

Transition GPS, Boots to Business, Entrepreneurial class, Delivered by the U.S. Small Business Administration (SBA)

The entrepreneurial workshop, Boots to Business, is the first of the three additional workshops that we, at Great Lakes, will offer through the Transition GPS program in accordance with the VOW act of 2011. An explanation of the workshop is below. To qualify to attend the workshop you must have first completed your Preseparation Counseling Worksheet DD-2648 with your career counselor, or if you have already attended the Transition GPS workshop and are still on active duty, you qualify to attend.

The Boots to Business workshops will be held in building 617, room 108; a schedule of classes can be found on our website at <http://go.usa.gov/bB89>. To enroll in the class submit a copy of your Preseparation Counseling Worksheet DD-2648 and the attached additional workshops registration form. The size of the class is limited, so register soon. For information contact Gerard Metoyer at the Fleet and Family Support Center at gerard.metoyer@navy.mil (847)688-3603 ext 127 or colleen.sineway@navy.mil (847)688-3603 ext 147.

About Boots to Business

Learn on Your Schedule

Boots to Business is a program offered by the Whitman School of Management at Syracuse University (SU) in cooperation with the U.S. Small Business Administration (SBA) and is operated by SU's Institute for Veterans and Military Families (IVMF). It is a three phase training program developed to introduce and train transitioning service members to business ownership. Boots to Business begins during the service members transition from the service (TAP or TAMP) and can continue if the service member decides to self select into phase II and III.

- **Phase I-** 12 minute video introducing military service members to business ownership as a "lifestyle" (offered in T-GPS)

<http://youtu.be/sZ-M5FS-cPw>

- **Phase II-** 2 day Session and "Introduction to Business Ownership" textbook " (T-GPS additional workshop)
- **Phase III-** Boots to Business 8 week online "mini" MBA

The Structure of Boots to Business

The program will offer training in the following:

- Core component parts required to develop a business or nonprofit organizational plan.
- The interrelationship/interdependency of marketing, accounting/finance, operations/production, and human resources required to formulate a business plan for

either a "for profit" business or a nonprofit organization.

- Introductory concepts in entrepreneurship will be covered, such as: idea creation, why the business plan matters, accounting for start-ups, securing financing, marketing on a shoestring budget, and more
- Develop and write an objective, cohesive, and integrated business or nonprofit plan.
- A number of analytical tools, methodologies, and frameworks useful in creating a great business plan.
- Presenting to prospective investors, lenders, or other financial backers of the proposed business or nonprofit organization.

The Background

Business ownership has been described as 'most democratic and freedom creating' of all vocations – and if that's the case, who better to pursue business ownership than the men and women who understand what it means to fight for freedom and democracy? In other words, who better to 'live' the American Dream of business ownership, than those who have defended that dream through military service?

Throughout history, business ownership has been a means through which military veterans have engaged the economic engine of their communities, and ultimately our nation. Consider that prior military service is one of the strongest predictors of who in this country is likely to start a business; while military veterans represent approximately 6% of the U.S. population, veterans account for almost 15% of all business owners. In 1985, the Mid-Atlantic Research Company conducted a survey on behalf of the Office of Veterans Affairs and U.S. Small Business Administration, demonstrating that historically 41.5% of those who served in the military have been self-employed, as compared to 24.5% of the non-veterans. Looking to prior, post-war periods it's clear that business ownership represented a compelling vocation for transitioning service members; nearly half (49.7%) of the World War II veterans went on to own or operate a business, as did 40% of the Korean War veterans. Today, the U.S. Small Business Administration estimates that 20% of veterans are actively pursuing business ownership.



The Operation Boots to Business: From Service to Startup entrepreneurship training program is provided through the coordinated efforts of the SBA and the following valued partners:

