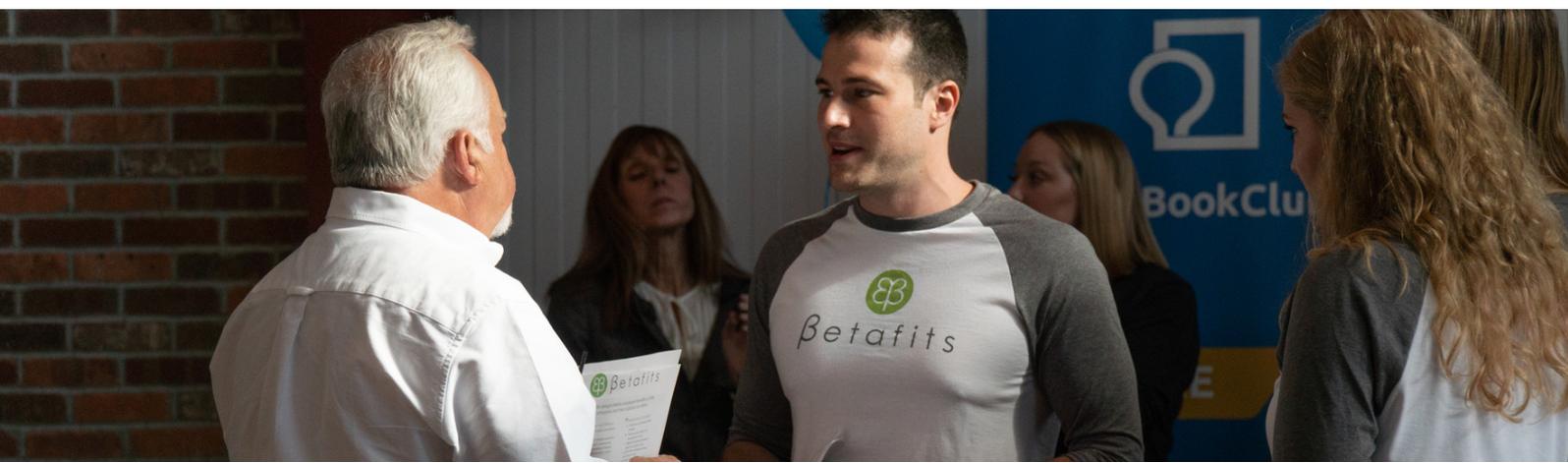
## InFlight Philosophy

InFlight directly supports you by connecting you with knowledge, community, and connections that accelerate the growth of your business.

**Knowledge:** By connecting you to the information you need, when you need it, we are able to help you make and execute better business decisions faster, accelerating the development of your business.

**Community:** We believe that entrepreneurs are more successful when they have structure, connections to a community, and confidence in their own abilities. Early-stage entrepreneurs systematically lack access to those resources, as they undergo a unique journey full of challenges and opportunities. In InFlight, we provide you with a community of people who share your unique circumstances and cheer for each other, giving everyone the strength of the collective.

**Connections:** Throughout InFlight, we help connect you to the people and resources in and around our network who may help accelerate your success, whether as potential customers, partners, investors, team members, media supporters or something else. Our community includes more than 300 advisors, 400+ members, and partners in organizations across the U.S. These relationships enable us to reach outside of our direct network to support the entrepreneurs we work with, and connect you with the contacts you need when you need them.



# Who is InFlight for?

InFlight is most beneficial for **Nashville-based, high-growth** founders in **any industry** with a minimum of \$50,000 in annual revenue, a small team, and solid market traction.

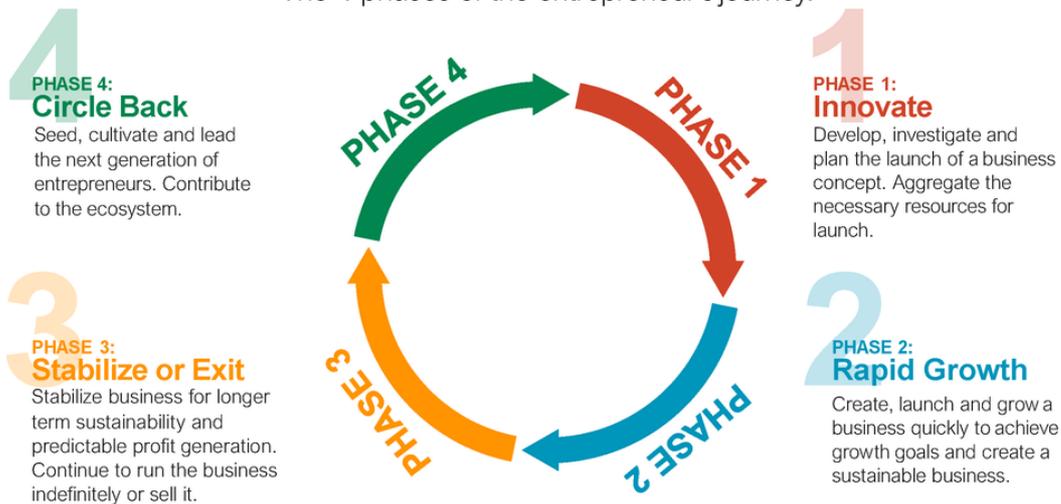
*\*\*\*Over the last 3 years, founders have started the program ranging between \$50,000 and \$3,000,000 in annual revenue.*

InFlight addresses the unique challenges of startups in **Phase 2 of the Entrepreneur Lifecycle**, who are generating revenue and are looking to grow or scale. During this critical phase of the entrepreneurial journey, businesses and founders accelerate their success while establishing a solid foundation.



## The Entrepreneur's Lifecycle

The 4 phases of the entrepreneur's journey.



© 2020 The Nashville Entrepreneur Center

## Alum Spotlight

### Shani Dowell, Founder of Possip

Drawing on her own experience as a mother of two working in the education system, Shani's idea for Possip was born in 2016: A platform that facilitates feedback and information-sharing between parents and schools via a routine text message survey in over 50 languages.

Leveraging the support she received in PreFlight and InFlight, Shani exceeded \$1 million in funding for Possip in less than 3 years, has more than 50,000 users across 16 states, and was recently granted funding from Google for Startups inaugural Black Founders Fund.



# Program Structure

## Monthly Programming

InFlight programming occurs weekly at the EC's campus in downtown Nashville. Founders will participate in weekly sessions and ongoing activities featuring a combination of:



**IN-CLASS CURRICULUM**

Participate in interactive classroom sessions featuring world-class startup curriculum taught by business leaders, industry experts and advisors.



**CEO STORIES**

Learn from the experiences of successful leaders, engaging them in a confidential, behind the scenes discussion of important issues.



**FOUNDER'S BOARD**

Engage in peer learning discussions with your fellow InFlight founders, digging deep about the issues you're working through in a confidential, judgment-free environment



**CHAMPION MENTOR**

Monthly 1x1 meetings with an experienced mentor to help provide guidance, support, and inspiration whilst in the program.

Outside of regular programming, InFlight entrepreneurs also get access to other support resources, including, but not limited to:



**Discounts & Perks:** There's strength in numbers. Leverage the collective experience, strength and hope of your cohort members and program supporters.



**Advisor Network:** A network of more than 300 successful entrepreneurs and experts committed to sharing their experience and insights to help entrepreneurs succeed.



**Recognition and Promotion:** Program participants get to leverage the EC brand to open doors and utilize the EC's promotional channels to get seen.



**CoWork Membership:** Our InFlight entrepreneurs receive the benefits of our CoWork Membership, including sitting and standing desks, meeting rooms, phone booths, available 8am-5pm Monday through Friday.

**MEETING ROOMS** 1-hour meeting blocks with 7 room options. Make a booking from within your dashboard.

**MOBILE APP** Make room bookings and search the directory all from your phone.

**SLACK** Our virtual community of entrepreneurs, advisors, and business professionals on one intuitive forum.

# The InFlight Team

## Entrepreneurs-in-Residence

Our entrepreneurs-in-residence support cohorts throughout their time in the program with dedicated mentoring, introductions, and support from the perspective of someone who has “been there, done that.”



### **Beth Chase, Founder of c3/consulting**

Beth Chase is a serial entrepreneur, board director and community leader. She was the founder and CEO of c3/consulting, growing the firm to the largest in Middle Tennessee prior to merging with Ankura Consulting Group. Beth has collaborated with Fortune 500 and private equity teams in an array of industries including healthcare, financial services, supply chain/logistics, and technology.

### **Katherine McElroy, Partner at c3/consulting**

Katherine has spent her career in various executive roles growing start-ups. As a management consultant and operations leader, she was one of the original partners at c3/consulting. Before c3, she was CIO and on the leadership team that grew TCS Management Group to be the industry leader of workforce management software prior to its acquisition by Aspect Software.



### **Jeremy Raley, Program Director**

Program Director Jeremy Raley joined the Nashville Entrepreneur Center in 2015 and has helped hundreds of entrepreneurs access critical resources to help create, launch and grow businesses by overseeing the EC's high-touch programs.



## What's Next?

Applications for the 2023 cohort of InFlight are now open!

### Cohort 1

January 3 - August 22

### Cohort 2

August 29 - March 28th

1

**Submit your application to join InFlight 2023.**

Applications close on December 1, 2022.

2

**Get your questions answered by Jeremy.**

by emailing [jeremy.raley@ec.co](mailto:jeremy.raley@ec.co)

3

**Sign up for Good Company, the EC's newsletter.**

Stay in the know about what's going on at the Nashville Entrepreneur Center.

## About the EC

### The Nashville Entrepreneur Center

The Nashville Entrepreneur Center (EC) is a non-profit 501(c)(3) founded in 2010 by business leaders who wanted to support the next generation of entrepreneurs and to celebrate the spirit and tenacity of the entrepreneurial community. The EC serves as Nashville's center for entrepreneurship, supporting visionaries—from every background, in any industry, and at all phases—by connecting them to critical resources and championing their desire to change the world. Learn more about the EC by following us @entrecenter on LinkedIn, Facebook, Twitter, Instagram and at [www.EC.co](http://www.EC.co).

