



CLEMSON SMALL BUSINESS DEVELOPMENT CENTER 2006 SEMINARS/WORKSHOPS

PRE-REGISTRATION WITH PAYMENT REQUIRED
CASH/CHECK/VISA/MASTERCARD ACCEPTED
NO REFUNDS – SUBSTITUTIONS ALLOWED

FOR MORE INFORMATION OR TO REGISTER, CALL 864.297.1016

LEARNING THE BASICS OF STARTING A SMALL BUSINESS

Do you have the “right stuff”? This interactive workshop allows you to evaluate your potential for *profitable* business ownership and provides an overview of the critical first steps associated with starting a business. Participants will assess their level of entrepreneurship via a self-test and Q & A discussion of what it takes to be a successful entrepreneur. Learn about the business plan process, forms of business ownership, legal requirements, market research, financing issues, and other resources available.

INSTRUCTORS

Kim Williams, Greenville Area SBDC Manager, and Cathy Anderson, a veteran entrepreneur including a founding member of America Online, Coffee Underground and Rocks & Ropes.

INVESTMENT \$40 per person. Make checks payable to SBDC.

WHERE & WHEN

University Center, 225 South Pleasantburg Drive, Greenville unless noted.

Jan 24	6 – 9 pm	Apr 12	1 – 4 pm	July 20	6 – 9 pm	Oct 25	1 – 4 pm
Feb 16	1 – 4 pm	May 23	6 – 9 pm	Aug 24	1 – 4 pm	Nov 16	6 – 9 pm
Mar 14	6 – 9 pm	June 21	1 – 4 pm	Sept 21	6 – 9 pm	Dec 5	1 – 4 pm

QUICKBOOKS PRO 2006 EDITION

Learn the basics or increase your confidence of the most popular financial software on the market. This series of two 4-hour classes is designed for those who want to know what is really necessary to make their business financial operations run more efficiently. Topics covered include managing customer payments, find and generate reports & financial statements, manage payroll, inventory, pay bills, print checks, track expenses & payments, create invoices, manage sales taxes, reconciliations, and budgeting.

INSTRUCTOR

Mathew Hultquist, CPA, a tax and financial services provider specializing in small business.

INVESTMENT

\$199 includes workbook. Make checks payable to Mathew Hultquist, CPA.

WHERE & WHEN

SBDC office, Merovan Center, 1200 Woodruff Road, Suite C-38, Greenville

Feb 28 & Mar 2	1 - 5	Jun 20 & 22	1 – 5	Oct 31 & Nov 2	8 – 12
Apr 25 & 27	8 – 12	Aug 29 & 31	1 – 5	Nov 28 & 30	1 – 5

MARKETING'S 12 OBSESSIONS

THE UNRECOGNIZED SECRETS OF GROWING SUPER SUCCESSFUL BUSINESSES

This workshop will help you understand the key issues that drive success and what steps you should take to move forward. Primarily beneficial to people who are considering the establishment of a new business or someone who is in the early stages of getting a new business started.

You will learn to:

Create a market place presence that makes you unforgettable.

Build a "sales and marketing machine" that begins to run on its own power.

Deal with competitors and minimize their impact.

Find and drive more customers into your business.

INSTRUCTOR

Gil Gerretsen, BizTrek Marketing Mentors, a corporation that provides small business owners a different approach to achieving extraordinary revenue growth with minimum cost and risk.

INVESTMENT \$35

WHERE & WHEN

12 – 1:15 pm in Greenville. Call 298.0044 for registration and location information.

March 21

May 16

July 18

September 19

November 17

April 18

June 20

August 15

October 17

December 19

GRAVITATIONAL SELLING

THE NEW APPROACH TO SELLING WITHOUT PRESSURE OR GIMMICKS

If you are an entrepreneur, free agent or sales rep who is responsible for generating revenue every day, then this topic is perfect for you. This program will help you understand how to become a high achiever and what it takes to reach the top ... by learning to prospect and sell in such a way that you never feel like you are selling and your prospect never feels like they are being sold! Come learn this unique philosophy of gravitational selling and the approach required for reaching the pinnacle of sales success.

INSTRUCTOR

Gil Gerretsen, BizTrek Marketing Mentors, a corporation that provides small business owners a different approach to achieving extraordinary revenue growth with minimum cost and risk.

INVESTMENT \$37 pre-paid or \$47 at the door

WHERE & WHEN

12 – 1:30 pm in Greenville. Call 298.0044 for registration and location information.

May 2

July 7

September 8

November 7

June 6

August 1

October 3

December 5

The South Carolina SBDC is partially funded under Cooperative Agreement No. 6-603001-Z-0043-26 by the U.S. Small Business Administration. The Small Business Development Center (SBDC) operates in partnership with the U.S. Small Business Administration. The support given by the U.S. Small Business Administration through such funding does not constitute an expressed or implied endorsement of the cosponsor(s) or participants' opinions, products or services. **All SBDC programs are non-discriminatory and available to individuals with disabilities.**