



**TUCK  
EXECUTIVE EDUCATION  
AT DARTMOUTH**



# TUCK ADVANCING ENTREPRENEURSHIP PROGRAMS FUNDING GUIDE

Thank you for your interest in the Tuck Advancing Entrepreneurship Programs!

Tuck underwrites 50% of the cost of attendance for each participant. Some participants seek additional funding to cover the remaining program fees. This guide is designed to support your search for a scholarship or corporate sponsorship. It is not comprehensive and you should contact potential funding sources directly for more details, as some of this information may have changed since publication.

We wish you success in your pursuit of funding!

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# Scholarship Opportunities

The following organizations offer scholarships which can be used towards the cost of attending Tuck Advancing Entrepreneurship Programs. Unless otherwise noted, these scholarships are not administered by Tuck, and so information may be outdated. Any questions about these scholarships should be directed to the administering organizations.

Organization	Scholarship	Amount	Open Period	Criteria
Communities Foundation of Texas	<a href="#">Bank of America Small &amp; Diverse Business Education Fund</a>  Contact: Katie Kuehl <a href="mailto:kkuehl@cftexas.org">kkuehl@cftexas.org</a>	\$10,000	August-October	<ul style="list-style-type: none"> <li>• Certified small or diverse business</li> <li>• Annual sales between \$500,000 and \$50M</li> <li>• At least 3 full-time employees</li> <li>• At least 3 years of experience developing and running company</li> </ul>
Scholarship America	<a href="#">The Bank of America Diverse Business Scholarship Program</a>  Contact: Deidra Willson <a href="mailto:bofabusiness@scholarshipamerica.org">bofabusiness@scholarshipamerica.org</a>	\$10,000	April-May	<ul style="list-style-type: none"> <li>• Certified small or diverse business</li> <li>• Annual sales between \$500,000 and \$50M</li> <li>• At least 3 full-time employees</li> <li>• At least 3 years of experience developing and running company</li> </ul>
WBENC	<a href="#">Dorothy B. Brothers Scholarship</a>  Contact: <a href="mailto:DBB@wbenc.org">DBB@wbenc.org</a>	Up to \$11,000		<ul style="list-style-type: none"> <li>• WBE certified</li> <li>• Owner of company</li> <li>• At least 3 years of experience running company</li> <li>• At least 3 employees</li> <li>• Between \$500,000 and \$50M annual sales</li> <li>• Preference given to WBEs who have not recently attended an executive management program</li> </ul>

HSDA	<a href="#">HSDA Scholarships</a>  Contact: Andrea Reubel <a href="mailto:secretary@hsdafordiversity.org">secretary@hsdafordiversity.org</a>	Up to 50% of program fee		<ul style="list-style-type: none"> <li>• HSDA members</li> <li>• Contact HSDA directly to discuss funding availability</li> </ul>
MSDUK	<a href="#">MSDUK Innovation Challenge</a>  Contact: Ervin Picari <a href="mailto:ervin@msduk.org.uk">ervin@msduk.org.uk</a>  Priya Arora <a href="mailto:priya@msduk.org.uk">priya@msduk.org.uk</a>	\$10,000	April-May	<ul style="list-style-type: none"> <li>• MBE</li> <li>• UK citizen or Tier 1 visa holder</li> <li>• 4 categories for submission: Disruptive Businesses, Sustainable Futures, Tech for Good, Innovation Wildcard</li> <li>• 3 scholarships awarded</li> </ul>

# Securing Corporate Sponsorships

The majority of our participants find funding for part or all of their program fees through leveraging their professional networks to gain corporate sponsors. The following section provides resources to help diverse business owners and executives secure sponsorship.

## Who to Approach?

Past participants have found funding from a variety of sources who are invested in the success of their businesses, including:

- Certifying organizations (e.g. NMSDC, WBENC, NGLCC)
- Local and regional business groups and chambers of commerce
- Corporations that the participant's company supplies
- Corporations with a special interest in the participant's city or region
- Mentors, community members, and others in the participant's network

## Benefits to the Sponsor:

By supporting a participant's attendance at a Tuck Advancing Entrepreneurship Program, sponsors do not invest in the participant's growth alone. In fact, sponsorship provides many benefits to the sponsor:

- A strengthened supply chain, which is vital in the increasingly globalized market
- The opportunity to nurture relationships with suppliers
- A visible demonstration of the sponsor's commitment to support local businesses
- Collaboration with the Tuck School of Business at Dartmouth

## Why Tuck?

When requesting sponsorship, it may be helpful to explain why you want to attend a Tuck Advancing Entrepreneurship Program. Some key features of our programs include:

- With more than 45 years' of history, Tuck's is the oldest academic program in the country designed specifically for underrepresented and small business owners and executives. Our decades of experience and alumni network of more than 9,000 participants add value that extends beyond the classroom.
- All Tuck Advancing Entrepreneurship classes are taught by Tuck faculty, which gives participants direct access to some of the leading thinkers in the business world. Many of our faculty meet one-on-one with participants and offer advice tailored to their businesses.

- Your cohort will feature executives from dozens of industries throughout the nation and the world, creating a close-knit network that positions you to take advantage of a broader range of opportunities.

You may also find it helpful to reference the participant success stories published on our [website](#). These stories offer specific evidence of the return on investment enjoyed by participants, their companies, and their sponsoring organizations.

# Sponsorship Request Template

To further facilitate your pursuit of sponsorship, the following letter provides a basic template with a suggested structure for requesting support from a potential sponsor. Feel free to personalize this letter or write your own.

Dear NAME,

I hope this email finds you well! I am writing to let you know that I hope to attend PROGRAM NAME, a week-long certificate course at the Tuck School of Business at Dartmouth that focuses on helping business owners like me build, prosper, and grow to scale.

I want to attend the program because ANSWER HERE, and I am most excited about ANSWER HERE.

Now, I need your support to help me get there. Half of the cost of the program is underwritten by Tuck, and the remaining participant fee of \$7,000 covers the balance of tuition, materials, accommodations, and some meals. I am writing to ask you to sponsor some or all of my participant fee in a show of your goodwill and faith in my business. I would, of course, happily cover all of my own travel expenses.

In addition to being a transformative program for business owners, this program is also a high-impact, low-investment opportunity for sponsors to do good. After the program, many graduating participants mentor struggling entrepreneurs in their communities and encourage young people to consider entrepreneurship as a career path. Additionally, graduates of this program become better and more efficient suppliers. By investing in my participation at Tuck, you also invest in the strength of your supply chain.

Thank you for your consideration,

NAME