

SERVICES: ADVISING FOUNDERS AND VENTURE TEAMS

Inspire Trade Center, LLC

*Where ideas come together and take shape*



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# SERVICES: ADVISING FOUNDERS AND VENTURE TEAMS

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Dr. Kim Hyde, Founder, Entrepreneur

My activity around new ventures led me to establish Inspire Trading Center. I saw the evidence of growing interest in my network of friends and relatives where I became the “go-to” person when a connection had an idea for a new business. The ideas came in as varied as the people who wanted to launch their own income activity. I acted as a sounding board, at times pointing out flawed concepts. In many cases an idea such as a hair salon services was thoroughly tested. I learned to recommend two or three steps initial steps for the founder to take. If they succeeded with those steps, I knew they were serious.

Inspire Trading Center provides advisory services for founders and start-up teams. Our framework over time has focused on developing concepts, researching trends that may offer substantial potential, building resources to support founders, and offering services that engage available capabilities.

### Concept Development

- Conceptualize business models. Create business models with emphasis on micro ventures, availability of funding sources, and financial returns. Example: Mini-tradeshows
- New business viability research and validation. Research, conduct due diligence, and screen business concepts. For selected concepts, perform preliminary groundwork and prepare business plans

### Trend Research and Venture Validation

- Manage research and development projects. Prepare founders to launch ventures.
- Follow trends. Identify emerging trends and game-changing innovations by following media sources, bloggers, and industry influencers. Assess prospects for business viability and advise on access to funding
- Network in venture community. Participate in many Small Business Administration (SBA) workshops and industry meetings such as a Lendt Fintech event, National Incubator



Association Conference and IBM's Big Data Reveal. Collect information on emerging innovations

### Resources for Founders

- Offer venture support services. Includes business planning, access to resources, and related services.
- Focus on start-up processes. Advise prospective founders regarding legal/business structure and setup matters. Identify resources, financing options, and commitments to begin business formation
- A proposed training center for entrepreneurs on topics related to business startups. Training would be provided by professionals in venture-related subjects including finance, marketing, teambuilding, and leadership

A multi-purpose event space venture, which required negotiation with space providers, costing equipment and furnishings, planning space layouts, assessing interests of audiences, preparing pricing schedules, projecting revenue and costs, and examining financing options

### Engagement for Services

- Promoted and managed events. Promoted several concerts by bands, singers, and performing artists including publicity and advertising.
- Provided venue arrangements, organizing, and day-of coordination



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