# YEAR END REPORT 2016

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# Praxis hit a new stride in 2016.

We blew past our projected 2016 goals and achieved product-market fit through a new program model. 18 new participants started the program in 2015. 50 started in 2016.

# We didn't stop innovating.

The new program model includes a 3-month professional development bootcamp and a 6-month apprenticeship at a high-growth startup that leads to a full-time job offer.

The bootcamp trains participants on personal branding, professional writing, and creating value for their startup from Day 1.

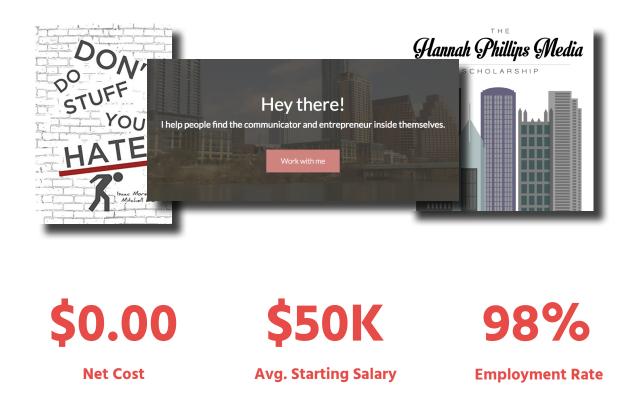
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The remaining 6 months are spent apprenticing at business partners across the country and completing a series of personal and professional development projects.

A main part of the new nine-month experience, these projects help our participants build new skills by creating everything from books to apps to businesses of their own.



Participants are offered full-time positions with their business partners upon successful completion of the program. No student debt. No wasted opportunities.

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#### Get the Praxis Program Guide

Learn the ins and outs of the program and how you can apprentice at a startup

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### We broke recruitment records.

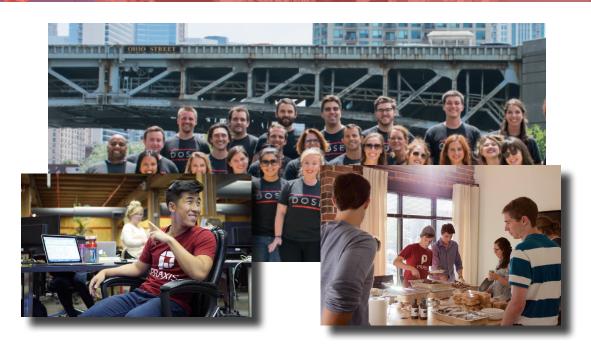
With the launch of our new model, we've tightened up our marketing and sales strategy.

We've been able to grow our reach of high-quality prospects online and no longer have to rely on in-person recruitment.



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# We formed new partnerships.

In 2016, the Praxis Business Partner Network shifted gears to focus solely on high-growth startups who offer the demanding experience our participants crave.

We've focused recruitment in fast-growing startup cities like Atlanta, Austin, Pittsburgh, Raleigh, and Phoenix.



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### We made a great team greater.

Praxis has been lucky to have a diverse team of contractors, recruiters, interns, and employees who have grown with us in 2016.

In Q4, we added three new full-time employees. Sara Morrison came on board as Director of Operations. Chase Paisley joined as our first full-time Sales Rep. Simon Fraser started as a Placement Specialist.

We've built out a team that is growing the number of participants every month, improving the quality of the program experience, and scaling internal systems to be ready for 2017 and beyond.

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## Our Praxis advisers killed it.

This year we began the expansion of the education department to meet the growing needs of our growing participant group.

We now have ten contracted program advisers coaching participants bi-weekly. This group includes experienced startup professionals and Praxis graduates.

Education Director T.K. Coleman trains program advisers and hosts discussions and workshops with successful entrepreneurs. He continues to build an engaging community for Praxians.



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# Our 2016 participants made us proud.



"Applying to Praxis was the best decision I have ever made ... I feel like I've already accomplished so much in this program and I'm only two months in."

- Hannah Phillips



"After 3 months, my business partner has already offered me a fulltime job. Praxis has exceeded my expectations."

- Charles Porges



"Praxis has helped me carve out my own career path. It has been the perfect atmosphere to inspire my personal and professional growth."

- Diana Zitting

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# We graduated some of the best.

15 Praxians graduated. Here's where a few of them ended up:



Tamina Zaheri now works as a Customer Experience Analyst at Aceable.

Mitchell Earl is now Chief of Staff at Ceterus.

Nick Tucker is a sales development representative at GuildQuality.

# We're ready for 2017.

We surpassed our goal of 40 participants in 2016. 2017 will be a year of further participant growth as we refine our internal systems and the program experience. After all, as our Education Director T.K. Coleman likes to say,

# "We are pioneers of the inevitable."

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