NAME

All roads lead to entrepreneurial opportunities

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DESCRIPTION

A roadmap of tools, stories, and projects for connecting the disconnected to entrepreneurial opportunities.
<table>
<thead>
<tr>
<th>Deliverable Name: ROADMAP: DISCONNECTED TO CONNECTED</th>
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<tbody>
<tr>
<td><strong>Description</strong></td>
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what are you delivering today?
Outline of full roadmap contents (map + “travel guide” framework)

| **Application** |
how does it work? how will it be used?
An ecosystem builder can use the roadmap + higher level framework to plan and guide their efforts to engage disconnected communities

| **Impact** |
how will it help ecosystem builders? what systemic issues will it address?
Gives them a place to start, a guide when entering uncharted waters to create a radically inclusive ecosystem

| **Team Members** |
Who is working on this? include contact info and any future plans or commitments
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| **Partners & Resources** |
what partners and resources should be engaged going forward?
* Representatives from disconnected groups and institutions (educational, industry, govt, social service orgs)

| **Next Steps** |
what should happen next? where would you like to see this go in future iterations?
- Write the framework with focus group input
- Develop “final” materials
- Pilot use + evaluate
- Scale!

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**ROADMAP: DISCONNECTED TO CONNECTED**

**IDENTIFY DISCONNECTED**

**MANAGE A MENTORSHIP**
ROADMAP: DISCONNECTED TO CONNECTED

1. DISCONNECTED
   - Engage Community Leaders
   - Engage Institutions
   - Identify Disconnected Community
   - Identify Pain Points
   - Identify Existing Resources

2. CONNECTED
   - Develop Plan of Action
   - Evaluate and Modify
   - Execute and Monitor
   - Pilot Plan of Action
   - Tell Directly Relevant Stories
   - Cross-Share Resources
   - Develop Language of Inclusion

3. Scale
   - Develop "fit"
   - Pilot use and evaluate
   - Scale!
Models & Mentors who look like me
Need to move from a pipeline mentality to robust pathways
Don't start early enough to unlock talent
Bridge divide by business education (Entrepreneurs?)
First wave... still at early market fit in startup process of ecosystem
Disconnected. Outreach is greeted with skepticism. I need a better approach
Big Picture: whole community while easy
Culturally aligned models & approaches
Using stories to lead by example
It's not too late for single moms to succeed
Lack of persistence "giving up" not aware future part of process
Lack of sense of belonging & growth mindset
Fostering youth potential
Entrepreneurial education
More resources focus a 2nd stage business development
Ability to speak the same language (literally or figuratively)
Language barriers - rural community "simplify" "jargon"
Failure is a badge of shame
The outside savior perception as a hurdle
Not trusting the system
Lack of mentors
Access hours don't work
- Community
- Welcome everyone
- Meeting people where they are...
- Don't limit yourself to kind people
- Financial Literacy
- E-ship
- Gigaconomy
- Virtual Mentors
- Everyone can Land/Create Value
- "How to be a mentor" Playbook
- New Inclusive Language
- Seek first to understand, then to be understood
- Introducing ideas among young ages
- Personal Story of Career Pivot
- Can speak to both technical and business people
- Identify/Recruit Cross-over Mentors
- Manage statewide mentor network
- Pilot New Strategic Resource + Curriculum + Evaluate/Measure