



FELLOWSHIP APPLICATION FAQ

WHAT DOES YOUR ENTRY FELLOWSHIP YEAR IN PIPELINE ENTAIL?

As an entrepreneur in the next Fellowship class, you will have enormous resources at your disposal—but it is up to you to maximize the opportunity and experience. You will, of course, attend four mandatory modules that combine work on your venture with peer mentoring and network building events. At the end of the year you will participate in what many say is “indescribable”—our annual entrepreneurial event called *The Innovators*, where a national panel of judges will watch you pitch; afterwards, you will celebrate your journey with 600 of your closest friends and experts! During the Fellowship year, there are also optional events beneficial to building your network, you will have access to experts and other entrepreneurs to address real time issues, and you will build a system of support to last a lifetime.

WHAT IS THE DIFFERENCE BETWEEN A PIPELINE FELLOW AND A PIPELINE MEMBER?

- **Pipeline Fellows.** Fellows are the current admitted class/cohort who are working together for their first experiential year of Pipeline.
- **Pipeline Member.** After successful completion of your Fellowship year, you are eligible to become a Pipeline Member. Our active members are some of the most engaged entrepreneurs in our region and utilize Pipeline, as well as give to it, as they continue to grow and mature as leaders.

ARE THERE ANY COSTS TO JOIN AS A FELLOW?

Pipeline is unique in that we do not take an equity stake in the companies of our entrepreneurs. That’s right! That’s unusual these days, but we believe in this model to attract entrepreneurs further along in their growth trajectory. The only cost associated with being in the Fellowship year is a modest travel and lodging surcharge of \$2,500.00. This fee covers your hotel and shuttle transportation for all four modules, including the flight to our destination/network building module (lucky you!). While our expense is certainly greater than \$2,500.00 per entrepreneur, we believe this fee shows good faith toward participating with all of our sponsors and donors to cover the considerable expense of logistics involved in our year of modules.

HOW DOES THE APPLICATION AND SELECTION PROCESS WORK FOR THE FELLOWSHIP PROGRAM?

Interested candidates should fill out and submit an online application found on the Apply page (you will be directed to the application portal). Applications will be screened, and selected semi final candidates will be invited to in-person interviews with a panel of judges. The selection will be narrowed down again and candidates will be chosen for a final round of interviews in front of a new panel of judges. Chosen applicants will be notified in December. Please mark these dates, as you will be unable to be considered if you do not attend your interviews in person. There are no exceptions to this requirement—as we have amassed tremendous resources to be in one place to help make



these selections. We cannot reschedule or do this over phone/Skype. That's how we roll!

SEMI FINALS | November 14/15 | Kansas City*

FINALS | December 5/6 | Kansas City*

**(Mark both days since you do not yet know which day you will be assigned.)*

WHAT IF I DOUBT I AM AT THE RIGHT STAGE IN MY BUSINESS TO BE IN THE PIPELINE PROGRAM (TOO EARLY/TOO ADVANCED)?

Pipeline prides itself on creating opportunity for entrepreneurs—even if not selected for the current class. We go the extra miles to ensure the judging/interviewing panels are comprised of investors, experts, and resources that allow applicants to make pivotal contacts, regardless of the outcome of the interview. We work very hard to connect each applicant to the right resource for growth, recommend investor groups (if appropriate), and add you to our networking events list (for our open events). This is a no-lose situation for entrepreneurs.

ARE YOU TARGETING ANY TYPE OF INDUSTRY (BIO, IT, ETC.)?

Currently, the lion's share of Pipeline entrepreneurs is leading technology and bioscience entrepreneurial ventures, with a wide variety of technology focus areas. Additionally, some of our entrepreneurs are leading consumer product companies. The common denominator is that each incoming Fellow is working to build a "high-growth" company. Our entrepreneurs aspire to build the next generation of companies that are leading the Midwest economy. If you are unsure if your company would be deemed a high-growth fit, please email our offices to inquire.

WHAT ARE MODULES AND WHERE ARE THEY?

Modules are three-day learning/networking events that have a tight focus on specific topics related to entrepreneurial success. Pipeline brings in the best national

leaders in technology, entrepreneurial education, venture investing, and company formation to work with you. We invite local experts to work side-by-side with our national network so you have a team working with you for the long term. These individuals have countless hours of experience counseling emerging and growing companies. There are four modules throughout the year located in the Midwest (and one destination module—2018 was in Calgary). They are generally held from Wednesday through Friday afternoon. You will know these dates before agreeing to participate.

WILL I HAVE TO TRAVEL FOR MODULES AND OTHER EVENTS?

Yes, you will be expected to travel in order to attend modules. Pipeline may make available trips to conferences and meetings inside and outside the Midwest that add value to your Fellowship.

WHAT ARE THE TIME REQUIREMENTS/ ATTENDANCE REQUIREMENTS?

As a Fellow in the Pipeline program, you will be expected to attend the "The Innovators" event as orientation into the program; attend four modules throughout the year; commit approximately five days of independent work to complete between modules; participate in group events with peers to support class dynamic and the program; and have regular communications with your advisors.

WILL I KNOW AHEAD OF TIME WHEN THE MODULES ARE SCHEDULED?

Yes. The module dates for the 2019 Fellowship will be updated here by September 1, 2018:



WHAT TYPE OF NETWORKING CAN I EXPECT IF IN THE CLASS?

Investors, experts, and entrepreneurs across the country take part in Pipeline programs both locally and at our national and international network building events. Numerous Pipeline Fellows have enjoyed exponential success from networking with individuals within the Midwest and around the country. The Pipeline advisors, also, can help entrepreneurs meet the right people to make their business flourish. Networking within one's Fellowship class can lead to tremendous business collaboration and opportunity.

HOW DO YOU SELECT MENTORS FOR THE PROGRAM?

Pipeline entrepreneurs (both Fellows and Members) cherish our network—which is full of both regional and national mentors and advisors renowned for industry expertise and global connections. We layer our mentor resources in the following fashion:

- **National/International Mentors:** Our national mentors are not assigned in a one-on-one fashion, but rather are available as needed to the ENTIRE Membership. Our national mentors have expertise in a variety of fields including scale, funding, life sciences, sales, media, etc. They are a very powerful group.
- **Network Mentors:** These mentors are assigned one-on-one to our Fellows during their class year to assist them in local connections, preparing for modules—and they often facilitate at modules. These network mentors often hail from our partner organizations, such as Wichita Technology Corp., Unnamed, ECJC, and the like. Their day-to-day expertise is business assistance and connecting entrepreneurs to other resources in the region.
- **Member Buddies:** To facilitate cross connections with the other Pipeline Members and to keep the “family tight” we pair each new Fellow with Member teams of “buddies” who are often the most treasured resource

for frank feedback and advice. This also allows our expanding membership the opportunity to really get to know each class, cheer them on, and also hold them accountable to the entire Fellowship. This is part of our Family Magic!

IS THERE PROGRAMMING AFTER THE INITIAL FELLOWSHIP YEAR?

Yes, and it's growing. Because Pipeline is over ten years old, we now have a large, established network of Pipeline Members.

We have worked with our own entrepreneurs to design professional development sessions for each module, where the long-term members join events while the Fellows simultaneously work on their sessions at modules. This also builds more close connections with our current class. Additionally, we have a committee of Pipeline Members who help keep communication active within the classes, as well as plan functions and events for the entire membership. The enhanced member programming is an essential part of our work.

DO YOU SUPPORT ENTREPRENEURS FROM CERTAIN REGIONS OR THE ENTIRE COUNTRY?

Pipeline expanded to a larger Midwest region, starting in 2012. We have partnered with individuals, foundations, and organizations in the Midwest who believe in our model and are actively engaged—helping the organization grow and make an impact. As such, we accept applicants who hail from our partner regional boundaries. Our region includes the state of Kansas, the state of Nebraska, and the Kansas City Metropolitan area (Kansas and Missouri sides of KC Metro), and the St. Louis Metropolitan area. 