



Mission Commitment and Participation

Mission Statement

In partnership with Southern Utah University, the Entrepreneur Leadership Council seeks the success of students by:

1. Educating and mentoring student entrepreneurs in gaining practical, real-world, business creation experience.
2. Modeling good character for student entrepreneurs.
3. Producing a significant, positive, and lasting impact on the economy of rural Utah and beyond.
4. Providing support and mentoring irrespective of funding and investment opportunity.

The Purposes and Aims of the ELC:

1. We strive to expand the Student's vision of what is possible through their association with ELC members and other business leaders, which our professional and personal networks may afford.
2. We will endeavor to help each student build their own network of support & personal resources.
3. We will create a trusting environment and network, between ELC members which will not only fun, but establish a high level of camaraderie. This includes an annual retreat for ELC member and their partners as well as other sponsored student events during the year. Some expenses will be covered by the ELC budget.
4. As appropriate, individual ELC members may selectively enable funding and investment opportunities for a number of worthy student business concepts or projects. But, ELC endowment and budget funds will NOT be used for funding purposes.
5. We will become advocates and support systems for SUU by our lobbying efforts as constituents, by inviting highly qualified individuals to attend SUU and by encouraging other seasoned professionals to join our ranks in the ELC.
6. We will build a widely recognized entrepreneurial program at the heart of SUU's School of Business which will enable future generations of SUU students to become successful entrepreneurs. These future "Entrepreneurial Alumni" will become the builders of enterprises that will produce a positive and significant impact to local, regional and global economies.

The Values and Roles of ELC Members:

- Educate students on what a lifetime of entrepreneurship can mean to their career and financial well-being. Emphasize opportunities for wealth creation and self-fulfillment.
- Encourage students, through example of ELC members, to embrace the opportunity to give back to the university and their communities.
- Assist in funding and fundraising, to build a financial endowment that will secure a permanent position of Director of Entrepreneurship in the School of Business and build reserves to support Scholarships for deserving young entrepreneurs.
- Focus on the program and student needs, not self-aggrandizing, self-promotion or becoming exclusively focused on the financial opportunities that may present themselves. Egos will be checked at the door.

The Commitment...

From time-to-time, each ELC member may be asked to support the following efforts:

Invitations to Future ELC Members:

- ELC members are called upon to introduce their personal networks to SUU and to the ELC. When appropriate, the ELC Board will selectively extend an invitation to a qualified individual or couple. Our immediate goal will be to establish a core group of approximately 15-20 well-vetted and qualified individuals who enthusiastically align with the guiding values and principles of the ELC and recognize the value of service. We will grow well beyond those numbers in the coming years, but not at the expense of losing our Student-First focus.
- Certain select ELC candidates, or even just associates of ELC members, may have the financial capability to make sizable donations to an endowment fund in support of scholarships and other student and Entrepreneur Center needs. ELC members commit to building of this endowment.

Regular Participation in Event and Council Meetings

- As members of the ELC it is important that we all make every effort to attend the annual Council Meeting and Summer Retreat and as many ELC sponsored events and competition as possible. There will typically be 1 council meeting each year and 3 to 5 ELC sponsored events. Of course, student mentoring or any other participation/activity you may select from year-to-year may require personal time on and off campus beyond these meetings and events.
- Donation and use of educational resources are encouraged as your circumstance may allow.
- Student trips to competitions and businesses tours may need logistical, financial or support as a chaperone.
- An invitation may be extended by a professor for an ELC member to teach or participate in the classroom from time-to-time.

Vision and Relationships

- Foster a trusting, fun and committed bond between all ELC members that will help all members maintain a high degree of camaraderie and enthusiasm for our values and vision. Also, cultivate a supportive and effective relationship with our counterparts in the Student Entrepreneur Club, the School of Business, the University Administration, SUU Alumni and with the surrounding communities.
- As appropriate, judiciously introduce students to possible sources of start-up capital.

ELC Participation Opportunities...

Annually, at each summer retreat, each ELC member will be asked to self-select at least one activity to support during the coming school year:

- For the coming school year, we ask you to indicate which of the following opportunities you would like to focus on:
 - Student Mentoring as assigned by ELC Board – (Formal Mentoring gives you first opportunity to invest)
New Members will receive training and guideline documents that will include the
 1. The Basics of ELC Mentoring in the development of creative ideas from core concepts to business start-up while managing limited resources
 2. How to guide students in the preparation of business plans using the Business Canvas method
 3. How to help students learn effective Presentation Skills
 - Provide at least **One** paid Internship in the next year to an SUU student (Min of 3 months)
 - Summer Internship or other employment opportunity
 - Financially sponsor **One** or more students on a trip to a regional or national competition
 - \$1,500 Minimum in addition to ELC dues. Chaperone if you would like to participate.
 - Provide at least **One** partial Business School or Entrepreneur scholarship for the upcoming school year.
 - \$1,500 Minimum in addition to ELC dues.
 - Become the Speaker Series Liaison
 - Work with Director's Office and ELC members in obtaining professionals for the Lecture Series for the coming school year.
 - Personal networks and those of the other ELC members and Faculty should be tapped.
 - Become the Mentoring Liaison
 - Work with the Directors office and the Entrepreneur in Residence to encourage and coordinate mentoring needs by ELC members.
 - Regular Follow-ups with ELC mentors to help and assess progress in preparation for upcoming events, competitions and opportunities
 - Become a Community Coordinator
 - Interface with the Community and Economic Development Office in support of common goals.
 - Invite business owners to campus to become familiar with the ELC efforts, events and support for the School of Business and for the Entrepreneurship program specifically.
 - Encourage Internships and job placement.
 - Become the Alumni Coordinator
 - Interface with Alumni House to help identify Alumni who have become successful entrepreneurs.
 - Make contact with select alumni as appropriate to begin a discussion about ELC membership.
 - Encourage general and financial support of the School of Business and of Entrepreneur Center.
 - Become the Lobbying Coordinator
 - Work with Student Intern to gather and update affinity information about each legislator.
 - Coordinate with SUU Lobbyist and Dean of the School of Business to design ELC lobbying effort.

- Evaluate and identify each ELC members (and their expanded networks) to determine who would be best suited to deliver a custom-crafted message about SUU to a specific legislator.
- Become the Summer Retreat Planner and Coordinator
 - Plan and execute all logistic for the ELC Summer retreat including scheduling, invitations, location, accommodations, entertainment, activities, business meeting time and venue and coordination with the Directors office
- Become the ELC Liaison to the SUU Student Entrepreneur Club
 - Work with Club President, the Faculty Advisor and the Director’s office to help plan and execute regular club meeting and activities.
 - The club should become the main drivers of the ELC’s Campus Outreach effort to attract non-business students into the Entrepreneurship program and acquaint Faculty with the resources available to them and their student.
 - Eventually, we see the Club deciding which student ideas will be qualified to participate in the 90 Second Business Pitch competition each year.
- As schedules permit, ELC members are encouraged to visit campus, attend classes or the weekly Speaker Series, do student mentoring, and contribute to students in whatever capacity the faculty needs.

An ELC officer will briefly review, discuss and confirm your selection with you before the school year begins.

Please be aware that the ELC Board consists of a Chair, up to 2 Vice Chairs and a Secretary. Some assignments will be assigned to Board Members only:

New Member Prospecting and Training Coordinator

- Once a prospect has been identified by an ELC member...
 - ~ Work with Sponsor on how to approach the Prospect. Collect information about interests.
 - ~ Coordinate prospect visit to an ELC event or SUU campus Tour.
 - ~ See that a packet of information for prospect is provided after the visit
 - ~ Manage communication between Sponsor and the Board to determine if an offer should be extended to this prospect. Upon ELC Board Approval - Work with Sponsor to extend the invitation to join the ELC.
- If the Prospect agrees – Schedule a Welcome and Training session:
 - ~ Walk the prospect through the Membership Agreement, Donation and Self-Selection process.
 - ~ Go over general questions and expectations as well as specific training on their self-selected focus for the year. Provide and review the documents in the New Member packet.
 - ~ Provide Zig Zag Principle book, Link to Business Canvas Instructions and other material.
 - ~ Make introductions to the ELC by e-mail, and in person at the next council meeting or event.

Fundraising Assistant to Chair for the ELC Endowment

- Work with Chair and SUU Development office in securing financial donations to the Endowment

FINANCIAL COMMITMENT:

- ELC Investment:** \$7,500 Initial Fee to become an ELC member
 \$2,500 Sustaining member (annual renewal each summer)

**APPLICATION FOR MEMBERSHIP
IN THE
SOUTHERN UTAH UNIVERSITY
ENTREPRENEUR LEADERSHIP COUNCIL**



NAME: _____ SPOUSE'S FIRST NAME: _____

MOBILE PHONE NUMBER: _____ SPOUSE'S MOBILE: _____

E-MAIL: _____ SPOUSE'S E-MAIL: _____

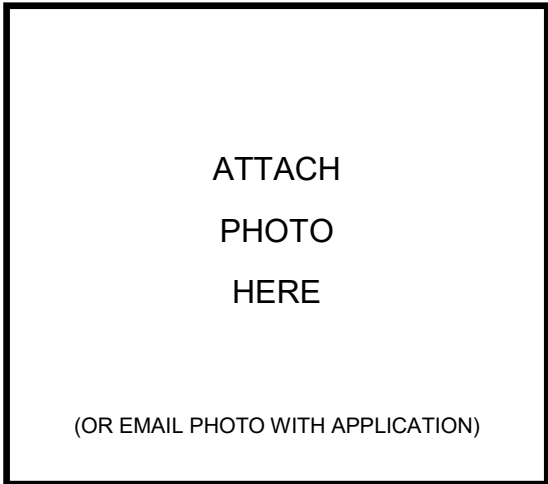
HOME ADDRESS: _____

_____ HOME PHONE: _____

WORK ADDRESS: _____

_____ WORK PHONE: _____

Please write (or provide) a short Bio for use by the ELC:



I agree to abide by the terms, principles and commitments contained in this 5 page membership Agreement:

Signature: _____ Date: _____

Print Name: _____ Print Sponsor's Name: _____

***** Please Return this Agreement & Application to the ELC Member who Extended This Invitation to You. *****

ACCEPTED BY: _____ DATE: _____ APPROVED BY: _____ DATE: _____