



Small Business
Development Centers

Entrepreneur & Business Training Schedule



Classes listed below are available to all business owners and potential entrepreneurs. The courses are free of charge however, space is limited. Please register by checking the box of each class you want to attend, deliver it to our office by mail, fax or in person. Register online at: **BackToBusinessOhio.com**.

Market Diversification

Tuesday, December 9, 2008 1-3pm

Your target market is changing and you either need to change with it or find other markets. How do you do this? Attend this session to learn ways to diversify your business to better serve existing clients and identify new ones. Once you have identified potential markets or redefined existing ones, how do you capitalize on them? Learn marketing methods that work. Some old, some new but all have the potential to grow your business in a challenging atmosphere.

Exporting 101 for Businesses New to Exports

Tuesday, January 06, 2009 1-3pm

Many opportunities lie outside the borders of our country. Learn how to tap into these opportunities and compete on a global scale. Information will be provided on the basic export process, market potential in various regions and how to position your business to sell overseas.

Introduction to Government Contracting

Tuesday, January 20, 2009 1-3pm

This session will provide attendees with information to help identify possible government contracting opportunities. This session is the first of three in a series pertaining to government contracting opportunities.

Cash Flow Management

Tuesday, February 03, 2009 1-3pm

Cash flow is the life line of any business. How you manage the cash coming and going through your business can determine the rate of success or failure you will realize. Attendees to this session will learn how to track cash flow and how the management of this key financial indicator can impact other areas of a business.

Business Financing Options

Tuesday, February 17, 2009 1-3pm

Every business has one thing in common. They all need money to operate and grow. This session will provide information on various methods to obtain funding for your business. Whether you are an established business or a start-up business, it is always a good practice to know how to obtain capital. Learn more about government, public and private funding sources when you attend this session.

All Sessions To Be Held At:

3155 Research Blvd

Kettering, Ohio

Second Floor Conference Room

Name:	_____
Company:	_____
Phone:	_____
eMail:	_____

Fax form to:	937-258-9732
Mail to:	Ohio Business Connection 3155 Research Blvd., Suite 206 Kettering, OH 45420



Department of
Development



Ted Strickland, Governor
Lee Fisher, Lt. Governor
Director, Ohio Department of Development

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