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What is FastTrac?

FastTrac is a suite of courses that provide hands-on, intensive instruction to help entrepreneurs hone the skills needed to start, manage and grow a successful business.

The City of New York has partnered with the Ewing Marion Kauffman Foundation and the Deluxe Corporation Foundation to provide two FastTrac courses to New Yorkers at no cost: FastTrac NewVenture and FastTrac GrowthVenture. These two FastTrac courses are part of FastTrac LaunchPad, an initiative to help individuals affected by current economic conditions build rewarding businesses.

What is FastTrac NewVenture?

FastTrac NewVenture is a course designed to help aspiring entrepreneurs evaluate and perfect their business concepts, including all steps necessary to launch.

FastTrac NewVenture includes:

- A 7-day intensive course (2 full days a week over 4 weeks)
- One-on-one assistance from experienced entrepreneurs who will help you review your ideas, assignments, and business plan

- Interactive presentations from successful entrepreneurs who can share their experience
- Wrap-up session to formally present your final business plan for feedback
- Connection to services that will help you start your business, including [NYC Business Express](#) and [NYC Business Solutions](#)

What will I accomplish by the end of FastTrac NewVenture?

By the end of the course, students will have vetted their business idea with experienced coaches and successful entrepreneurs, developed a strong business plan, and connected to services that will help them start their business, including NYC Business Solutions.

Who can apply for FastTrac NewVenture?

You are eligible for FastTrac NewVenture if you are a **New York City resident** with:

- A well thought out idea for a new business
- Two years of work experience
- Access to a computer to complete assignments
- Commitment to attend all sessions (approximately 50 classroom hours) and complete prep work

Do I have to be unemployed to take FastTrac NewVenture?

Applicants do not have to be unemployed to take FastTrac NewVenture. However, FastTrac NewVenture is designed to provide a “crash course” for starting a business to individuals that have a significant amount of time to dedicate to this endeavor. All FastTrac NewVenture courses require that students attend 7-full day classes over 4-weeks and complete extensive assignments outside the classroom between sessions.

What is FastTrac GrowthVenture?

FastTrac GrowthVenture is designed to help leaders of existing operating businesses review and reshape their business models to adapt to challenges they face in the current economic climate.

FastTrac GrowthVenture consists of:

- An 8-session classroom training held twice a week over 4 weeks (4-hours per session)
- One-on-one assistance from experienced entrepreneurs who will help you review your ideas, assignments, and business plan
- Interactive presentations from successful entrepreneurs who can share their experience
- Connection to services that will help you operate and expand your business, including [NYC Business Express](#) and [NYC Business Solutions](#)

Who can apply for FastTrac GrowthVenture?

You are eligible for FastTrac GrowthVenture if you are a New York City resident with:

- A business that has been in operation for one or more years
- A business that has achieved sales targets and has demonstrated market potential
- A well thought out argument for how FastTrac GrowthVenture will benefit your company
- Access to a computer to complete assignments
- Commitment to attend all sessions (approximately 30 classroom hours) and complete prep work

Can more than one person from the same business apply to FastTrac GrowthVenture?

Given the volume of applications and limited number of seats, only one person per business can apply and be accepted to FastTrac GrowthVenture. If there is more than one business owner/partner, only one person should apply.

Must my business be incorporated or registered as a DBA in order to take FastTrac GrowthVenture?

It is not required to have an incorporated or DBA registered business to take the course.

What will I accomplish by the end of FastTrac GrowthVenture?

By the end of the course, students will have updated your business plan for strategic growth, and connected to services that will help them start their business, including NYC Business Solutions.

When are FastTrac courses offered?

Both FastTrac NewVenture and FastTrac GrowthVenture are offered by the Department of Small Business Services on a monthly basis.

How do I apply for FastTrac courses?

Learn more about FastTrac and apply at the [NYC Business Solutions Course Catalog](#), where you will also find the schedule of upcoming course dates.

Who teaches FastTrac courses?

FastTrac courses are taught by course facilitators and business coaches who are experienced entrepreneurs in various business fields.

How are FastTrac courses structured?

Each session, the course facilitator presents a lesson to the class, followed by breakout work groups with business coaches, during which students perform in-class brainstorming exercises and review assignments and business plans.

Also, guest speakers make presentations to students throughout the course to offer insight into a particular aspect of starting or managing a business.

What is the class size for FastTrac courses?

Each FastTrac course includes 25 to 30 participants.

How much do FastTrac courses cost?

FastTrac courses for entrepreneurs are being offered by the City of New York and the Kauffman Foundation at **no cost**.

What is the acceptance process for FastTrac courses?

Applications are accepted on a rolling basis. Given the volume of applications and limited number of seats, applicants are encouraged to apply early. Admittance to FastTrac courses is determined as follows:

1. Applicants must meet the eligibility criteria for the course.
2. For **FastTrac NewVenture**, applicants will be rated based on the one business concept they propose. It is important that applicants submit thorough descriptions and responses to questions in order to strengthen their applications and improve their chance of acceptance.
For **FastTrac GrowthVenture**, applicants will be rated based on their stated business needs. It is important that applicants submit thorough descriptions and responses to questions in order to strengthen their applications and improve their chance of acceptance.
3. For **FastTrac GrowthVenture**, applicants will also be rated based on phone interviews. The interviews provide applicants an opportunity to expand on any responses in the online application.
4. Students will be notified of their acceptance **no later than one week** before the course start date.

Where are FastTrac courses held?

All courses are held at The Levin Institute on 116E 55th Street (between Lexington and Park Avenues) in Manhattan, unless otherwise stated.

If I am not a New York City resident, but I have worked and paid taxes in New York City and plan to open my start-up in New York City, am I eligible to take a FastTrac course?

We require that participants reside in New York City as part of the eligibility criteria for both FastTrac NewVenture and FastTrac GrowthVenture. We will notify the public if we are able to make FastTrac courses available to individuals that have worked and paid taxes in New York City and intend to start their businesses in the City at a later date.

When can I find out the official course schedule for each course?

The course schedules for upcoming FastTrac NewVenture and FastTrac GrowthVenture courses are released on a rolling basis in the [Course Catalog](#). Courses are offered on a monthly basis. New course schedules and applications are made available once the current application is closed. Please check back after the deadline for upcoming course dates.

May I register for a course if I will not be able to attend all sessions?

It is required that students attend all course sessions in order to graduate and benefit fully from FastTrac. All admitted students are required to sign a commitment letter confirming that they are available and will attend all sessions of the course.

How many hours of outside work will I be expected to complete?

FastTrac NewVenture and FastTrac GrowthVenture require students to work on their business plans and conduct research outside of class. Outside coursework will require a minimum of 10 to 15 hours per week for the duration of the course.

Will I be able to access help for starting, operating or expanding my business after the course is over?

Yes, you will have access to resources after the course is over. During your FastTrac course, you will be directed to available tools, resources, and services to help you start, operate or expand your business following the completion of the course. FastTrac facilitators will provide detailed instructions on how to use these resources and when to access them. These services include [NYC Business Express](#) to learn about the licenses and permits required for your business and [NYC Business Solutions](#) to get loan facilitation, legal and hiring assistance.

How much will I be expected to participate in class discussions?

Your participation in class discussions is strongly encouraged and will help you benefit fully from FastTrac. Work groups with business coaches and other students are only as useful as students make them through their engagement in discussions and brainstorming exercises. We think that each student can offer a new perspective and improve the course by contributing. Also, we encourage equal participation from all students and work to prevent course discussions that are dominated by a few individuals.

How do I stay connected with my classmates and facilitators after the course is over?

FastTrac is a great way to network and stay connected with entrepreneurs like you. You are encouraged to join the FastTrac Linked-In group online. At the end of the FastTrac program, you will gain access to the FastTrac Alumni Sharepoint portal, where you can stay connected, share information, access contact information and interact with your peers and facilitators.