



Accelerator Year at a Glance (YAG)



First Semester		Second Semester	
1st Nine Weeks – 42 days (August 16 th – October 13 th) (September 6 th – Labor day – No School) (October 11 th – Staff Development)		3rd Nine Weeks – 44 days (January 3 rd – March 4 th) (January 17 th – MLK – No School) (March 7 th – 11 th – Spring Break)	
<u>Unit 1 – Company and Founder Goal Setting</u>	1.1 Introduction to Summer Camp (1 day) 1.2 Creating Actionable Plans (1 day) 1.3 Time Management (1 day)	<u>Unit 3: FOCUS B - Business Process</u>	B.1 Maintaining Finances (2 days) B.2 Business Regulations (3 days) B.3 Operations & Creating SOPs (3 days) B.4 Technology Planning (2 days) B.5 Insurance (2 days) B.6 Staffing (3 days) B.7 Funding Review & Securing Additional Funds (3 days)
<u>Unit 2 – Legal and Banking</u>	2.1 Legal Documents & Registration (1 day) 2.2 Banking (1 day)	<u>Sprint Planning Days</u>	(4 days)
<u>Unit 3 – Agile Sprint Planning</u>	3.1 Introduction to Course (1 day) 3.2 Agile Sprint Planning (4 days) 3.3 Launch Document (5 days)	<u>Demo Days</u>	(3 days)
<u>Unit 3: FOCUS A - Customer Acquisition</u>	A.1 Securing Pilot Customers (2 days) A.2 Customer Buying Process (5 days)	<u>Mentor/Team Days</u>	(5 days)
<u>Sprint Planning Days</u>	(3 days)	<u>Business Development</u>	(15 days)
<u>Demo Days</u>	(3 days)		
<u>Mentor/Team Days</u>	(3 days)		
<u>Business Development</u>	(9 days)		
2nd Nine Weeks – 42 days (October 14 th – December 17 th) (November 22 nd – 26 th – Thanksgiving Break) (December 20 th – December 31 st – Holiday Break)		4th Nine Weeks – 51 days (March 14 th – May 25 th) (April 8 th – Battle of Flowers – No School) (April 15 th – Good Friday – No School)	
<u>Unit 3: FOCUS A - Customer Acquisition</u>	A.2 Customer Buying Process (7 days) A.3 Marketing to Get Customers (5 days) A.4 Sales Framework (5 days) A.5 Growth Engine (2 days) A.6 Customer Service (2 days)	<u>Unit 3: FOCUS C - Solution Development and Legal</u>	C.1 Solution Development (3 days) C.2 Minimum Feature Set (1 day) C.3 Legal Policies (4 days) C.4 Solution Iteration & Optimization (2 days)
<u>Sprint Planning Days</u>	(3 days)	<u>Unit 4 – Investor Showcase</u>	4.1 Investor Showcase (9 days) 4.2 Graduation (5 days)
<u>Demo Days</u>	(3 days)	<u>Sprint Planning Days</u>	(2 days)
<u>Mentor/Team Days</u>	(4 days)	<u>Demo Days</u>	(2 days)
<u>Business Development</u>	(12 days)	<u>Mentor/Team Days</u>	(3 days)
		<u>Business Development</u>	(14 days)