

*Leaders in business growth acceleration*

Scale Smarter™ Partners provides a growth catalyst for businesses with our proprietary, dynamic learning programs. Unlike other programs, Scale Smarter™ Partners provides both expert one-on-one advising and engaged peer learning. This highly individualized process focuses on your specific growth challenges and provides innovative and proven solutions. Participants leave with a targeted step by step action plan, and continued advisory relationships with the Scale Smarter Partners Team.

# SURGE AND GROW™

A flexible program designed to take founders and their teams from a founder mentality to sustainable growth. We work on your unique challenges in an innovative peer learning environment-not only do you receive one on one advice from experienced practitioners you also benefit from peer to peer learning from other executives.

The program culminates in the development of an *Action Plan* to help you SURGE through your unique challenges.

“ *In the two years after Surge and Grow, my business grew by 70%. I now have locations in San Fran, L.A. and London -- It worked it's Magic!* ”

NATASHA MILLER, CEO, ENTIRE PRODUCTIONS™  
Goldman Sachs 10,000 Small Business  
Inc. 5000 Fastest Growing Companies



## LOCATIONS & DATES

Southern California	April 8-10 2019
Salt Lake City	October 2019
Dallas	September 2019
Boston	April 2020

## WHO SHOULD ATTEND

CEO's and/or COO's, CFO's, Marketing and Sales Officers, Chief Technology Officers, and management team. SSP services developed for businesses with minimum revenue \$5M. Ideal for companies scaling and growing.

## FORMAT & SCHEDULE

A flexible six-week program designed around your unique challenges and schedule. **Online learning with traditional face to face workshops.**

- WEEK ONE Online: Moving from Founder to CEO
- WEEK TWO Online: Customer and Sales Strategy
- WEEK THREE 3 Day Face to Face Program offered at locations around the USA**
- WEEK FOUR Work on your *Action Plan*
- WEEK FIVE Online: One on One Consulting with your Advisory Team
- WEEK SIX Online: Small Groups present their *Action Plan*

**OTHER ONGOING SERVICES:** Webinars on growth topics for your team

## SURGE AND GROW PROGRAM COSTS

- Program Costs with Lodging: \$7,625 per person for materials, lodging and meals
- Program Costs for Commuter: \$7,000 per person for materials, and meals

“ *I liked the hybrid approach of Surge and Grow; online combined within person teaching was extraordinary and helpful. I have never experienced that approach before.* ”

AMY SHERWOOD, COO, IAPP  
*The World's largest global information & privacy community resource*

*For more information email [vivian@scalesmarterpartners.com](mailto:vivian@scalesmarterpartners.com)  
Questions? Please call 1-833-33-SCALE (1-833-337-2253)  
visit [www.scalesmarterpartners.com](http://www.scalesmarterpartners.com)*

Goldman Sachs 10KSB is a \$500M investment to help entrepreneurs create jobs and economic opportunity. Professor Fetters and Sassine collaborated on the curriculum design and implementation of this program-now in 30 US markets. Mike, Victoria, and Vivian work nationwide with 10KSB alumni, linking educational learning to action.

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US News and World Report has rated Babson College the number #1 school for entrepreneurship in the US for 21 consecutive years. Babson College's Professors Fetters and Sassine are proud to help small businesses scale worldwide.

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Victoria Sassine has worked in strategic financial and marketing executive positions in a variety of industries, including biotechnology (Biogen), consumer products (Phillip Morris, Kraft Foods) and petrochemical (Royal Dutch Shell). Victoria is a Faculty Director for Goldman Sachs 10,000 Small Businesses Program. She is a lecturer at Babson College in the Finance and Entrepreneurship Divisions.

Victoria earned an MBA from the University of Chicago, Booth School of Business and a Bachelor's of Science in Business Administration in Accounting. She is a CPA.



Michael L. Fetters, Professor of Accounting at Babson College was Babson College's first Provost and served as chairperson of the Accounting and Law Division. Currently, Dr. Fetters is a director on Babson's National Curriculum Design and Launch team for the Goldman Sachs 10,000 Small Businesses initiative.

Dr. Fetters holds a Ph.D. in Business and an MBA from the University of Wisconsin-Madison. He received his B.S. from Ohio State University and is a CPA.



LaRae Wright is a corporate executive turned entrepreneur where she applied her corporate experience and disciplines in building several successful businesses. She was instrumental in delivering Goldman Sachs 10,000 Small Businesses Program in Utah and in the national blended program, and is recognized as an expert on growing small business and an advocate for entrepreneurs.

LaRae earned her Bachelor's of Science degree in Finance and Economics from Brigham Young University.