



**TUCK
EXECUTIVE EDUCATION
AT DARTMOUTH**



TUCK DIVERSITY BUSINESS PROGRAMS FUNDING GUIDE

Thank you for your interest in a Tuck Diversity Business Program (DBP)!

Tuck underwrites more than 50% of the cost of attendance for each DBP participant. Some participants seek additional funding to cover the remaining program fees. This guide is designed to support the search for scholarships and corporate sponsorships.

We wish you success in your pursuit of funding and hope to see you at a Tuck Diversity Business Program soon!

CONTENTS:

- Diverse Business Scholarship Opportunities
- Securing Corporate Sponsorship
- Sponsorship Request Template

Diverse Business Scholarship Opportunities

The following organizations offer scholarships which can be used towards the cost of attending Tuck Diversity Business Programs. Unless otherwise noted, these scholarships are not administered by Tuck, and so information may be outdated. Any questions regarding these scholarships should be directed to the administering organizations.

Organization	Scholarship	Amount	Open Period	Criteria
Communities Foundation of Texas	Bank of America Small & Diverse Business Education Fund Contact: Katie Kuehl kkuehl@cftexas.org	\$10,000	August-October	<ul style="list-style-type: none"> • Certified small or diverse business • Annual sales between \$500,000 and \$50M • At least 3 full-time employees • At least 3 years of experience developing and running company
Scholarship America	The Bank of America Diverse Business Scholarship Program Contact: Deidra Willson bofabusiness@scholarshipamerica.org	\$10,000	April-May	<ul style="list-style-type: none"> • Certified small or diverse business • Annual sales between \$500,000 and \$50M • At least 3 full-time employees • At least 3 years of experience developing and running company
WBENC	Dorothy B. Brothers Scholarship Contact: DBB@wbenc.org	Up to \$11,000		<ul style="list-style-type: none"> • WBE certified • Owner of company • At least 3 years of experience running company • At least 3 employees • Between \$500,000 and \$50M annual sales • Preference given to WBEs who have not recently attended an executive management program

HSDA	HSDA Scholarships Contact: Andrea Reubel secretary@hsdafordiversity.org	Up to 50% of program fee		<ul style="list-style-type: none"> • HSDA members • Contact HSDA directly to discuss funding availability
MSDUK	MSDUK Innovation Challenge Contact: Ervin Picari ervin@msduk.org.uk Priya Arora priya@msduk.org.uk	\$10,000	April-May	<ul style="list-style-type: none"> • MBE • UK citizen or Tier 1 visa holder • 4 categories for submission: Disruptive Businesses, Sustainable Futures, Tech for Good, Innovation Wildcard • 3 scholarships awarded

Securing Corporate Sponsorships

The majority of Tuck DBP participants find funding for part or all of their program fees through leveraging their professional networks to gain corporate sponsors. The following section provides resources to help diverse business owners and executives secure sponsorship.

Who to Approach?

Past Tuck DBP participants have found funding from a variety of sources who are invested in the success of their businesses, including:

- Certifying organizations (e.g. NMSDC, WBENC, NGLCC)
- Local and regional Minority Supplier Diversity Councils and chambers of commerce
- Corporations that the participant's company supplies
- Corporations with a special interest in the participant's city or region
- Mentors, community members, and others in the participant's network

Benefits to the Sponsor:

By supporting a participant's attendance at a Tuck Diversity Business Program, sponsors do not invest in the participant's growth alone. In fact, sponsorship provides many benefits to the sponsor:

- A strengthened supply chain, which is vital in the increasingly globalized market
- The opportunity to nurture relationships with diverse business communities
- A visible demonstration of the sponsor's commitment to support diverse businesses
- Collaboration with Tuck Diversity Business Programs and recognition on our website

Why Tuck?

When requesting sponsorship, it may be helpful to explain why you want to attend a Tuck Diversity Business Program. Some key features of our programs include:

- With more than 40 years' of history, Tuck DBP is the oldest academic program in the country designed specifically for diverse business owners and executives. Our decades of experience and alumni network of more than 7,000 participants add value that extends beyond the classroom.
- All Tuck DBP classes are taught by Tuck faculty, which gives participants direct access to some of the leading thinkers in the business world. Many Tuck DBP faculty meet one-on-one with participants and offer advice tailored to their businesses.

- Your cohort will feature diverse executives from dozens of industries throughout the nation and the world, creating a close-knit network that positions you to take advantage of a broader range of opportunities.

You may also find it helpful to reference the participant success stories published on our [website](#). These stories offer specific evidence of the return on investment enjoyed by Tuck DBP participants, their companies, and their sponsoring organizations.

Sponsorship Request Template

To further facilitate your pursuit of sponsorship, the following letter provides a basic template with a suggested structure for requesting support from a potential sponsor. Feel free to personalize this letter or write your own.