

SCORE
Counselors
to
America's
Small
Businesses

Experience
the
SCORE
Difference

Could I, Should I, Start My Own Business?

Are you thinking about owning your own business and wonder if it's right for you? Do you know what causes businesses failure or why some business owners are successful? Learn how SCORE can help you in your decision. Complete a self assessment to see if entrepreneurship is really for you. Cost: \$10.00 per person in advance. **9:00 a.m. –11:00 a.m.**

January 21, 2009, February 18, 2009, May 27, 2009, September 15, 2009

Michigan Business & Professional Association, 27700 Hoover Rd, Warren 48093

**April 15, 2009, June 16, 2009, July 16, 2009, August 19, 2009, October 27, 2009,
November 18, 2009, December 3, 2009**

Southfield Library, 26300 Evergreen Rd., Southfield 48076

“PYOB” Planning Your Own Business

Now that you've made the decision to start a business, SCORE can get you started in the right direction. Learn how to analyze your business opportunity, how to manage cash flow, the

importance of marketing and what sources of information and assistance are available.

Cost: \$45 per person in advance. **8:45 am to 12:45 pm.**

**February 19, 2009, March 11, 2009, June 3, 2009, July 23, 2009, October 14, 2009,
November 10, 2009**

Michigan Business & Professional Association, 27700 Hoover Road, Warren 48098

**January 14, 2009, April 8, 2009, May 13, 2009, August 12, 2009, September 9, 2009,
December 9, 2009**

Southfield Library, 26300 Evergreen Rd., Southfield 48076

Write a Winning Business Plan

Learn what a business plan is and the steps to business formation. Topics include: choices for business structure, how to conduct a competitive analysis, components of a marketing plan,

financial statements, and the importance of your support and guidance team.

Cost \$45.00 per person in advance.

8:45 am to 12:45 pm.

**January 14, 2009, March 25, 2009, Wednesday April 29, 2009, May 20, 2009, July 21,
2009**

September 22, 2009, November 24, 2009

Michigan Business & Professional Association, 27700 Hoover Rd., Warren 48098

**February 18, 2009, June 23, 2009, August 25, 2009, October 20, 2009, December 2,
2009**

Southfield Library, 26300 Evergreen Rd., Southfield 48076

Basic Marketing Concepts

Learn the basics of marketing, including target marketing, packaging and presentation, promotional strategies, competitive analysis, and goal monitoring. Cost: \$45 person in advance. **8:45 am to noon.**

January 29, 2009, September 30, 2009

Michigan Business & Professional Association, 27700 Hoover Road, Warren 48098

April 23, 2009, December 3, 2009

Southfield Library, 26300 Evergreen Road, Southfield 48076

Accounting for Small Business: Know Where You Stand!

Does your accounting system give you control over your business finances? Learn how to create a system, based on timely data, that allows you to make changes as needed. Topics include the balance sheet, income statement, matching sources and uses of funds, and ways to determine cash flow. A review of the financial condition of two similar companies will be presented and the strengths and weaknesses of each will be illustrated.

Cost: \$55 per person in advance. **8:45 am to 12:45 pm.**

January 7, 2009, April 22, 2009, July 29, 2009, October 21, 2009

Michigan Business & Professional Association, 27700 Hoover Road, Warren 48098

CEO Roundtable: Sharing Insights with Other CEOs

Join your peers and experienced SCORE counselors in a lively discussion of business topics chosen by you! What issue causes you the most concern? Here's your chance to get expert advice from those who have "been there, done that." Consider the CEO Roundtable your very own board of advisors, without the cost. Sharing experiences, adding perspective, and refining strategies – it's all part of the CEO Roundtable. Cost: \$150 per person in advance.

8:45 am to 12:45 pm.

February 17, 2009, April 14, 2009, June 16, 2009, August 18, 2009, October 13, 2009, December 8, 2009

Bloomfield Township Library

1099 Lone Pine Road Bloomfield Hills 48302

Small Business Loan Workshop

This workshop will cover what a banker looks for in a loan application. The 5 "C's" of credit will be covered, along with SBA loan programs. Components and analysis of a loan application are reviewed. Cost: \$20.00 per person.

8:45 a.m. –12: 00 noon.

April 2, 2009, July 30, 2009, November 12, 2009

Oakland County PED 2100 N. Pontiac Lake Tr., Waterford, MI 48341

Practical Introduction to QuickBooks

This workshop focuses on putting financial management to work for your business using the QuickBooks software package. The course covers setting up business files, and related accounts; managing inflow and outflow of money; invoicing; accounts payable; tracking expenses; and generating reports. Cost: \$59.00 per person in advance

Dates to be arranged based on client interest.

Detroit Entrepreneurship Institute, between Rivard and Gratiot
1010 Antietam, Detroit, MI 48207

SCORE Workshop Registration

Registration Info: To register for a class, please call the SCORE office Mon-Fri between 10:00 am and 3:00 pm at (313) 226-7947 or via e-mail at det-score@sbcglobal.net. Homepage address is: www.scoredetroit.org.

Attendance: SCORE workshop coordinators will require a minimum of five enrollees in order to run a workshop. If it becomes necessary to cancel a workshop, because of inadequate sign-ups, enrollees will have the option of being re-scheduled for the next workshop or, of requesting a refund.

Cancellation Policy: If unforeseen circumstances necessitate a cancellation, a registrant may receive a refund or can reschedule, providing the SCORE office is notified at least one day in advance of the workshop. Emergencies occurring the day of the workshop will be handled on a case-by-case basis. There will be no refund if the SCORE office is not notified of non-attendance in advance.

Late Registration: In order to properly prepare needed materials, and to confirm attendance, registration and payment should be received by the SCORE office 10 days before the scheduled workshop date. Those wishing to register on-site will be charged a \$10 late fee.

**SCORE is proud to partner with the Michigan Business and Professional Association
to present the 2009 workshop series.**