

# Frequently Asked Questions

## Am I a good candidate for the Emerging Contractors Program?

Candidates should meet the following requirements:

- You have been in business for at least two years.
- You generate a minimum of \$100,000 in gross revenues and have at least 1 employee.
- You are seeking to make a transition from becoming a “worker bee” to becoming the actual “CEO” of your business.
- You are willing to work **ON** your business, not just **IN** your business.
- You are “coachable” and have the willingness to receive constructive feedback.

## What can I expect from the group sessions?

Building your business requires emotional intelligence and business intelligence. Below is guidance on what these terms mean in the context of the leadership and direction that you provide for your business:

### Emotional Intelligence

- Pursuing goals and opportunities despite obstacles and setbacks (self-management).
- Handling conflict effectively (relationship management).
- Hearing what the other person is “really” saying (social “awareness”).
- Self-confidence and awareness of your emotional state.

### Business Intelligence

- Develop and implement systems to **sustain** success.
- Develop an actionable strategy to make a splash in your industry.
- Connect with the experts who will help you take your business to the next level.

## What important dates do I need to keep in mind?

Here are key dates for the 2023 Emerging Contractor Program:

- 2/23/2023: Registration closing date
- 3/9/2023: Emerging Contractor Program Begins
- 12/14/2023 Final training session and Graduation

### **How often will the cohort meet?**

The Emerging Contractor Cohort will meet the 2<sup>nd</sup> Tuesday of every month, from March 2023 through December 2023, from 8:30 AM to 3:30 PM CST (10 months, 10 Sessions).

Attending at least 80% of classes will be required in order to be eligible for the 1:1 counseling that follows the conclusion of the December 2023 session.

### **What additional time commitment is required?**

You will need to invest and dedicate a minimum of 8 hours each month in order to be a part of this program and reach your goals.

This time investment will allow you to fully digest the material presented to you during the sessions and successfully apply it to your business operations.

### **Is there additional training available beyond the Emerging Contractors Program?**

Emerging Contractor participants who meet the minimum attendance requirements are automatically eligible for the Mentor Protégé Program.

The Mentor Protégé Program is an intensive year long training opportunity for the business owner. It includes high touch 1:1 consulting from both Mentors and NBIC Consultants, along with access to the business development resources of the NBIC.