

## The CBP Key

Providing the Key to Your Business  
Start Up and Growth!

November 2010

### CBP/NVCC Alumni Spotlight -

#### Entrepreneurship Certificate Program Alum's Team Wins Start-up Competition

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Jeremy Monat, alum of the first [Entrepreneurship Certificate Program](#) class, led the winning team in the [2010 DC Startup Weekend](#) competition! Jeremy started planning his winning business idea, an in-store shopping iPhone app called iSpeedShop, while enrolled in the entrepreneurship program. His company, [White Glove Apps](#), is now developing the product.

Startup Weekend, an intense 48-hour competition, brought together marketers, programmers, and other entrepreneurs to pitch an idea, build a team, create a prototype product, then present a demo and business plan to a panel of business leaders.

"The work I did in the Entrepreneurship Certificate Program classes let us create our presentation quickly," said Jeremy. "In the FastTrac capstone class, we did detailed market research. While our revenue model has changed since then, the figures I'd compiled were still relevant. And when our team had to quickly come up with monthly financial projections, it was helpful to have done so before in the Small Business Management class."

White Glove Apps is currently looking for two more co-founders: a second programmer, and a business development person with retail experience. Contact [Jeremy@WhiteGloveApps.com](mailto:Jeremy@WhiteGloveApps.com) to learn more.