



## National Mentor & Education Program

AT&T Supplier Diversity proudly sponsors the [Business Growth Acceleration Program](#), a diversity initiative to support diverse-owned businesses with their growth plan and capacity building execution. This educational program mentors a select group of business leaders and engages them with experienced leaders and mentor sessions throughout the program. The 2022 BGAP session will focus on capacity building concepts with a concentration on the human capital and talent management aspects of growth. This focus allows participating businesses to focus on scalability to meet the demands of larger corporations.

### **Program Leaders, Instructors and Mentors:**

The core BGAP™ Delivery team led by Program Developer and Director, Dina Finta, includes business growth and strategy experts Christy Taylor and Rob Lippincott, financial growth expert Sangita Patel, and other guest speakers who are selected to participate based on pertinent business trends.

For questions about the Business Growth Acceleration program, please contact Dina Finta, Program Director at ThrivePoint Programs.

**Thrivepoint Contact: Dina Finta**  
**Contact Number: 206-717-4224**  
**E-Mail Address: [Dina@ThrivePointPrograms.com](mailto:Dina@ThrivePointPrograms.com)**

**AT&T Contact: Vanessa Sood**  
**Contact Number: 510-387-2804**  
**E-Mail Address: [vp5121@att.com](mailto:vp5121@att.com)**

**\*Participation in the Business Growth Acceleration Program does not guarantee or imply future AT&T Contracts**



**Program Schedule:**

Selected applicants are required to follow a planned schedule. All sessions for the 2022 class are to be held virtually along with mentor sessions and self-work. Kickoff for the BGAP program will begin on January 18, 2022 and end on May 03, 2022

The core of the program content is delivered in ten workshops spread over the duration of the program. Each participant is expected to **participate in every workshop**. The workshops are conducted via Microsoft Teams. Five scheduled mentor sessions are scheduled individually with an assigned mentor. The program will culminate with a final presentation of business plans to mentors and an AT&T panel.

**Business Growth Acceleration Program Agenda**

**All virtual sessions are scheduled on assigned Tuesdays from 12:30 – 2:00 PM PST.**

Workshop	Date	Topic
<b>Phase I: Business Assessment and Opportunity</b>		
1	January 18	Strategic Growth Planning
2	January 25	Re-envisioning Strategy
3	February 15	Building Partnerships, Key Strategic Relationships and Alliances
4	February 22	Customer Evaluation and Working with Corporations
<b>Phase II: People – Growth, Engagement and Development</b>		
5	March 15	Leadership, Board and Employee Development
6	March 22	Diversity, Hiring and Retention
7	March 29	Messaging and Sales
<b>Phase III: Finance</b>		
8	April 19	Forecasting and Budgeting
9	April 26	Financial Impact of Growth and Funding
<b>Phase IV: Final Growth Plans and Presentations</b>		
10	May 3	Growth Plans and Effective Presentations

*\*Dates are subject to change*

**All interested participants for the 2022 BGAP program are to submit a supplier profile at [www.attsuppliers.com](http://www.attsuppliers.com) and send an email to [attsupplierdiversity@att.com](mailto:attsupplierdiversity@att.com) with a capability statement and diversity certification by **Friday, October 29<sup>th</sup>**.**