

Nathan Minns

Nathan has spent most of his career in **the startup ecosystem** as an employee and a **3x founder**. His online courses on web design have earned **over 60,000 enrollments from 179 countries**. He has spearheaded **startup initiatives for major corporations** and became the **youngest board member** at a youth leadership development nonprofit in 2017.

As a **mentor and certified facilitator for Techstars**—the world's largest pre-seed investor—Nathan has honed his skills in nurturing innovation and fostering entrepreneurial spirit.

Nathan uses his **entrepreneurship** experience combined with his **professional acting & improvising experience** to create engaging experiences that develop participants' entrepreneurial thinking ability.



Workshop Facilitator & Entrepreneurship Coach

Teaching (and Learning) to Use an Entrepreneurial Mindset is Hard...
...But it's even harder to see unrealized potential in projects and entrepreneurs.

People turn to me when their group desperately needs to develop an iterative, entrepreneurial approach.

Because entrepreneurship education should not only inform but empower early-stage entrepreneurs with the competence to dive into the unknown with curiosity to make the world better.

But... Why Improv?

Improv comedy is one of the tools in Nathan's toolbox, as he has performed as a professional actor & improviser.

Improv comedy, the skill of performative unscripted conversation, is all about creating something from nothing, pivoting and performing under pressure, and (usually) relying heavily on a team.

Nathan uses the similarities between improv and entrepreneurship to develop iterative thinking.

Workshops

Entrepreneurial Thinking & the Power of “Yes And”

Step into a world where new ideas are celebrated, new experiences are embraced, and adaptability is second nature. Picture a space where ideas flow effortlessly, even from the quietest members of your group. Imagine a group that values everyone’s input, adapts quickly to new information, and seeks out change.

- be more comfortable with the “build, measure, learn” cycle
- provide structure in uncertain situations
- ideate more effectively, just like improvisers do on stage
- tackle problems as a team
- leverage feedback and co-create with all stakeholders
- push boundaries while respecting individual abilities



Communicate Like An Improviser

Explore the importance of improv in everyday communication, as all non-scripted communication is improv.

We focus on three core steps to communicate like an improviser: actively listening, pausing, and responding in the moment while embracing the “Yes, And...” principle.

- use the 3 steps to communicate like an improviser
- use the principle of “Yes, And...” to suspend judgment in conversation
- listen fully to the person they’re talking to
- be fully present while speaking with their conversation partner
- communicate better as a team

Team Building: Collaborate, Support, & Grow

Participants will deepen their connections, embrace collaboration, and explore the 4 key principles of improv comedy:

- “Yes, and...”: Cultivate a positive, open-minded, “can-do” attitude while being present
- “Team Over Self”: Improv is a team sport. We emphasize teamwork & reciprocal support
- “Communicate Confidently”: All non-scripted communication is improv. Practice deliberately
- “No Mistakes, Only Learning”: Embrace a growth mindset, take calculated risks, & overcome obstacles

Coaching

Entrepreneur Business & Product Coaching

Navigating the world of early-stage entrepreneurship can be both exhilarating and challenging. Entrepreneurs will be guided through the intricacies of business ideation, customer discovery, and practical implementation. Participants will learn to:

- Test with MVPs and launch something ASAP
- Engage effectively with potential customers to understand their needs and challenges.
- Navigate the foundational aspects of the entrepreneurial process, from ideation to execution.
- Develop actionable strategies that can be applied immediately to their ventures.

Presentation Coaching for Entrepreneurs

In Nathan's coaching program, derived from his knowledge of being a 3x entrepreneur & professional actor, he provides **one-on-one guidance** to help you develop and deliver the most captivating version of your story. Coaching participants will learn to:

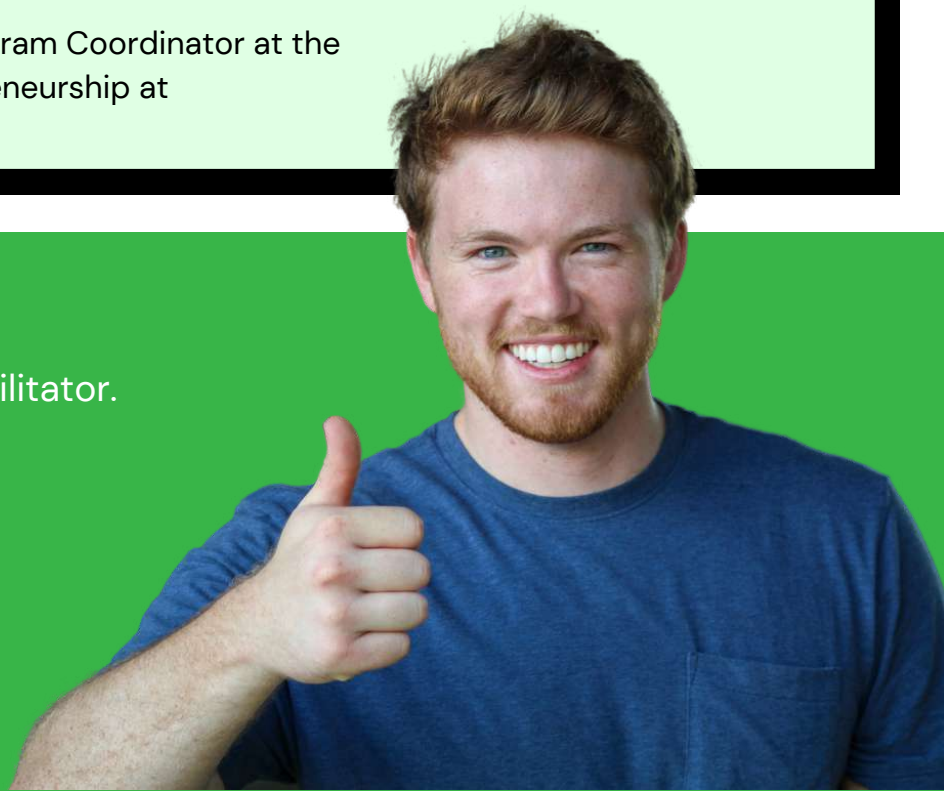
- be more comfortable presenting on stage
- craft a compelling narrative when presenting
- confidently answer questions on the spot
- stretch themselves as far as they can, while understanding we all have different strengths

"Nathan's workshop was great for my group of undergraduate students. The workshop taught them great communication skills, but more importantly, **allowed them to think about why we interact with others the way that we do.** They learned that our actions and language influence the way that we respond to others, and the way they respond to us. **They also had a great time!**"



Kaitlin Flintroy, Former Program Coordinator at the Keenan Center for Entrepreneurship at Ohio State University

- ✓ 3x Entrepreneur.
- ✓ Certified International Facilitator.
- ✓ Speaker.
- ✓ Entrepreneurship Coach.
- ✓ 60,000+ Students Online.
- ✓ Improviser.



Clients & Press



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Interviews

Topics

- Iterative Thinking
- Adaptability
- Entrepreneurship
- Communication Skills
- Collaboration Skills
- Creativity
- Improv Principles
- Personal & Professional Growth

Sample Interview Questions for Nathan

- What happens in a workshop?
- What do participants gain from Nathan's workshops? what about his coaching?
- How did your journey in improv lead you to entrepreneurship, and what connections do you see between them?
- How can improv principles like "yes, and..." be integrated into the "build-measure-learn" cycle in entrepreneurship?
- What setbacks did you encounter in your entrepreneurial journey, and how did you bounce back from them?
- How do you handle early-stage pivots or changes in your business model, and what lessons can others learn from your experiences?
- What tips can you give to early-stage entrepreneurs for building their first product?
- Describe a situation where improv improved team communication among entrepreneurs.
- What are some specific exercises that you use in your workshops?
- Have you had any people who did not want to participate in your activities?
- What resources, books, or mentors have had a significant impact on your entrepreneurial journey, and how?



Results

"Nathan does a remarkable job of taking something fun like improv and **facilitating a captivating session to deliver key learnings while having a lot of fun. The energy and enthusiasm were electric** throughout the session. I would highly recommend him for your next team building event!"



Ty Shepfer, Director of Ohio State University's Honors Cohort Programs

"Nathan is very organized and **delivers speech in an efficient, yet engaging way. His radiant enthusiasm** alone demonstrates his strong work ethic, let alone his **passion in the craft of public speaking.**"



Peter Kobs, College Program Administrator

"I hope to see more Improv presentations to **integrate it into teaching, providing therapy, and providing clinical supervision.** I was glad to get out of my seat and become an active participant in **Nathan's presentation. It was awesome!!!**"



David Julius Ford, Jr., Ph.D., LCMHC (NC), LPC (VA, NJ), NCC, ACS
Associate Professor (Tenured) and Department Chair, Department of
Professional Counseling at Monmouth University

"Amazing team building built around humor. Loved it!"



Jessie Wenger, Tax Manager at Schneider Downs

"After participating in the workshop, **I feel better about my approach to my first presentation.**

My favorite part was when Nathan clarified the importance of knowing you will forget info and that it's important to carry on the "YES AND" mentality, which has been **helping me feel confident** leading into my presentation."



Edriss Ndiaye, Student Founder in the President's Buckeye Accelerator Boost Camp

Nathan in Action



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Next Steps

Book a workshop for your student group


Book a workshop for your team or conference


Book a coaching session


Book an improv-inspired keynote

View the types of activities we do in our workshops

Thank you for your interest!

 www.NathanMinns.com

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