

weVENTURE™

POWERED BY *Florida Institute of Technology*



CASE STUDY:



OVERVIEW

Established in 2014, Millefiori Medical Skin Rejuvenation is a boutique medi-spa that offers quality skincare services and products in Downtown Melbourne. The company seeks to “make its clients happier by making them feel great in their own skin.” Under the leadership of husband and wife team Kyle and Iris Graham, the company’s seven member team has served over three thousand clients in Central Florida.

OBJECTIVES

- Create and implement standardized company administrative processes to improve time management.
- Develop and implement a five-year strategic plan.
- Increase revenues by 40%.

OUTCOMES

- Reduced time spent on administrative processes by 73% per month.
- Increased year-over-year revenues by 42%.
- Grew the number of staff from three to seven employees.
- Implemented HR system for interviewing and better hiring strategy.
- Initiated ongoing training for staff to continue growing revenue / streams of income.
- Created content calendar executed through social media, websites, event planning, and community marketing to produce consistent messaging and outcomes.

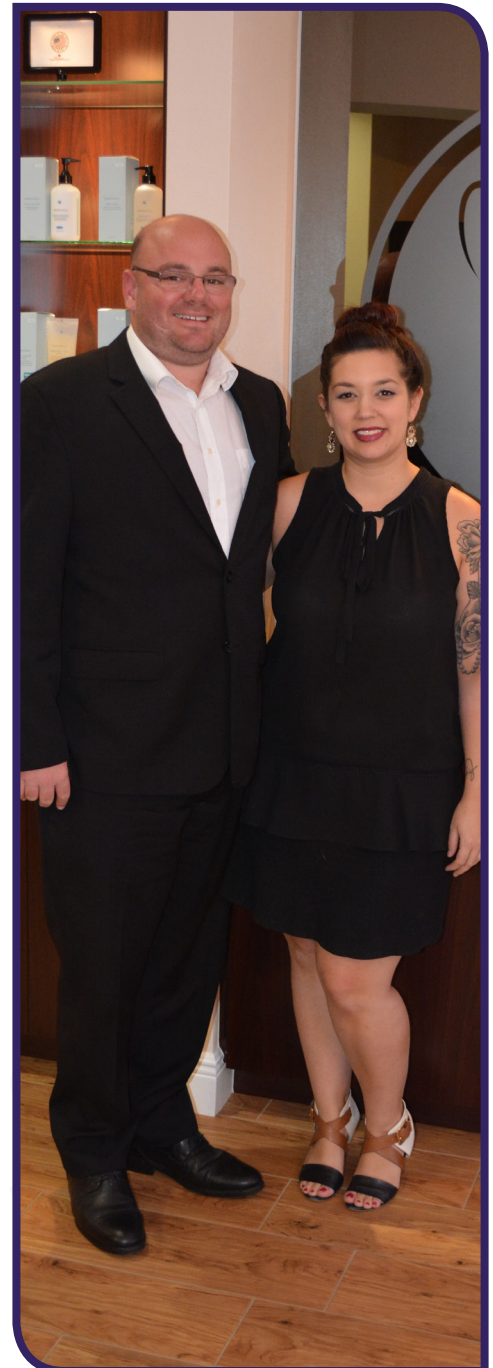
TESTIMONIAL

“The program 100% works. The most valuable asset a business has is time and the IGNITE 360® program teaches you how to manage that time most effectively, which creates more time for you to grow your business. I believe in this program so much I’ve become a mentor and facilitator.” -Kyle Graham, Owner

COMPANY INFO

www.millefioriskincare.com | 321-821-4778

Facebook: @millefioriskincare | **Instagram:** @millefioriskinrejuvenation



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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 weVENTURE.org.

Key IGNITE 360® SPONSORS

