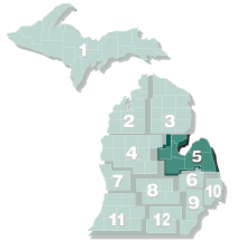




2010 SMALL BUSINESS TRAINING SCHEDULE



Small Business.

Our Business. We grow small businesses ...

ENTREPRENEURIAL SERIES ... FUNDAMENTALS OF STARTING A BUSINESS

You have a passion ... a hidden talent. Do you know what it takes to turn that skill into a successful business? This seminar is designed for those considering self-employment, or are at the beginning stages of starting a business. will be introduced to the key characteristics of successful business ownership, and what it takes to start and run a thriving business ...

<u>Date</u>	<u>Time</u>	<u>Location</u>	<u>Date</u>	<u>Time</u>	<u>Location</u>
2/23/10	2 - 5:00 p.m.	Rawson Memorial District Library	7/21/10	1 - 4:00 p.m.	Alice & Jack Wirt Public Library
3/4/10	6 - 8:30 p.m.	Grace A. Dow Memorial Library	7/29/10	9 a.m. - 12:00 p.m.	Michigan Works! - Standish
3/12/10	1 - 4:00 p.m.	Michigan Works! - Standish	8/19/10	6 - 8:30 p.m.	Hoyt Public Library
3/18/10	6 - 8:30 p.m.	Hoyt Public Library	8/24/10	2 - 5:00 p.m.	Rawson Memorial District Library
3/24/10	1 - 4:00 p.m.	Alice & Jack Wirt Public Library	9/2/10	6 - 8:30 p.m.	Grace A. Dow Memorial Library
4/8/10	6 - 8:30 p.m.	Grace A. Dow Memorial Library	9/10/10	9 - 11:30 a.m.	Michigan Works! - Bay City
4/15/10	6 - 8:30 p.m.	Hoyt Public Library	9/16/10	6 - 8:30 p.m.	Hoyt Public Library
4/23/10	9 - 11:30 a.m.	Michigan Works! - Bay City	10/1/10	9 a.m. - 12:00 p.m.	Michigan Works! - Standish
4/27/10	2 - 5:00 p.m.	Rawson Memorial District Library	10/7/10	6 - 8:30 p.m.	Grace A. Dow Memorial Library
5/6/10	6 - 8:30 p.m.	Grace A. Dow Memorial Library	10/11/10	6 - 8:30 p.m.	Rawson Memorial District Library
5/13/10	9 a.m. - 12:00 p.m.	Michigan Works! - Standish	10/20/10	1 - 4:00 p.m.	Alice & Jack Wirt Public Library
5/27/10	6 - 8:30 p.m.	Hoyt Public Library	10/21/10	6 - 8:30 p.m.	Hoyt Public Library
6/3/10	6 - 8:30 p.m.	Grace A. Dow Memorial Library	11/11/10	6 - 8:30 p.m.	Grace A. Dow Memorial Library
6/8/10	2 - 5:00 p.m.	Rawson Memorial District Library	11/18/10	6 - 8:30 p.m.	Hoyt Public Library
6/18/10	9 - 11:30 a.m.	Michigan Works! - Bay City	12/2/10	1 - 4:00 p.m.	Michigan Works! - Standish
6/24/10	6 - 8:30 p.m.	Hoyt Public Library	12/6/10	6 - 8:30 p.m.	Rawson Memorial District Library
7/15/10	6 - 8:30 p.m.	Grace A. Dow Memorial Library	12/10/10	9 - 11:30 a.m.	Michigan Works! - Bay City

For most current up-to-date information and detailed descriptions of training events, visit www.misbtdc.org/training.

SEMINAR LOCATIONS

Alice & Jack Wirt Public Library · 500 Center Avenue, **Bay City**, MI 48708

Delta College · 1961 Delta Road, **University Center**, MI 48710

Grace A Dow Memorial Library · 1710 W St Andrews, **Midland**, MI 48640

Hoyt Public Library · 505 Janes Avenue, **Saginaw**, MI 48607

Huron Area Technical Center · 1160 S Van Dyke, **Bad Axe**, MI 48413

Michigan Works! · North Pointe Plaza, 4061 North Euclid, **Bay City**, MI 48706

Michigan Works! · 4480 W M-61, **Standish**, MI 48658

ThumbWorks! · 3270 Wilson, **Marlette**, MI 48453

Rawson Memorial District Library · 6495 Pine Street, **Cass City**, MI 48726

SPECIALIZED ENTREPRENEURIAL SEMINARS**FASTTRAC® NEWVENTURE™**

This 10-week course is designed to test your business idea, broaden your understanding of business, plan your financial needs, structure your business operations, and more ...

<u>Weekday</u>	<u>Dates</u>	<u>Time</u>	<u>Location</u>
WED	Mar 10 - Apr 12, 2010	1 - 6 p.m.	Delta College

A \$700 value - for only \$100

FASTTRAC® NEWVENTURE™

This 9-week course is designed to test your business idea, broaden your understanding of business, plan your financial needs, structure your business operations, and more ...

<u>Weekday</u>	<u>Dates</u>	<u>Time</u>	<u>Location</u>
FRI	Apr 16 - Jun 25, 2010	10 a.m. - 4 p.m.	ThumbWorks!

A \$700 value - for only \$100

EFFECTIVE CUSTOMER SERVICE

Learn how to consistently deliver excellent customer service. Tips, techniques, and examples from those who increase their bottom line by making the customer feel appreciated, thereby building repeat business and loyal customers ...

<u>Date</u>	<u>Time</u>	<u>Location</u>
7/12/10	6 - 8:30 p.m.	Rawson Memorial District Library

TEAM SBA PRESENTS, THE TRUTH ABOUT LOANS - A FINANCING ROUNDTABLE

Before you apply for a business loan, attend this free loan orientation. TEAM SBA will debunk the myths and demystify the process of small business financing; explain the lending process and what is expected of you; how the SBA can assist local lenders with its SBA Guaranteed Loan Program and more ...

<u>Date</u>	<u>Time</u>	<u>Location</u>
3/18/10	9:30 a.m. to 12:30 p.m.	Delta College
5/19/10	9:30 a.m. to 12:30 p.m.	ThumbWorks!
7/22/10	9:30 a.m. to 12:30 p.m.	Delta College
9/30/10	9:30 a.m. to 12:30 p.m.	Delta College

FOOD SERVICE BUSINESS START-UP & MARKETING

Discover the logistics of catering to homes and businesses, how and where to sell your products and how to use the Internet to increase sales ...

<u>Date</u>	<u>Time</u>	<u>Location</u>
3/17/10	2 - 6 p.m.	Huron Area Technology Center

**ENTREPRENEURIAL SERIES...
FUNDAMENTALS OF****MARKETING YOUR BUSINESS**

Learn the fundamentals of marketing and the primary tools for any business to secure its spot in the marketplace ...

<u>Date</u>	<u>Time</u>	<u>Location</u>
5/12/10	6 - 8:30 p.m.	Rawson Memorial District Library
9/29/10	6 - 8:30 p.m.	Rawson Memorial District Library

FINANCE & BUSINESS LEGAL ISSUES

You will be introduced to the different types of legal structures for businesses, learn the importance of having an accounting system in place, how to use financial statements effectively, what state and federal tax requirements you have, and how to protect your business ...

<u>Date</u>	<u>Time</u>	<u>Location</u>
11/8/10	6 - 8:30 p.m.	Rawson Memorial District Library

ADVANCED ENTREPRENEURIAL SERIES**SELLING IN THE 21ST CENTURY**

This is a practical seminar designed to improve your sales whether you have a sales force of one or a team of many. You will be introduced to basic sales concepts and key tools to help grow your business ...

<u>Date</u>	<u>Time</u>	<u>Location</u>
3/29/10	6 - 8:30 p.m.	Rawson Memorial District Library

E-COMMERCE - INTRODUCTION TO ONLINE SELLING

This seminar focuses on using the Internet to deliver your products and services to your customers through the use of a Web site ...

<u>Date</u>	<u>Time</u>	<u>Location</u>
TBD		TBD

Pre-registration is required, contact your MI-SBTDC™ Region 5 office at (989) 686-9597, or register online at www.misbtdc.org/training.

*Reasonable accommodations for persons with disabilities will be made, if requested at least 2 weeks in advance.
Contact MI-SBTDC™, 1961 Delta Road, University Center, MI (989) 686-9597.*



The Michigan Small Business & Technology Development Center™ (MI-SBTDC™) provides counsel, training and research for Michigan's new business ventures, existing small businesses, expanding new businesses, new technology companies, and innovators. The MI-SBTDC™ is housed at Grand Valley State University's Seidman College of Business in Grand Rapids, Michigan. As host of the MI-SBTDC™ State Headquarters, the Seidman College of Business oversees the twelve region MI-SBTDC™ network. Entrepreneurs and small business owners may access the services of their nearest MI-SBTDC™ by calling (877) 873-4567 or visiting www.misbtdc.org.



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