



## FAQs

**Q: Do I have to live or go to school in Arlington to participate in the Young Entrepreneurs Academy?**

**A:** No, students from across the Washington metro area are welcome to apply. In fact, many of our previous graduates resided outside of Arlington. However, students do have to be able to arrive at Marymount University by 4:00 p.m. on Wednesdays.

**Q: What is the cost of the YEA! program?**

**A:** Tuition for the program is \$495 and includes all class materials and fieldtrip transportation. For information about scholarships, please contact YEA! Program Manager, Alex Held at [aheld@arlingtonchamber.org](mailto:aheld@arlingtonchamber.org).

**Q: How much time is required outside of class?**

**A:** Students will receive a takeaway each week. Takeaways could include idea brainstorming or research, completing a worksheet, or drafting a section of their business plan. It is recommended that the student set aside time each day, every other day, or over the weekend to complete the takeaway. Classes are held on Wednesdays from 4:00 p.m. to 7:00 p.m. Occasionally, there will be weeks in which an additional class will be held. View the [2016-2017 schedule](#) for a full list of dates.

**Q: What is your absence policy?**

**A:** Because students are launching a business in just under 30 weeks, each class and event is imperative to their progress. We expect students to attend each class, arrive on time, and be prepared. We don't accept any unscheduled absences, so it's important that you and your student review the [YEA! schedule](#), which includes each class, date, and time. We do understand emergencies happen, so if your student does miss class, please let us know as soon as possible so we can share the work that needs to be made up to ensure your student is caught up.

**Q: Do applicants have to have a business idea in advance to get accepted?**

**A:** Absolutely not. Some students begin the program with an idea; however, it is not a requirement. The key things we look for in the application process are whether the student is reliable, committed, and shows a strong desire to start a business. The first seven weeks of the program are strictly devoted to brainstorming a business idea. We help the student see if a business idea exists out of their hobbies, and help them find problems in their everyday lives that through entrepreneurship can be solved.

**Q: What level of parent support is expected or encouraged?**

**A:** YEA! students are often independent and go-getters, meaning, they will not ask for help when help is needed. The level of expected parent support varies based on the student, but we encourage as much support as possible outside the classroom – whether that is asking how the class is going, conducting a mini brainstorming session as a family, reading over and editing a draft of the business plan, or helping make calls to manufacturers. The Program Manager sends important weekly e-mails to students and parents, outlining class details, takeaways, and deadlines. It is extremely important that you and your student read these e-mail reminders together.

**Q: Are students able to partner in the class or ask others to partner?**

**A:** Students are able to partner in the Academy, or they can go at it alone. Students can have partnerships of two, three, or up to four students. Oftentimes, during the idea brainstorming phase of the class, students may discover their strengths and what they do very well, but also their weaknesses and what they need help with. We help the students see the skills in other students who can fill a particular role in their business. Starting a business can be hard and a lot of work! Welcoming partners with complementary skills can be the key to success.