



## Business Development Training Seminar Schedule

### A Business Planning and Development Information Seminar

This seminar was created for the current business owner without a plan and the new entrepreneur trying to grow or develop an idea. It is designed to walk a business owner through an industry analysis, management, marketing, and an overview of financial statements. The seminar includes a workbook full of information and the knowledge needed to pursue business goals. The cost of **\$99.00** includes the workbook at \$35 and tuition at \$64.

- **Cleary University**, 3601 Plymouth Road, Ann Arbor, MI 48105 •  
**734-332-4477 (for directions) To register call 734-677-1400 or go online to [www.miceed.org](http://www.miceed.org) under CEEDEdu**  
Thursday evenings, September 11 through October 2, 2008, 6:00 pm to 9:00 pm
- **Mott Community College**, 1401 East Court St. Flint, MI 48503 •  
**810-762-0200 (to register and for directions)**  
Wednesday, September 17, 2008 from 8:00 am to 5:00 pm
- **Henry Ford Community College M-Tec**, 3601 Schaefer Road, Dearborn, MI 48126 •  
**313-317-1506 (for Registration) and 313-253-4735 (for directions)**  
Tuesday Evenings, September 30 through October 21, 2008
- **ONLINE CLASSES** will be scheduled for September. Time and site to be determined.  
We will keep you posted here.

### Financial Tools: Understanding Your Financial Statements

This is a three-week seminar (one night a week) that covers how to put together a cash flow statement and how to understand an income statement and a balance sheet. It also covers some of the ratios banks and investors use to evaluate a business. This seminar is a very simplified version of financial statements and is designed for the non-financial business person. We will take, as an example, a small business and build the financials from the ground up. The cost of **\$79.00** includes the workbook at \$35 and tuition at \$44.

- **Mott Community College**, 1401 East Court St. Flint, MI 48503 •  
**810-762-0200 (to register and for directions)**  
Wednesday evenings, October 15 through October 29, 2008 from 6:00 pm to 9:00 pm
- **Henry Ford Community College M-Tec**, 3601 Schaefer Road, Dearborn, MI 48126 •  
**313-317-1506 (for Registration) and 313-253-4735 (for directions)**  
Tuesday Evenings, October 28 through November 3, 2008