



Accelerator Year at a Glance (YAG)



First Semester		Second Semester	
1 st Nine Weeks –		3 rd Nine Weeks –	
<u>Unit 1 – Company and Founder Goal Setting</u> <u>Unit 2 – Legal and Banking</u> <u>Unit 3 – Agile Sprint Planning</u> <u>Unit 3: FOCUS A - Customer Acquisition</u> <u>Sprint Planning Days</u> <u>Demo Days</u> <u>Mentor/Team Days</u> <u>Business Development</u>	1.1 Introduction to Summer Camp (1 day) 1.2 Creating Actionable Plans (1 day) 1.3 Time Management (1 day) 2.1 Legal Documents & Registration (1 day) 2.2 Banking (1 day) 3.1 Introduction to Course (1 day) 3.2 Agile Sprint Planning (4 days) 3.3 Launch Document (5 days) A.1 Securing Pilot Customers (2 days) A.2 Customer Buying Process (5 days) (3 days) (3 days) (3 days) (9 days)	<u>Unit 3: FOCUS B - Business Process</u> <u>Sprint Planning Days</u> <u>Demo Days</u> <u>Mentor/Team Days</u> <u>Business Development</u>	B.1 Maintaining Finances (2 days) B.2 Business Regulations (3 days) B.3 Operations & Creating SOPs (3 days) B.4 Technology Planning (2 days) B.5 Insurance (2 days) B.6 Staffing (3 days) B.7 Funding Review & Securing Additional Funds (3 days) (4 days) (3 days) (5 days) (15 days)
2 nd Nine Weeks –		4 th Nine Weeks –	
<u>Unit 3: FOCUS A - Customer Acquisition</u> <u>Sprint Planning Days</u> <u>Demo Days</u> <u>Mentor/Team Days</u> <u>Business Development</u>	A.2 Customer Buying Process (7 days) A.3 Marketing to Get Customers (5 days) A.4 Sales Framework (5 days) A.5 Growth Engine (2 days) A.6 Customer Service (2 days) (3 days) (3 days) (4 days) (12 days)	<u>Unit 3: FOCUS C - Solution Development and Legal</u> <u>Unit 4 – Investor Showcase</u> <u>Sprint Planning Days</u> <u>Demo Days</u> <u>Mentor/Team Days</u> <u>Business Development</u>	C.1 Solution Development (3 days) C.2 Minimum Feature Set (1 day) C.3 Legal Policies (4 days) C.4 Solution Iteration & Optimization (2 days) 4.1 Investor Showcase (9 days) 4.2 Graduation (5 days) (2 days) (2 days) (3 days) (14 days)