



# inVantage Ascend Accelerator 12 Month Program

## Overview

You have a vision for your business and your life. That vision deserves to be supported by the best growth acceleration tools available. You also need to be surrounded by other ambitious leaders you can learn with and learn from. Lastly, you need a Guide who has been where you are to help you master the tools, processes, and environment for you to accelerate your vision.

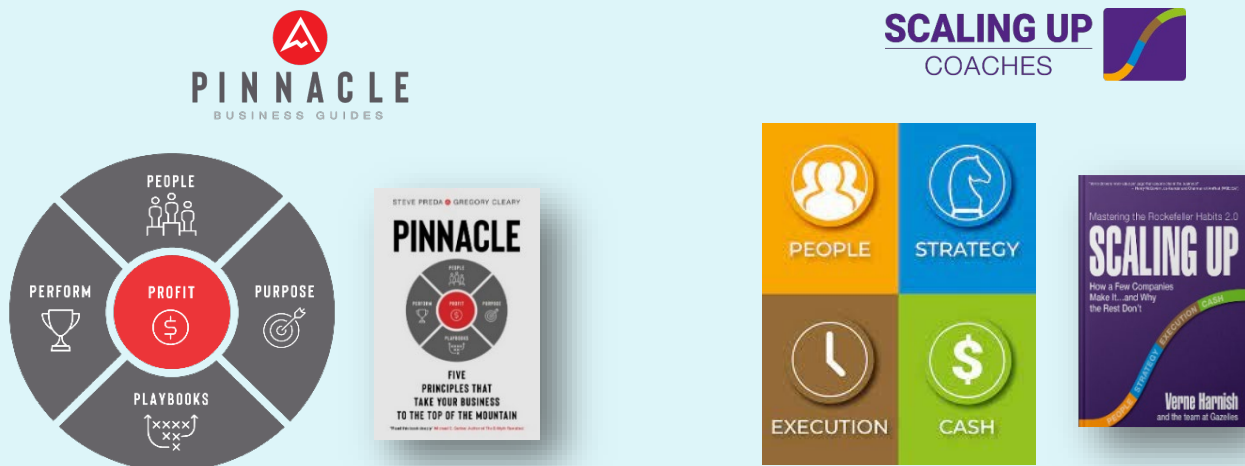
The inVantage Ascend Accelerator Program (IAAP) is designed for ambitious leaders to support and expedite the growth, development, and excellence of their small-yet-ascending entrepreneurial companies. We recognized there is a "sweet spot" for ascending businesses, that during the scaling process could benefit greatly by utilizing some fundamentals of a business operating system and tools but are not quite at the size or readiness for a full program.

This virtual program provides resources, mentorship, and structured sessions to help businesses scale rapidly and achieve specific milestones. The program is facilitated using a "spaced learning" approach to help you better retain and implement the information learned, while refining the use of it in your own business.

## The IAAP Model

### Tools

At inVantage, we leverage the tools and processes of top business operating systems. Only a handful of coaches around the world are actively certified in multiple systems. In this program, you have exclusive access. We have selected perfectly curated tools for you at this juncture of your business, making sure each session results in meaningful, practical and effective outcomes.





## Process and Cadence

This is a virtual cohort model with other business leaders (up to ten per group). More than one member of a company may join a cohort. Over the course of 12 months, you will master fundamental business operating tools that include: setting a compelling vision, key scaling concepts and tools, performance plans, sales execution fundamentals, and financial management practices, all helping you build a strong, financially healthy, and personally rewarding business. We follow a monthly session cadence:

- **Month 1:** Half day learning session – topics are themed around business operating system principles outlined below
- **Month 2:** Group implementation discussion and real time business issue processing

### Months 1-2: Who Are We and Where are We Going?

- Half day Learning Session:
  - Purpose
  - BHAG
  - Core Values
- 2 Hour Group Session:
  - Implementation Success
  - Issue Solving Group Session

### Months 7-8: Sales Targets and Performance

- Half day Learning Session:
  - The ideal client profile (ICP)
  - Sales Velocity - The key to measuring the sales process performance
- 2 Hour Group Session:
  - Implementation Success
  - Issue Solving Group Session

### Months 3-4: Organization Structure

- Half day Learning Session:
  - Accountability Chart (Right People/Right Seats)
  - Key Performance Indicators - for predictable success
- 2 Hour Group Session:
  - Implementation Success
  - Issue Solving Group Session

### Months 9-10: Healthy Business Financials

- Half day Learning Session:
  - Do you know your numbers? 20 key factors
  - Profit on purpose
- 2 Hour Group Session:
  - Implementation Success
  - Issue Solving Group Session

### Months 5-6: Business Playbooks

- Half day Learning Session:
  - Playbooks for scaling the business
  - Scorecard
  - Flywheel
- 2 Hour Group Session:
  - Implementation Success
  - Issue Solving Group Session

### Months 11-12: Mastery Capstone

- Two sessions – demonstrating mastery
  - Individual playbacks and group feedback
  - Next best steps for your business growth

## Membership Benefits

- Access to proprietary business operating system principles and tools
- One email/month with additional information about current content
- Recorded sessions for recall and AI generated notes
- Community & mastermind connection with other leaders all over the US
- Invitations to exclusive inVantage webinars
- Promotion and recognition in inVantage social media
- Access to the partner community and referrals