

THE FLCR CONTINUUM


Growth Partners Arizona Financial Leadership & Capital Readiness Model

Building Financial Leadership. Strengthening Readiness. Unlocking Opportunity.

The Journey Is Not Linear It's Developmental.

Entrepreneurs grow at their own pace across the three connected dimensions.

1 BEHAVIORAL READINESS
The Mindset & Habits That Drive Growth



Building the attitudes, habits, confidence, and decision-making practices that shape how entrepreneurs manage challenges and pursue opportunities.

Focus Areas

- Mindset & Confidence
- Financial Habits & Decision-Making
- Planning & Goal Setting
- Follow-through & Accountability
- Learning Orientation & Adaptability

2 STRUCTURAL READINESS
The Systems That Support Sustainability



Strengthening the foundational systems, documents, processes, and financial visibility, that create clarity, discipline, and operational stability.

Focus Areas

- Business Structure & Compliance
- Financial Records & Reporting
- Cash Flow Management
- Systems, Tools, & Processes
- Operational Consistency

3 CAPITAL POSITIONING
The Strategy That Aligns Capital & Need



Understanding the right type, amount, and timing of capital and positioning the business and funding strategy for the best fit.

Focus Areas

- Funding Needs & Use of Funds
- Capital Strategy & Fit
- Business Story & Financial Case
- Credit & Financing Readiness
- Growth & Repayment Strategy



FINANCING READINESS

Sustainable Business Growth with Aligned Capital



BUILT ON TRUSTED RELATIONSHIPS
Human-Centered. Community-Rooted. Mission-Driven.



BEHAVIORAL READINESS
Mindset & Habits



STRUCTURAL READINESS
Systems & Stability



CAPITAL POSITIONING
Strategy & Alignment

Dimensions

The Industry's Current Model

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VIEW OF READINESS

Readiness is a threshold.
Entrepreneurs must meet all requirements
before capital can be accessed.

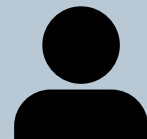
Readiness is a progression.
Entrepreneurs strengthen capabilities over
time across three connected dimensions.



TIMING OF SUPPORT

Support typically comes after entrepreneurs
encounter friction or denial.

Support begins early and before the highest
friction moments and continues throughout
the journey.



ENTREPRENEUR REALITY

Binary: ready or not ready

Realistic: Readiness develops unevenly and
evolves across dimensions.



SYSTEM OUTCOME

Higher denial rates and delayed growth.

Stronger alignment, better outcomes, and
faster, more equitable paths to growth.



ECOSYSTEM ROLE

Gatekeeper - Decides who is ready for
funding.

Development partner, builds capability and
connects entrepreneurs to the right capital.

Deliver Boldly

**STRONGER TOGETHER.
STRONGER BUSINESSES.
STRONGER COMMUNITIES.**