



## FELLOWSHIP APPLICATION FAQ

### HOW IS PIPELINE PROGRAMMING CHANGING DUE TO THE PANDEMIC?

We know the pandemic has created a very challenging time for many entrepreneurs. Pipeline is committed to providing the resources and support its 2022 Fellows will need to continue growing their businesses in these unique times. Pipeline has added optional resources and programming as we learn what our entrepreneurs will find beneficial. Most programming is currently virtual and will be until it is deemed safe to meet in person.

### WHAT DOES YOUR ENTRY FELLOWSHIP YEAR IN PIPELINE ENTAIL?

As an entrepreneur in our next Fellowship class you will have an enormous variety of 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 our annual entrepreneurial capstone event called The Innovators, where a national panel of judges will watch you pitch. Throughout the year there will be optional events beneficial to building your network, and you'll have access to experts and other entrepreneurs to address real-time issues. With Pipeline, you'll build a system of support to last a lifetime.

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

**Pipeline Fellows:** The current admitted class/cohort working together for their first experiential year of Pipeline.

**Pipeline Members:** 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 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 program offset fee. The 2022 Fellowship fee was slated to increase to \$5,000, but because of the unique situation and stress with growing companies during the pandemic, we will be keeping our fee for 2022 at \$2,500. If you have questions about this fee and how it can be paid, please contact [info@pipelineentrepreneurs.com](mailto:info@pipelineentrepreneurs.com).

### 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 interview 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. All interviews will be conducted virtually. Chosen applicants will be notified in December. Please mark these dates, as you will be unable to be considered if you do not attend (virtually) your interviews as scheduled.

#### PIPELINE FELLOWSHIP INTERVIEWS

DECEMBER 6-8, 2021

\*(MARK BOTH DAYS SINCE YOU DO NOT YET KNOW WHICH DAY YOU WILL BE ASSIGNED.)

#### PIPELINE PATHFINDER INTERVIEWS

DECEMBER 13-14, 2021

\*(MARK BOTH DAYS SINCE YOU DO NOT YET KNOW WHICH DAY YOU WILL BE ASSIGNED.)



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### 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 mile to ensure the judging/interviewing panels are composed 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. If you are not yet working in your business full-time and identify as a rural entrepreneur, women or person of color, you are eligible to apply for Pipeline's newest offering, the Pipeline Pathfinder Program.

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

Currently, the lion's share of Pipeline entrepreneurs are 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. 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?

Once it is safe again for individuals to be together, you will be expected to travel and attend in person. Until that time, we will hold them virtually. Please mark all 2022 modules with the ability to travel so that you will be able to adjust once travel and in-person safety allows.

### 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 advisers.

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

Yes. The module dates for the 2022 Fellowship are:

**PIPELINE: (8:00 a.m.-5:00 p.m.)**

**ORIENTATION: JANUARY 26, 2022**

**MODULE 1: FEBRUARY 16-18, 2022**

**MODULE 2: JUNE 1-3, 2022**

**MODULE 3: SEPTEMBER 7-9, 2022**

**MODULE 4: NOVEMBER 2-4, 2022**

**INNOVATORS AWARDS GALA: EITHER 4/29 OR 5/20**

**PIPELINE PATHFINDER: (4:30 p.m.-6:30 p.m.)**

**ORIENTATION: JANUARY 26, 2022**

**MODULE 1: FEBRUARY 23-25, 2022**

**MODULE 2: JUNE 8-10, 2022**

**MODULE 3: SEPTEMBER 14-16, 2022**

**MODULE 4: NOVEMBER 9-11, 2022**

**INNOVATORS AWARDS GALA: EITHER 4/29 OR 5/20**



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### WHAT TYPE OF NETWORKING CAN I EXPECT WHILE 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 advisers 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 advisers 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 them. These network mentors often hail from our partner organizations, such as Wichita Technology Corp., UNeMed, ECJC and the like. Their day-to-day expertise includes business assistance and connecting entrepreneurs to other resources in the region.

### WHAT IS PIPELINE DOING TO BE INCLUSIVE?

Pipeline recognizes that it is important to continually work toward inclusivity. We're talking to our Members, listening to our community and working in partnership with leaders in the space to recruit in more diverse communities and support entrepreneurs from all backgrounds through the interview process. Our interview judges will participate in implicit bias training prior to interviews. Pipeline staff has engaged in and hosted several different diversity, equity and inclusion trainings to learn more and plans to continue to evolve our program to be more inclusive.

### IS THERE PROGRAMMING AFTER THE INITIAL FELLOWSHIP YEAR?

Yes, and it's growing. Because Pipeline is more than 14 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, the Kansas City Metropolitan area (Kansas and Missouri sides of KC Metro) and St. Louis.