The IGNITE 360® mentoring program was the opportunity of a lifetime! I would highly recommend it to anyone that has started a business. Before IGNITE 360® I didn’t know if I was sustainable, but during the program my mentors challenged me to set goals for my business and they kept me on track to achieve them. IGNITE 360® taught me how to think and plan strategically, to use my resources, and to be a true leader.”

OVERVIEW
Established in 2012, Champion Home Health Care, an AHCA accredited nurse registry, offers a full spectrum of senior home health care services in Brevard County, including nursing services, medical facility staffing and around-the-clock care. Champion specializes in delivering customized care for patients, which may include fulfilling need such as transportation, meal preparation or reminders about medication. Under the leadership of administrator Amy Luhn, Champion Home Health Care currently has eight employees and 95 contractors.

OBJECTIVES
- Develop a strategic plan that includes a detailed operations list, time estimate for major activities, procedures, job postings, etc.
- Create a recruitment plan for growth.
- Learn about different types of financial/business and contractor tracking software that are compatible with Champion’s current systems.
- Evaluate accounts receivable/collections processes.
- Identify Champion’s target customers/audience.
- Determine Champion’s most profitable lines of service and new channels for revenue growth.
- Determine how to differentiate Champion; create appropriate client/payer-based messaging; and then evaluate marketing tactics based upon audience.

OUTCOMES
- Revenues increased approximately 115%, year-over-year, following graduation.
- Expanded its client base by 80% and on-boarded three internal employees and 65 caregivers.
- Increased to 15 streams potential revenue through new provider contracts.
- In the process of purchasing a building for office space.

TESTIMONIAL
“...”

COMPANY INFO
www.ChampionBrevard.com | 321-608-3838 | @ChampionHHC
weVENTURE’s IGNITE 360® Business Mentoring Program provides three distinct levels of customized coaching and mentoring for womenpreneurs in all industries and stages of business – from startups to emerging businesses (established) and larger, second-stage companies. IGNITE 360® participants are matched with a hand-selected group of expert advisors who address current business challenges and determine steps needed to reach desired outcomes.

WHAT IS IGNITE 360®?

- IGNITE 360® mentors assist business owners in identifying and pursuing their most efficient and profitable revenue streams.
- weVENTURE’s IGNITE 360® Program teaches participants how to spend more time ON their business, not just IN their business.
- weVENTURE’s IGNITE 360® mentors guide each business owner through monthly goals and hold participants accountable for addressing business challenges, which may include legal, financial, marketing, HR, succession planning issues and more.
- The IGNITE 360® program was designed to work around the hectic schedules of today’s womenpreneurs.
- IGNITE 360® offers highly effective mentoring in three distinct levels; IGNITE 360® TRANSITIONS for organizations that need strategy before growth or change; IGNITE 360® ADVANTAGE for companies that are committed to growth; IGNITE 360® PREMIER for larger companies that are focused on transformational activities and gross more than $500k/year.

DATA & OUTCOMES

- 93% of IGNITE 360® graduates have created additional jobs after completing the program.
- 58 companies have graduated the IGNITE 360® Mentoring Program since its inception.
- Clients have an average 40% increase in revenue after completing the IGNITE 360® Mentoring Program.
- 12% of clients have reached the $1M+ revenue mark.
- Graduated 3 International Companies (8%) from IGNITE 360®.

DID YOU KNOW?

- IGNITE 360® is the only program of its kind for entrepreneurs in Brevard County.
- weVENTURE offers no cost, one-on-one consultations as well.
- weVENTURE partners with local businesses and organizations that provide partial scholarships for IGNITE 360® participants.

LEARN MORE

Contact us at weVIGNITE@fit.edu or visit mlb.weVENTURE.org.

Key IGNITE 360® SPONSORS

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