

**Each meeting will include 30 minutes of content and 30 minutes of group sharing and accountability to ensure everyone is on track to achieve their goals.*

Wednesday, October 10th 2018

Topic: Getting Sales Leads on LinkedIn

In this meeting, I will show you how to sort the LinkedIn database to find your target market using LinkedIn Sales Navigator. Whether you're trying to find decision makers that work at a specific company or you want to build a list of targeted contacts, I will show you how to do it!

Q4 - 90 Day Goals: In the second half of the meeting we will share wins from the previous 90 days and their goals for the next 90 days along with specific challenges to overcome and help needed from the group in Q4.

Wednesday, October 24th 2018

Topic: Side Hustle Accelerator Case Study on Crowdfunding

Speaker: Accelerator member Brian Olivier (USNA '02) will share lessons from a recent crowdfunding campaign. Brian is the Founder of Gluconfidence, a company that enables people with diabetes to pursue an active, healthy and fulfilling lifestyle. In 2005, while serving in the United States Navy as a Helicopter Pilot, Brian was diagnosed with Type 1 Diabetes and told he could no longer serve as a Pilot in the U.S. Navy. After living with Type 1 Diabetes for over 13 years and seeing the need for a concentrated, convenient source of Glucose he created Gluconfidence.

Wednesday, November 7th 2018

Topic: Creating a One-Page Strategic Plan

Speaker: Founder & CEO Accelerator Coach Bill Watkins will share the One Page Strategic Plan framework to help you align your business goals and strategy. Bill Watkins graduated from West Point in '77 and is the co-founder of [The Lion's Pride](#), a coaching program that helps entrepreneurs grow their businesses without losing sight of what's most important to them. Bill is a decorated Army officer, world class athlete, corporate executive, and entrepreneur who built an 8-figure business out of his garage.

Tuesday, November 20th

Topic: Starting an Online Skincare Company

Speaker: Nick Karnaze (USNA '04) is the Founder of [Stubble & Stache](#), an online retailer of men's grooming products. From hydrating your handsome face to reducing beard itch, their award-winning skincare products answer your grooming needs regardless of facial hair length, complexion or skin type.

Prior to starting Stubble & Stache, Nick served over seven years as an officer in the United States Marine Corps. First as an intelligence officer, then in 2007 joining the Corps' newly formed elite special operations unit: MARSOC aka the Marine Raiders. He was a member of the 2nd Raider Battalion until leaving the Marine Corps in late 2011.

Wednesday, December 5th, 2018

Topic: From Side Hustle to Multi-Million Dollar Business

Speaker: Paul Saunders (USNA '01) is the Founder of [eLuxury.com](#), a United States Veteran Owned and Operated company operating out of Evansville, Indiana. Countless hours of hard work and determination, as well as a little luck, have helped eLuxury.com to become one of the internet's most trusted and successful specialty linen and home product providers. In 2016, eLuxury was ranked as the #4 fastest growing company in the U.S according to the Inc 5000 rankings.

Wednesday, December 19th 2018

Topic: Setting up a CRM System for your Business

Speaker: Ed Marsh is a former Army officer and Founder of Consilium Business Partners and EdMarshSpeaks.com. He is also an expert on the Hubspot platform. In this meeting, he will show us how to set up a CRM for your business to capture more leads and close more sales.