

Welcome!

(click [here](#) to download a pdf version)

Dear Student Entrepreneur:

Greetings, and welcome to the world of entrepreneurship. You're embarking on an exciting journey that will shape your life both now and in the future. Whether or not you launch a successful business, the lessons you learn through your work as an entrepreneur will influence you in the years to come.


As Executive Director of the [NCIIA](#), I have been privileged to work with student E-Teams (E is for excellence and entrepreneurship). These teams bring together students, faculty and community advisors. They frequently begin in the context of an academic course, then continue to develop an idea or product to the point of commercialization, and sometimes to commercial success.

We have learned from our experiences with E-Teams that students need easily accessible resources outside of the classroom. It can be a big help to a developing team to learn how peers, as well as top-notch entrepreneurs, have dealt with issues similar to the ones they're facing. We hope this resource will help fill that need. Although it only touches lightly on the many rich topics of entrepreneurship, this resource should serve as a jumping-off point, leading you to other resources, and ultimately to the hands-on learning you will need to succeed as an entrepreneur.

Please [let us know](#) how you use this guide, and share your ideas of ways we can develop it so it will answer more questions for you and others getting started as entrepreneurs. We would love to include your challenges and success stories. Every personal entrepreneurship story can be a rich resource for the rest of us.

Enjoy the adventures that await you!

Sincerely,



Phil Weilerstein
Executive Director, [NCIIA](#)

Getting Started as an Entrepreneur Research and Production Team:

[Loran Diehl Saito, NCIIA](#)
Editor and Project Manager

Stephanie Allen, NCIIA
John Fabel, Hampshire College
Kelly Klaiber, NCIIA
Melissa Pratt, NCIIA
Mike Soulios, NCIIA
Joseph Steig, NCIIA
Phil Weilerstein, NCIIA