



# EO P EAK

**P**erformance  
**E**xcellence  
**A**ccountability  
**K**nowledge

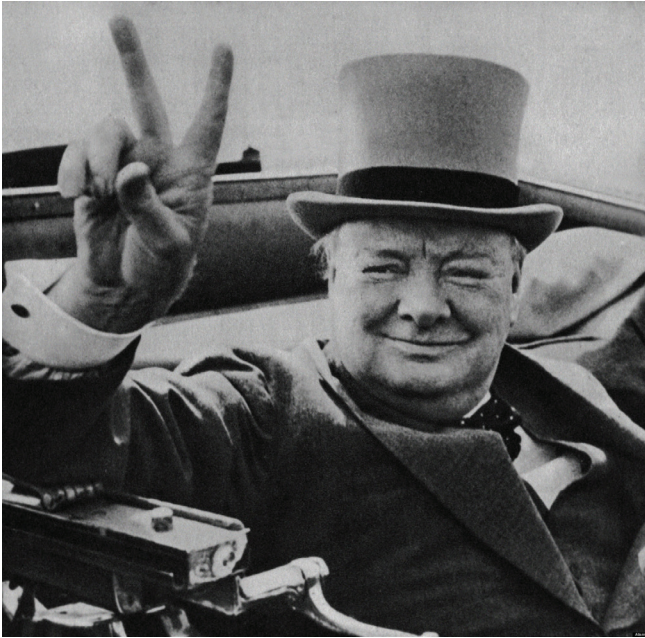


**Entrepreneurs' Organization**

Bryan/College Station, Texas

2016-2017 **ANNUAL CHAPTER GUIDE**





**To improve is to change;  
to be perfect is to have  
changed often.** WINSTON CHURCHILL

Welcome to just our second full year of EO Bryan-College Station. Unofficially, we are the smallest global market that hosts an EO chapter. That's pretty cool considering there are 160 chapters spread across 50 countries globally. In 2015-2016, EO welcomed 12 new chapters. Wow, time flies when you're having fun!

We have a packed calendar this year with events for all parts of the complete entrepreneur. Family events, personal learning events, and new this year, key man opportunities. These events, for the first time ever, will allow members to bring key people from their organizations along as guests.

Once again we will focus on bringing in new members with a single class event this year. It's really the only opening for people to join if they're interested. The event has been moved up from January last year, to October this year. The chapter goal is to find eight new leading entrepreneurs from the area to launch a fourth forum. We want members who bring value to our current members and truly reflect EO's core values of Trust & Respect, Thirst for Learning, Boldly Go!, Make a Mark, and Cool.

Maybe our loftiest goal this year is to be amongst the highest performing chapters. EO measures this through their PEAK program which covers many areas of best practices for operating a chapter. More specific details can be found on page 25. Reaching Everest, the top level, nets the chapter an extra \$15,000 in funding from EO Global to put towards events next year.

After attending an EO University in Miami, Three Round-ups in San Antonio, Oklahoma City, and Houston, as well as GLCs in San Diego and Bangkok, the best advice I can give you is to reach out to other EOers. Get out of our little town and attend a global event. If you're traveling for business or pleasure, reach out to local EOers. It's amazing what you can learn from the locals. So look through the EO Network or MyEO website and find an event that is your style. Then get out and experience life with other leading entrepreneurs around the globe.

Here's to another great year of learning and growing together!

Best Regards

David Ohendalski  
EO Bryan - College Station  
President FY2015/2016



### NEW EO CHAPTERS 2015 - 2016

EO Bangladesh	Jun-16
EO Durban	Aug-15
EO Germany - SW	Jan-16
EO Grand Rapids	Jan-16

EO Gurgaon	Feb-16
EO Hainan	Aug-15
EO Jordan	Mar-15
EO Mauritius	May-16

EO Nagpur	Sep-16
EO Porto Alegre	Mar-16
EO Puerto Rico	Sep-15
EO Rio De Janeiro	Jun-15



# 2016-2017 Board of Directors



## President

David Ohendalski  
Industry: Rental/Leasing  
davido@santinos.com  
979-256-4737



## President Elect/Events

Uri Geva  
Industry: Computer/Services  
uri@infinityprosports.com  
979-412-3698



## Communications

Corey Cormier  
Industry: Legal Services  
corey@legalmonkeys.com  
979-595-6093



## Membership Forum/Integration

Ross Morel  
Industry: Computer/Software  
ross.morel@frogslayer.com  
832-928-5121



## Finance

James Lancaster  
Industry: Consulting/  
Entrepreneur Coaching  
james@innovatecxo.com  
979-704-6366



## Strategic Alliances

Jen Zweijacker  
Industry: Real Estate  
jen@zarealestate.com  
979-450-0455



**The Entrepreneurs' Organization** (EO) is a global business network of 10,000+ business owners in 144 chapters and 48 countries. Founded in 1987 by a group of young entrepreneurs, EO enables small and large business owners to learn from each other, leading to greater business success and an enriched personal life. Our vision is to build the world's most influential entrepreneur community, which aligns with our mission of supporting entrepreneurial education and engaging entrepreneurs to learn and grow.

The Entrepreneurs' Organization also operates the Global Student Entrepreneur Awards (GSEA), the premier award program for undergraduate students that own and run businesses while attending a college or university; and Accelerator, a series of quarterly, high-impact learning events designed to provide top business owners with the tools, knowledge and skills they need to grow their businesses to more than \$1 million in annual revenue.

**Mission:** Engage leading entrepreneurs to learn and grow. Provide an environment for peer-to-peer counseling, once-in-a-lifetime experiences, and access to experts.

**Vision:** Build the world's most influential group of entrepreneurs.

**Global Leadership Goals:** 1) leadership 2) learning 3) personalization 4) globalization & 5) alignment.

**Where do you fit in?** EO membership is broken down like this... (in millions of \$)

• \$1-2.9	3,600 members	• \$10-19.9	1,500 members
• \$3-5.9	2,300 members	• \$20-49.9	1,100 members
• \$6-9.9	1,200 members	• \$50+	1,200 members



EO knows there's more to entrepreneurship than just business, which is why we support all areas of entrepreneurs' lives through our EO360° initiative. Entrepreneurs constantly juggle their businesses with their families, communities and personal well-being, so we created a platform for business owners to succeed in each of these areas.



# What does my membership include?

### FORUM

A unique communication model that provides unparalleled access to the wisdom of your peers during confidential monthly meetings.

### EVENTS

Local, regional, global

### MY EO

MyEO empowers members to connect with fellow EOers around the globe, either by hosting an experience or participating in one.

MyEO is members hosting MyEO Events, forming MyEO Groups and creating personalized MyEO Forums geared toward their unique interests. It's about self-selection, increased global choice and members making a mark.

### MEMBER EXCHANGE

Member Exchange is driven through the Member Exchange website, which allows you to complete a Skills Profile, update your information regularly, submit and track your requests and respond to other members' requests.

### HEALTH NETWORK FOUNDATION

Healthnetwork Foundation, an EO member benefit, is a 501(c)(3) non-profit organization that has been networking presidents, CEOs and business leaders into the top hospitals since 1991.

### MENTORSHIP

EO Mentorship is a chapter-based program, where members create structured, goal-driven relationships aimed at accelerating personal and professional growth.

### EXECUTIVE EDUCATION

EO is proud to offer members the opportunity to learn at a higher, more intense level through executive-education programming. Our programs strive to bring members to new levels of leadership, growth and success in their business, community and family lives. Offerings include The Entrepreneurial Masters Program, EO/Indian School of Business Executive Business Growth Program, and the EO/Bell Leadership Institute Program.

### PARTNER PRIVILEGES

This includes special discounts and preferred arrangements with EO global and regional sponsors.

### EO MARKETPLACE

Access exclusive deals from around the world with EO related businesses.

### EO PARTNERSHIP REFERRAL PROGRAM

The Partnership Referral Program is an initiative of EO to raise global awareness, grow the network and strengthen membership value through partnerships and strategic alliances.

### EO INSIGNIA

EO Insignia is a program exclusively for members with 7+ years of EO tenure. This program connects you with other long-term members like you who are looking for greater professional achievement and deeper personal realization.

### EO QUANTUM LEAP

EO Quantum Leap is exclusively for members who have a business with US\$15+ million in annual revenue. This program connects you with other members who can understand the complexities of your business and the issues you face because they experience similar challenges.

### YOUR CHAPTER SPONSORS

Thank you to our local sponsors that are featured on the inside and back covers of this booklet. Please visit with them, engage them, and make them feel welcome in our chapter. Without their support we couldn't thrive.

### EO PRESSPASS

EO PressPass is an exclusive member benefit that helps EO members and their companies get recognition for free. Think of it as a matching service that connects entrepreneurs with business reporters who need sources for stories. When reporters contact us looking to speak to thought leaders and influencers in the business community, we pass those opportunities along to you, our members.

### LEADERSHIP

Your local board, regional board, and global board all need members to step up and make a difference. Here are some of your local board benefits: GLC, \$500 towards any regional or global University, priority registration for guru lunches, EO Board branded jacket, limo ride to holiday party, monthly meeting meals, and experience. This is not a burden, it's an honor, and it's a benefit.

### EO YOUTH EXCHANGE

EO Youth exchange is a platform to match children from EO members who are curious to discover the world with EO families and their companies offering to host them.

# What is MyEO?

## My EO Events

Make advantage of MyEO events geared specifically toward your interests! Events are tailored toward your passions — including family, lifestyle, business, adventure, bucket list and social enterprise. Through the MyEO platform members, chapters and regions can either participate or champion new events.

### Event Examples:

Alaskan ice fishing, Discover Shanghai, Everest Summit, Thailand monastery experience, etc.



## My EO Groups

Take your EO experience a step further— engage a new network of peers united to focus on business, passion or lifestyle. MyEO Groups allow you to create groups using existing social media platforms, like Facebook and Google Groups, and promote them in a central location only visible to EO members.

### Group Examples:

Real estate, retail, green and technology industries; golf, scuba diving, motorcycling, etc.

## My EO Forums

Join special Forums based on passion, geography, industry or other common interests. Based on EO Forum rules and best practices, MyEO Forums meet regularly to connect peers locally, regionally and globally.

### Group Examples:

Insignia/Quantum Leap (I/QL), Latino Bridge Forum, She-EO Forum, EO Social Enterprise Forum, etc.

Do you have an unfulfilled personal passion that can drive the creation of a MyEO Event, the formation of a MyEO Group or the establishment of a MyEO Forum?

### Take the First Step

To champion or register for a MyEO experience, visit [MyEO.eonetwork.org](http://MyEO.eonetwork.org).



# PLAY BALL: FAMILY NIGHT AT THE BRAZOS VALLEY BOMBERS



Brazos Valley Bombers will be hosting EO BCS on the Party Deck. This is a great event for all of us to meet the families and significant others of the new members of our growing chapter. Kids Zone wrist band, all-inclusive food and drinks are included. Gates open at 6:00 pm, first pitch at 7:05 pm.

# SELL LIKE HELL

David Rubinstein

I believe that good sales people are made, not born. I came to that conclusion having spent over 25 years selling and observing the undisciplined approach to sales that so many of my colleagues employed. From that experience I developed a repeatable sequence that sales people can learn to become more effective. There's no other profession in the world that assumes you're born with the skills you need to succeed. Great surgeons aren't born that way. Great salespeople aren't either.

The result is the Sell Like Hell Sales System. I have presented sales training sessions for hundreds of companies across the United States and Canada, teaching sales professionals from a unique perspective – to be “empty-headed” and ask questions. These contrarian views on selling have ruffled some feathers, but have also made salespeople more effective and productive. Sequencing: It's as easy as 1, 2, 3. And it's just as important. Because each step we take in sales has consequences. Each step makes the next step possible. Each step is part of the process of successful selling.

How many of your salespeople are sequentially challenged? How many of us would want the dentist to drill first and then call for the Novocain? Why are cadavers given to first-year medical students?! Why? Because to make success routine, to get the outcome you want time after time, there has to be a sequence of logical steps.

In sales, as in science, there has to be a process, a process that brings the result you want not every now and then, but every time you follow it.

When we start to understand sales as a process, two things stand out:

1. That the process can be taught.
2. That the process can be learned.

Your sales people don't have to make it up as they go along. They shouldn't!

Their success is not in the art of improvisation--it's in the science of sales. They need the skills and techniques that allow them to be masters of the sales process. They need to see how it is done--again and again. They need to practice it--again and again. And they will be able to employ it--with the same degree of success--again and again.

In working with more than 5,000 sellers, I've seen what distinguishes the strong sellers from the weak. It's not talent. It's not style. It's knowledge. Knowledge of the sales process.



# What Every Business Needs To Be Successful

**Carl Gould** has spent the last 18 years in the personal and professional development field. He has studied under masters in the field of personal and professional development. In 2002, Carl founded CMT International, the farthest reaching "Business Mentoring" organization in the world.



Carl's innovative approach to Business

Mentoring and Business Coaching has received acclaim from both his clients and his peers. With more than 90 independently owned and operated offices worldwide, Carl Gould and his world-class teams of mentors and coaches have guided their clients to significant results using their proven methods. What's more, they all have fun in the process!

Carl's training includes Neuro-Linguistic Programming (NLP), Neuro-Associative Conditioning (NAC), certification in the Adizes Methodology for Organizational Therapy and Turnaround. Carl is a Behavior and Values Analyst. In his 2001 book, "With the Light On," Carl offers empowering life strategies in an anecdotal format. Carl is the Managing Director of an International Business Mentoring Program, as well as a "Master Coach."

Carl created and perfected the 7-Stages program through his work with Adizes Methodology and thousands of entrepreneurs and small businesses. Carl's work with these companies inspired him to realize that there was a model for success, and so, the 7-Stages method was born.

Carl explains that he is a true entrepreneur because, "I can't work for anyone else." Carl learned from an early age that he had the ability to see a larger vision and that everything is an opportunity. This was the foundation on which he built his reputation as an International Entrepreneur, growing successful companies across six continents.

Carl is happily married with three children Courtney, Sean and Vonya. He resides with his family in Riverdale, NJ.



# Doing Things Others Say You Cannot Do

## With a Twist of Philanthropic Leadership

**Kevin Burkart** has the following limited understanding of himself: Classic narcissistic entrepreneur. Selfish. Immature. Idles high. Ferociously independent. Adverse to teams. Likes to be the center of attention. Sound familiar?

Imagine having an entrepreneurial life; well-designed and well lived. But something happens that destroys it all. And everybody around you wants you to quit. But you say no, I'm not quitting.

Come and learn about yourself, from one of your own, past president of EO Minnesota and past Area Director for the EO US Central Region. And how good you are at doing things others say you cannot do...



On Wednesday, June 15, 2016 Prior Lake, Minnesota native Kevin Burkart took to the skies once again to attempt a world record 300 skydives in 24 hours using only one arm. The objective was to raise awareness and funds for Parkinson's disease. Kevin jumps for his father Gary who has been courageously battling Parkinson's disease since 1999.

Kevin has been a professional competition and tandem instructor skydiver since 2002. In 2008 he completed 100 skydives in one day and in 2010 he completed 150 skydives in one day. He was scheduled to attempt 300 skydives in a day in 2012 when a snowmobile accident paralyzed his left arm. He engineered a way to safely skydive with one arm and in 2013 completed 151 skydives in 24 hours for

a new record. These three events raised \$250,000 for Parkinson's disease.

His most recent attempt was weathered out by high winds gusting to 29 miles per hour and low clouds. Despite the challenging conditions he still completed 101 jumps on June 15.

"The turbulent winds made for very difficult landings, I really beat myself up, oftentimes falling from the sky and landing very hard," Burkart noted. "And I was amply prepared to jump throughout the night but we only do night jumps with perfect weather. The weather was far from perfect."

Nonetheless Burkart consider the event a tremendous success.

"We raised an additional \$130,000 for Parkinson's, had the most well attended

event ever and reached the most media ever. The day was about awareness and dollars for Parkinson's disease, it was not about the skydiving. We accomplished our goal and I'm very proud of everyone involved with the event."

All of the major news outlets covered the event including ABC, NBC, CBS, Today Show, Good Morning America, National Public Radio, CNN Headline News and People Magazine.

"Our team was so strong at both a local and national level the event is being dubbed as one of the most publicized Parkinson's events in history," said Julie Steen, Executive Director of the National Parkinson Foundation Minnesota. "It was a real honor to be a part of something with such a positive impact."

# GROWTH SUMMIT

Presented by:  
FORTUNE®

**OCTOBER 25-26,**  
**2016** Dallas, Texas

JOIN US! Gaylord Texan  
Resort & Convention Center



## WHERE LEADERS OF SCALE-UPS MEET-UP

*First Mover Advantage Doesn't Go To The First Company  
That Launches, It Goes To The First Company That Scales.*

- Reid Hoffman, Co-Founder Of LinkedIn

A key source of business contacts, deal flow, and knowledge, the 2016 Growth Summit, presented by FORTUNE, hosts the newsmakers and thought leaders who will help you out-learn and out-think the competition in the fields of leadership, strategy, marketing, sales, operations, and finance. Join leaders from FORTUNE's "Fastest Growing Companies" along with hundreds of CEOs and the executive team members of leading mid-market firms (\$5 million to \$500 million) for two intense days of interactive learning, networking, and idea-generation.

[gazelles.com/summits/growth-2016](http://gazelles.com/summits/growth-2016)

# ARE YOU READY TO GO TO THE NEXT LEVEL?

**Ben Rasberry** has 40 years of business and leadership experience with major emphasis in sales and marketing and strategic general management. He has broad experience across a variety of industries, including: transportation, telecommunications, distribution, insurance, manufacturing, banking, retail, automotive, construction, government, non-profit, health care, education, and high technology start-up companies.

Ben spent 13 years with AT&T's Computer Group as Vice President and General Manager Western Division, General Manager Sales - Central Region, Headquarters Director of Systems Marketing, Worldwide Marketing Vice President of the Network Products Division, and Worldwide Marketing Vice President, Channel Planning and Development. Prior to this he spent 10 years at IBM in Marketing and Sales Management. The last 15+ years of his career has been with MAP.

Highlights at AT&T include a 50% revenue growth from 1993 to 1994, increasing operating profits from break-even in 1992 to \$20 million in 1993 and growing sales revenue 20% year over year.

Currently serves as a member of the God's Kids Board. He is also a Fellow of the Leadership Greater Chicago Program. He received an MBA from the University of Chicago, a Bachelor of Science in Industrial Engineering from Bradley University, and Masters Degree Advanced Management from Peter F. Drucker Graduate School of Management, Claremont University. He is also a graduate of executive programs at MIT and Harvard and a graduate of the Friendship Baptist Church Bible School Teacher Training Program.

Ben has outstanding skills in strategic general management and executive coaching, top management team development, new product and market program development, distribution strategies, sales management, strategic alliances and partnering strategies for growth, especially with small and medium-sized companies.

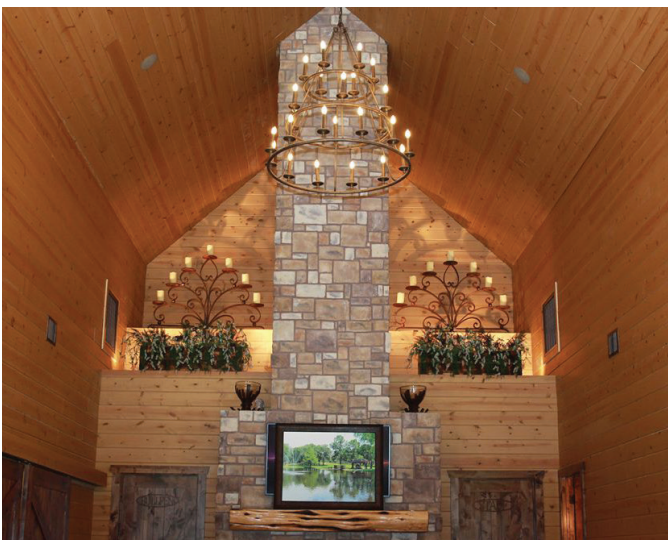




# Holiday Party



From the moment you enter the Wind Dancer Retreat, you start to breathe a little deeper and feel the beauty and care that have gone into making Wind Dancer Retreat such a special place to begin a lifetime of happiness. The grounds are beautifully landscaped providing natural picturesque scenery set amongst towering trees and lush greens, and beautiful horse barn.





# Paper Napkin Wisdom

I've been an entrepreneur my entire life. Sometimes I'm successful, sometimes I've had to be tenacious and gritty – but I'm always learning.

A serial entrepreneur, I started my first business in 1990 while in my first year studying commerce at University. Since then, I have founded or partnered in more than a dozen companies. From contracting to software, and health care to renewable fuels. I've got a ton of experience in what works, and what doesn't, in a wide variety of businesses.

Years ago, I realized that the best lessons I had learned in my life had come from those around me. I have been fortunate my whole life in that I have never had trouble connecting with my mentors – even those mentors who did not know the influence they had on me before our connection.

***“Successful entrepreneurs owe it to future generations of entrepreneurs to pay forward their failures, not their successes.”***

These words may have been the best I have ever heard uttered on stage by an entrepreneur. Unfortunately for the audience, he went on to detail all his triumphs and great decisions for 45 minutes following this great statement. What a let-down ...

We often judge the success of a leader or entrepreneur by their public persona. The reality is, however, that the great lessons of leadership and strength of character and conviction come in quieter more private moments. It is in those moments that leadership is defined. Tenacity, perseverance, and the ability to get up after set-backs, especially when they come quickly in succession, is the hallmark of great leadership.

For entrepreneurs and managers in companies – the ability to persevere and influence your team to rise to the occasion in all circumstances is based not just on the focus on your strategic priorities but also the leaders to compel them to consider great thoughts in a deliberate and intentional way.

*“To lead people, walk beside them ...*

*As for the best leaders, the people do not notice their existence.*

*The next best, the people honor and praise.*

*The next, the people fear; and the next, the people hate ...*

*When the best leader's work is done the people say,*

*We did it ourselves!” – Lao Tzu*

Paper Napkin Wisdom teaches Leadership in the way we learn best – from other great leaders who walk beside us. I have spoken with 100s of them and challenged them to share their greatest pearls of wisdom simply and briefly – on a Paper Napkin. We discuss why this lesson was important to them, why it helped to define their success – and they share their set-backs and challenges with us to inspire, influence, and ignite great leadership in all of us and our teams.

I had never thought about it this way, but Alex Charfen once called me a “modern-day Napoleon Hill” for this work in creating Paper Napkin Wisdom. Success has changed. Leadership has as well. Paper Napkin Wisdom updates all of this in truly digestible way.

GOVINDH JAYARAMAN



[papernapkinwisdom.com](http://papernapkinwisdom.com)

# Raising Gritty Self-Reliant Kids

## Bradley Callow & Gordie Bufton

developed a platform that serves as a catalyst for transformation of high-performing parents and their children. They deliver tangible solutions through enhanced self-awareness. How would an improved relationship with your children affect their development and future?

Using their platform, “**Both Sides of the Kitchen Table**” Bradley and Gordie discuss the challenges of growing up under the guidance of high-performing parents. The stakes are monumental. Having both barely escaped prison and death, they now provide eye-opening insights from the perspective of the child. This approach inspires parents to engage with their children in a way they never dreamed possible.

**Bradley Callow** is an international speaker, conscious entrepreneur and treatment specialist. Consulting with businesses on advertising, marketing, and public relations strategies before the age of 20, Callow is no stranger to blazing his own path. Bradley is committed to challenging the status quo and has a passion for helping others to succeed. He has created a life dedicated to entrepreneurship, consulting, and most recently behavioral health innovation. His enthusiasm, creativity, and focus on what could be, rather than what is affords him the type of mind which overcomes challenges, creates change, and helps save lives. Whether working with families, individuals, or in the behavioral health field as a whole, Bradley works to help open people's minds to possibilities they may never knew existed. He then provides the resources and confidence to explore them.



**Gordie Bufton** is an international speaker, family consultant and best-selling author. His book, “*Eluding Reality: A Memoir about Drugs, Psych Wards, and Recovery*” captures the gritty realities of drug abuse. Gordie's story simultaneously portrays the strength that we can all drawn upon to overcome the harshest of circumstances. Inspired by the heart-

felt feedback to his book, he took to the road to share his experience, strength, and hope. He has stimulated a profound response from audiences at over 80 events with thousands of attendees. His passionate and systematic commitment to helping prevent others from experiencing the hardships he faced is palpable. He is an avid meditator and Ironman.



# Zappos Tour Experience



Join us for a tour at the fabulous new corporate headquarters in Downtown Las Vegas, Nevada to learn about the Zappos Family culture.

Our Zappos Tour Experience is a 90-minute glimpse into the Zappos culture. This tour does

not dive into business related specifics of the company, but does give an inside look into our everyday work life on campus. If you're looking to see what all of the talk is about, this is the tour for you. This excursion offers a glimpse into the Zappos culture and a walk

in a Zapponian's shoes. Say hello to some of our amazing culture-filled departments, such as HR and our Customer Loyalty Team (customer service). There will also be other Zapponians, and maybe a special guest appearance here or there, along the way as well!

[zapposinsights.com/tours](http://zapposinsights.com/tours)

# EOx

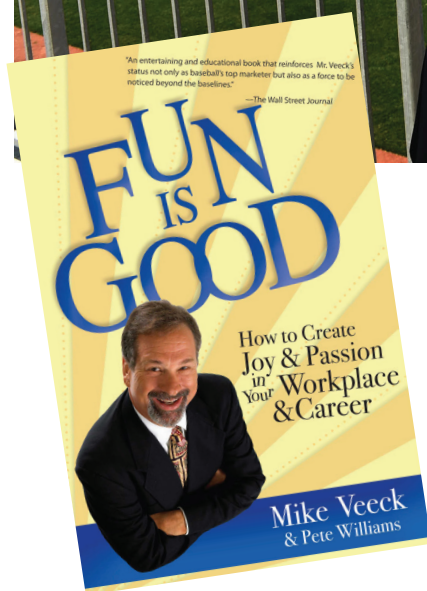
*Stir your curiosity!*



## ***What is EOx?***

The EOx is a TEDx style event where subject matter expert members do the presentations which allow all members to connect through TED-like experiences.





**Mike Veeck** is a nationally renowned speaker, entrepreneur, college professor, marketing, promotions and advertising expert as well as an owner of three successful minor league baseball teams. His name is synonymous with fun and creativity and he continues to blaze new trails each year. Who else would train a pig to deliver baseballs to the umpire, hire mimes to perform instant replays or lock fans out of the stadium to set an all-time attendance record for fewest people at a game?

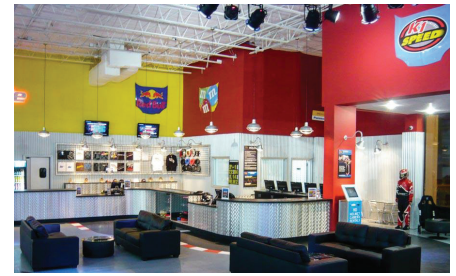
It is with the belief that anything is possible and fun is crucial to success that Mike runs his companies. His Saint Paul Saints have become a model organization and along with this culture of fun, it's their willingness to take creative risks, forge innovative partnerships and deliver outstanding customer care that proves to be the positive difference that leads to success. It's no surprise then that SNL alum and film guy Bill Murray (a co-owner and partner with Mike in a number of ventures) serves as Team Psychologist / Director of Fun. Murray is sometimes seen taking tickets, selling programs, coaching third base and giving noogies. Fans love the positive vibe, family feel and

great customer service they get at the ballparks! This business philosophy has garnered national attention, with Mike being featured on NBC Nightly News, 60 Minutes, HBO Real Sports with Bryant Gumbel, ESPN Sports Center and many other national media outlets.

With his teams practicing all this fun and passion in the workplace, providing great customer care, exceeding aggressive sales goals and gaining national attention for his creative promotions and partnerships, Mike decided to highlight his coworkers and tell these stories in his book – Fun Is Good! In response to the success of the book and organizations asking to learn more of this philosophy, Mike created the consulting company of the same name, Fun Is Good. He and his team lead entertaining seminars, training sessions and keynote speeches across the country. Mike is a highly sought after speaker, allowing him the privilege of working with many companies each year, including 3M, The NBA, Deluxe Corporation, General Mills and NASCAR, to name just a few.

Mike and his wife, Libby, reside in Mt. Pleasant, South Carolina. He is the father of two children, William "Night Train" and Rebecca.





## DRIVE: INDOOR GO KART RACING – HOUSTON

The largest city in Texas, Houston is home to NASA, the Astros, the Rockets, and fittingly, America's largest indoor karting company – **K1 Speed**.

Our nationwide entertainment venues offer world-class indoor go kart racing, and our Houston karting center is no different. To satiate the needs of motorsport fans of all kinds, from racing veterans to hobbyists and novices, our centers feature 20hp electric karts. Racing with friends and family in these high-performance machines is an adrenaline pumping experience, and make a visit to K1 Speed unforgettable!

Befitting the great state of Texas, our indoor kart

tracks are among the largest in the country. K1 Speed Houston features more than 50,000 sq. ft. of space, and is the first all-electric karting center in the city.

Needless to say, K1 Speed Houston provides an experience that is truly unique. Individuals can experience authentic, wheel-to-wheel racing and speeds of nearly 45mph!

When not racing, you can browse through our large collection of racing memorabilia, watch real time data from the on-track action or sporting events on our plasma screen televisions, and view our amazing art work celebrating the world of motorsport.

# 2016-2017 B/CS Chapter Calendar

- July '16 | **Bombers Game** Nutrabolt Field **FAM**
- Aug '16 | **Sales – David Rubinstein** Hilton Board Room **EO**
- Sept '16 | **Leadership & Growth – Carl Gould** George Bush Library **KM+GST**
- Oct '16 | **Recruiting Event – Kevin Burkart** 10/18 Kyle Field **GST**
- Oct '16 | **Growth Summit – MyEO** 10/25-26 Dallas **EO**
- Nov '16 | **Discipline Leader – Ben Rasberry** 11/2 Seed Sumo **EO**
- Dec '16 | **Holiday Party** 12/1 Wind Dancer Retreat, Bryan **EO+SO**
- Jan '17 | **Priorities – Govindh Jayaraman** 1/19 TBD **KM+GST**
- Feb '17 | **Family – Bradley Callow & Gordie Bufton** 2/16 TBD **EO+SO**
- Mar '17 | **Zappos Tour** Las Vegas **EO**
- Apr '17 | **Chapter EOx Event** 4/12 TBD **EO+SO**
- May '17 | **Customer Service – Mike Veeck** TBD **EO**
- Jun '17 | **K1 Speed GoCarts** Houston **EO**

## 2016-2017 Global Calendar

- Sept '16 | **EO London Global University** [events.eonetwork.org/eolondon2016](http://events.eonetwork.org/eolondon2016)
- Sept '16 | **EO Thrive 2016 - Chicago** 
- Mar '17 | **EO Mexico City Global University** March 1 - 5, 2017 [events.eonetwork.org/eomexico2017](http://events.eonetwork.org/eomexico2017)
- May '17 | **Global Leadership Conference - Frankfurt, Germany** 



EO Webinars - See EO website for upcoming topic

**EO** - EO Members, **GST** - Guests, **KM** - KeyMan, **SO** - Significant Other, **FAM** - Family  
All guests must be hosted by an EO member.



# Do you want to grow to \$1,000,000 in revenue? Do you have a strategy and plan?

**At Accelerator**, our mission is to empower entrepreneurs with the tools, accountability and community to aggressively grow and master their business.

As a first-stage entrepreneur, you face new challenges every day. Whether it's determining how you're going to fill the rush of new orders, deciding how you're going to penetrate new markets or figuring out how you're going to make payroll, it seems at times you find yourself wishing you had an instruction manual for your business.

## **It's okay. We understand.**

And we're here to help. Accelerator, an Entrepreneurs' Organization program, is the catalyst that enables first-stage entrepreneurs to catapult your business to the next level. Our mission is to empower you with the tools you need to grow your business to more than \$1 million in sales and provide you with the skills to make yourself a better entrepreneur and leader.

Along with structured educational content focused on the core areas of first-stage businesses, the Accelerator Program affords you the unique experience of learning from and connecting with the world's most influential entrepreneurs.

In a series of quarterly, high impact learning events, Accelerator gives you tools, knowledge and skills to grow your business to million dollars in annual revenue. This comprehensive program connects you to the most influential entrepreneurs in town.

### **To qualify for the Accelerator program you must:**

- » Be the owner or founder of an operating business with gross yearly revenues between \$250,000 to \$1 million.

### **To apply for admission to the Accelerator program, you must:**

- » Complete an application and verify sales criteria
- » Meet with the local Entrepreneurs' Organization liaison

Only qualified applicants will be considered. Qualification does not ensure admission into the program. All applicants are subject to approval by the Entrepreneurs' Organization.

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The EO Accelerator program is operated globally but housed in local EO chapters world wide. We are guided by an amazing set of EO Volunteer Member Leaders!

## **Learn More**

- » [eonetwork.org/eo-accelerator](http://eonetwork.org/eo-accelerator)

*Contact any B/CS Board Member if you are interested in this program.*

### **Nearby Accelerator Programs**

- » [eoaustin.com](http://eoaustin.com)
- » [eohouston.com](http://eohouston.com)

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## **Pricing and Payment Options**

Tuition for the Accelerator Program is currently \$1,500 per participant (excluding additional local fees). This fee grants you access to four quarterly learning events as well as numerous networking opportunities with your peers. Upon acceptance into a local Accelerator program, these fees will be pro-rated from your start date through June 30 to align with a July 1 to June 30 fiscal year.



**A driving force of EO's learning program,** EO24 is a universal event that represents 24 hours of global entrepreneurial innovation and knowledge sharing, and offers real-time learning to help drive economic growth across the globe. Throughout a single day, entrepreneurs from around the world, including EO members and guest keynotes, share their stories and wisdom to inspire and support the next generation of entrepreneurs. Designed to drive business take-home value around growth and innovation, these events provide value to entrepreneurs around the globe and are designed to positively impact the entire entrepreneurial continuum— from college entrepreneurs and start-ups to small businesses and large enterprises.

Delivered online through interactive learning sessions, EO24:

**Provides** relevant entrepreneurial learning to business owners in various countries and cultures.

**Brings together** members of the entrepreneurial community in each participating city and country to discuss their unique business challenges and opportunities.

**Provides** attendees with a first-class learning experience, as well as new connections to drive their businesses.

**To learn more about EO24, contact [eo24@eonetwork.org](mailto:eo24@eonetwork.org).**

**We understand entrepreneurs like you are busy** and often cannot find the time to travel to an EO event. This is where EO's Virtual Learning can bridge that gap, providing live and on-demand learning from the comfort of your home, office or even on the road. Members now have an opportunity to learn and grow with transformational EO content from anywhere around the world. Tap into live streams from our EO Global Universities, attend a webinar or discover valuable content in our on-demand library to build a global entrepreneurial experience like none other.

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[eonetwork.org/member/events-and-learning/virtual-learning-archive](http://eonetwork.org/member/events-and-learning/virtual-learning-archive)

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The Art of Authentic Leadership  
 Keep More of What Your Business Makes  
 Innovation Meetings Done Right  
 Don't Forget Your Why: For Prospective Members  
 Go Live: Livestream Training General Session 1  
 Dreams & Schemes

Bad Boss  
 Break Set Thinking  
 Verbal Branding  
 How to Find and Create Key Strategic Relationships  
 To Accelerate Your Business Growth  
 Gold Mining Method

**The Entrepreneurs' Organization's Global Student Entrepreneur Awards** (GSEA) is the premier global competition for student entrepreneurs who actively run a business. EO GSEA nominees compete in qualifying competitions for the chance to advance to the Global Finals, held in May 2017 in Frankfurt, Germany. With more than 1,700 competitors from more than 30 countries, EO GSEA is an exclusive opportunity for student entrepreneurs to make connections, find resources, and grow their businesses!

### Getting Started

Student entrepreneurs compete through qualifying competitions to win their shot at going head to head against the best student entrepreneurs in the world at the EO GSEA Global Finals.

### How do I apply for the Global Student Entrepreneur Awards program?

1. Fill out the online application at [gsea.org/apply](http://gsea.org/apply)
2. After we have received the application, we will review the application in detail.
3. If selected to compete, someone from GSEA will contact you to give you further information on the location of the competition and how to prepare.

### How do the Global Student Entrepreneur Awards help student business owners?

- » Access to successful entrepreneurs. Feedback. Mentorship.
- » Refined elevator pitches. Going head to head with other business owners and answering tough questions about their business to our judges helps competitors improve their pitch skills and enhance their ability to communicate the value proposition of their business.
- » Expanded networks. Competitors will meet other student entrepreneurs from around the world, as well as Entrepreneurs' Organization (EO) members and our honored guests.
- » Media Exposure. Competitors will receive local and national media attention for themselves and their business.

### Did we mention PRIZES?

The Global Finals competition awards \$20,000, plus donated business products and services, including Web services, printing, PR, consulting and more!



### Questions?

We are happy to answer any questions you may have. Contact the Global Student Entrepreneur Awards at [info@gsea.org](mailto:info@gsea.org), or call 571.481.2438



## MEMBER SATISFACTION

### Do It

- ☐ Overall chapter renewal rate
- ☐ Number of chapter events (business and social)
- ☐ Percent of members that attend at least one local event (not applied to new members)
- ☐ Percent of members Forum trained
- ☐ Current moderators are moderator trained
- ☐ New member Forum placement in three months
- ☐ Minimum number of Forums with at least six members each
- ☐ Chapter scores at least 6.0 (out of 10) on overall value, as measured by official EO Global survey

### Choose It

- ☐ In Fiscal Year - Family event posted with member registration on Eonetwork.org
- ☐ In Fiscal Year - Chapter hosts a MyEO event
- ☐ In Fiscal Year - Chapter retreat posted with registration on EOnetwork.org
- ☐ Two business learning events that receive media recognition
- ☐ Chapter learning calendar planned and posted on EOnetwork.org at least six months in advance
- ☐ 50% of members on auto-renew with active cards
- ☐ Chapter has new members use the \$500 event voucher

## BOARD PERFORMANCE

### Do It

- ☐ EO-led strategic planning session with chapter goals
- ☐ Timely attendance on all committee calls
- ☐ Chapter has by-laws on record and is compliant with EO policy
- ☐ President to attend GLC or Presidents' Meeting in the immediate year preceding their term
- ☐ Number of chapter member leaders in attendance at GLC
- ☐ Core officers filled (Pres., Mem., Learn., Finace, Forum, Comm. Integ.)
- ☐ No officer in same role for more than two consecutive years
- ☐ Chapter has local dues (equivalent in US dollars)
- ☐ Minimum new member growth
- ☐ Board holds minimum of 10 meetings per year
- ☐ Current Fiscal Year budget is on file with EO Global

### Choose It

- ☐ Active presence on major social media platform
- ☐ Documented new member vetting process submitted
- ☐ Directors & Officers insurance in place
- ☐ 100% Forums have constitutions
- ☐ Both the Chapter President and President-Elect attend the annual Presidents' Meeting
- ☐ Chapter maintains a reserve of 10% of local dues
- ☐ Chapter conducts annual requalification exercise (EO Staff verified)
- ☐ Chapter Administrator attended EO training within 18 months of hire

## GOOD CITIZEN

### Choose It

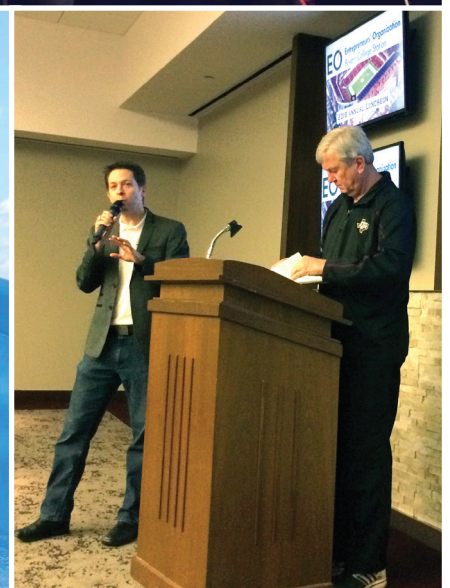
- ☐ Submit video of a community engagement event
- ☐ Participate in Sister chapter program
- ☐ Total Sponsorship amounts to \$400 cash per member per year
- ☐ Secure new area, regional or global partner / alliance/ affiliate
- ☐ 30% chapter participation rate in GEI survey
- ☐ Chapter submits at least two applications for EO Global awards
- ☐ One Forum health survey deployed by all Forums
- ☐ 60% of chapter members have completed their profiles at EOnetwork.org
- ☐ Four media hits per year mentioning EO chapter (with the exception of EO publications and social media)







# B/CS Chapter Scrapbook



eonetwork.org



As the world's most influential community of entrepreneurs, EO is committed to supporting leaders in every corner of the world.

Take a look at what EO membership can mean to your entrepreneurial journey.



**Entrepreneurs' Organization**  
Bryan/College Station, Texas