**Entrepreneurship Roundtable – Sample Run of Show**

**RUN OF SHOW**

Event time: 1 hour + media availability

***Sample Tick Tock***

**0:00 – 0:05:** Moderator makes opening remarks and thanks sponsors. Introduces roundtable panelists.

**0:05 – 0:10:** Welcome remarks from panelists.

**0:10 – 0:45:** Moderated discussion with entrepreneurs. (Question prompts below)

**0:45 – 0:50:** Policymaker remarks.

**0:50 – 1:00:** Conclusion of conversation. Discussion of America’s New Business Plan.

**1:00 - 1:20:** Media availability with interested entrepreneurs

**QUESTION PROMPTS**

*Below are four questions that would be considered “must gets” to set up the solutions that are offered. Following are additional questions that serve as backups if there is time left in the discussion once the four questions have been covered. Also included are statistics cited in ANPB and others from the 2018 Kauffman research you can use in follow up comments during the discussion.*

*ANBP Framework*

FUNDING: Let’s start with the issue of capital because I know that’s at the root of what keeps many out of entrepreneurship. Does anyone have a story about the challenges entrepreneurs face when it comes to accessing the financing your business needs? When you speak, please start by sharing your name, a quick sentence about your business and how long you’ve been in business.

*Quick Facts:*

* *at least 83 percent of all entrepreneurs do not access bank loans or venture capital.*
* *Almost 65 percent rely on personal and family savings for startup capital and close to 10 percent carry balances on their personal credit cards.*
* *Just two percent of VC goes to businesses launched by women and just one percent goes to businesses launched by people of color.*
* *Only about 9 percent of proposals submitted to angel investors came from women entrepreneurs.*
* *A recent study found that men were significantly more likely to secure funding than women when pitching the same business content. Another study found that investors ask gendered questions, whereby men are asked about growth-oriented gains facilitated by capital and women are asked about non-losses.*
* *45% of men say getting necessary funding is difficult, compared to 63% of women.*

OPPORTUNITY: Moving to opportunity, when you think about the barriers to entry for entrepreneurship, a lot of people talk about onerous regulations. What’s been your experience managing the various rules and regulations that apply to small business, specifically from [federal/state/local] policymakers?

*Quick Facts:*

*More than 50 percent of entrepreneurs reported having difficulty navigating initial paperwork.*

*More people think it is harder to start a new business today than before.*

*Both new and old businesses agree that government favors entrenched, large business over new business.*

KNOWLEDGE: Thinking about the ecosystem around entrepreneurs that provides mentorship, training and information: can anyone speak more about who helped you start your business? Was it a friend or mentor, an organization like a local chamber of commerce, or was it a government agency — local, state or federal? And was there information or training that would have been useful that you were unable to get?

*Quick Facts:*

*55% of established business owners had more than five other business owners in their network, compared to 39% of new entrepreneurs.*

*Over 80% of new and old businesses had support from friends and family. But start-ups have much smaller business networks – fellow business-owners they can turn to for advice.*

SUPPORT: It’s no secret that starting a new business requires an enormous leap of faith — quitting a job without a guaranteed income — and doing it with costs of student loans, childcare and other day-to-day expenses. New businesses need support. What were the risks you had to accept when starting a business and what kind of safety net could have helped you?

*Quick Facts:*

*41 percent of Americans would quit their job and start a new business in the next six months if they had proper tools and resources.*

*Additional Questions:*

Who helped you start your business? Was it a friend or mentor, an organization like a local chamber of commerce, or was it a government agency — local, state or federal?

What is the single biggest barrier to success for you?

If there is one thing you could change right now — a law, a regulation or a condition of society — what would that be?