

SELECTION PROCESS

START
HERE



ALONG THE ROAD ...

FIRST OPINION REVIEW

- Entrepreneurs introduce their business to Endeavor's team
- Learn about Endeavor, the kind of entrepreneurs we look for & how we support them

FIRST OPINION REVIEW (FOR)

Getting to know each other!
An initial meeting for Endeavor to learn more about the entrepreneurs' business, and for them to learn more about Endeavor.

SECOND OPINION REVIEW

- Entrepreneurs prepare to present the company's business strategy, growth potential, challenges & opportunities
- Receive feedback on the business model
- Mentors will assess their fit with Endeavor based on selection criteria:
 - Entrepreneur Leadership Potential
 - Ecosystem Impact
 - Scale & Acceleration
 - Inflection Point & Timing
- Work with a designated Endeavor account manager to prepare a business profile

SECOND OPINION REVIEW (SOR) ◆

4-6 in depth 1:1 meetings with Endeavor board members and mentors to assess the business.

LOCAL SELECTION PANEL

- Entrepreneurs work with an Endeavor account manager to complete the business profile & financial projections
- Participate in a mock panel to prepare for the LSP
- Receive support in developing the pitch & "story telling" technique
- Pitch the business to local panelists at the LSP & receive constructive feedback

LOCAL SELECTION PANEL (LSP) ◆

1 day event at which candidates pitch their business to a panel of local Endeavor mentors and board members. Panelists then deliberate and select candidates ready for an international panel.

INTERNATIONAL SELECTION PANEL

- Entrepreneurs work with Endeavor Global team to finalize the company profile
- Review call with Endeavor Global mentors to practice pitch
- Cover registration fees & travel costs
- Travel to the event to network, pitch their business and receive constructive feedback from global business leaders

INTERNATIONAL SELECTION PANEL (ISP)

2.5 day-event, held 6-8 times a year in different locations internationally, during which global business leaders interview candidates, deliberate, and select the latest class of Endeavor Entrepreneurs.



If at any point entrepreneurs do not make it to the next stage, we can re-connect & reassess at a later date.



The selection process takes an average of 6 months but may take less or more time based on company readiness.

Candidates must receive a unanimous vote to be selected into the Endeavor network.

WHAT MAKES AN ENDEAVOR ENTREPRENEUR

ATTRIBUTES OF AN ENDEAVOR ENTREPRENEUR



Inspiring Leader



Passionate



Future Mentor and Investor



Shares his/her Story



Visionary



Good Ethical Standing



Open to Feedback



Advocates for Endeavor



Pays it Forward



Has Decision Making Control

ATTRIBUTES OF AN ENDEAVOR ENTREPRENEUR'S COMPANY



Scalable



at an Inflection Point



>2 Years in Operation



Innovative



>15% CAGR



Revenue Generating



Job Creating



Clear Business Goals

ANNUAL GIVEBACK

Endeavor is an organization of, by, and for entrepreneurs. To support its mission and ongoing operations, Endeavor has established an annual giveback of US \$10K for each Endeavor Entrepreneur, where a giveback request of US \$2500 is sent to entrepreneurs at the beginning of each quarter.

GROW & MULTIPLY THEIR IMPACT

MULTIPLIER EFFECT

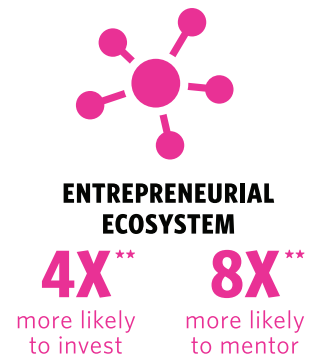
One of the main attributes of Endeavor Entrepreneurs is the ability to Pay it Forward. As community leaders and role models, Endeavor Entrepreneurs reinvest their knowledge, credibility, time, and financial gains in the next generation of entrepreneurs, thus multiplying their influence. In particular, they mentor earlier-stage innovators and startups, share their stories to inspire future generations, and spearhead socially responsible business initiatives and venture funds.

The Endeavor Model



Endeavor delivers powerful results helping to unleash the power of high-impact entrepreneurs.

Endeavor Entrepreneurs have demonstrated their impact through:



* Faster than comparable companies (country, industry, size) from World Bank dataset

** More likely than other entrepreneurs; based on Endeavor Insight study on entrepreneurial companies in the Argentine tech sector

MEASURING SUCCESS

Endeavor takes pride in its numbers! Local and Global impact are measured annually through surveys that collect data on entrepreneur performance in that year.

