



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, circle a time and deliver it to our office by mail, fax or in person. Register online at: BackToBusinessOhio.com.

Web Marketing Workshop - NEW!

Wednesday, January 14, 2009 1-3pm 6-8pm

Why doesn't Google display my website when people search for my product or service? What can I change to make my website more findable? Answer these questions and many more in this hands-on workshop. You should have an existing website and a willingness to share information regarding it's design in a group setting.

Introduction to Government Contracting

Thursday, January 15, 2009 6-8pm

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.

Business Start-up Seminar

Wednesday, January 21, 2009 6-8pm

Starting a business can be confusing and overwhelming. This session will walk attendees through the considerations and steps required to move forward with a business idea. Many resources will be presented to help potential entrepreneurs get started down the right path.

Web Based Businesses Workshop - NEW!

Wednesday, January 28, 2009 1-3pm 6-8pm

Web based businesses are very popular in today's marketplace. Learn the basic aspects of setting up a web based business. Attendees will research possible website names and where to obtain them, analyze differing hosting options and learn the basics of site design.

Sales and Marketing Workshop - NEW!

Wednesday, February 04, 2009 1-3pm 6-8pm

Business success has a lot to do with marketing and everything to do with sales. This workshop is meant to bring business owners together to brainstorm ideas on tapping existing markets, prospecting new ones and expanding market horizons. Bring your thoughts and ideas and prepare to share and learn from a group setting!

Cash Flow Management

Wednesday, February 11, 2009 6-8pm

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.

Registration Process for Selling to the Government

Thursday, February 5, 2009 6-8pm

This session will show attendees what information must be provided to government buyers and how to present that information in various formats such as on paper and on the internet. Find out what a Capability Statement is and how it is used. Review the latest internet tools available to register your business to sell to the government. This session is the second of three in a series pertaining to government contracting opportunities.

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

Market Diversification

Wednesday, March 4, 2009 6-8pm

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

Wednesday, March 11, 2008 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.

Finding Government Opportunities

Thursday, March 12, 2009 1-3pm

This session will walk attendees through the maze of government procurement and show you how to use the information available on the internet to better position your company to bid on government contracts. Attendees will learn how to find and use government purchasing forecasts (Doing Business With), guides, bid boards and other useful tools.

Business Financing Options

Wednesday, March 18, 2009 6-8pm

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.

Internet Social Networking, Blogs and Analytics

Wednesday, March 25, 2009 6-8pm

MySpace, FaceBook, LinkedIn, YouTube, Blogs and Analytics. These terms are thrown around regularly about the internet, but how do they impact your business? This session will define these technologies in simple terms and show you ways to incorporate them into your business to improve your market position.

QuickBooks Training - NEW!

Thursday, February 19, 2009 3-5pm 7-9pm

QuickBooks is one of the most popular software packages used to run small businesses. However, even with it's relative ease of use, sometimes keeping the books with this software can become a challenge. This course will introduce the QuickBooks software package and give pointers on some of it's most common functions. Much of the class will be dedicated to answering questions and possibly demonstrating ways to get the most from your QuickBooks software. (Held at Southern State Community College)

Financial Planning for Small Businesses - NEW!

Thursday, TBA 1-3pm 6-8pm

Benefits, retirement and succession planning are tough topics to tackle as a small business. This session will explain the latest options and how to plan for the financial future of your business.

Fax form to: 937-259-1342
 Mail to: Wilmington Business Resource Center
 61 E Main St., Wilmington, OH 45177-2335



Department of
Development



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

Funded in part through a cooperative agreement with the U.S. SBA. The Ohio SBDC program is also funded in part by the Ohio Department of Development. All opinions, conclusions or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact the SBDC of Ohio, 77 S. High Street, Columbus, OH 43215, or call 614-466-2711 or (800) 848-1300, ext. 6-2711 or via email at sbdc.odod.state.oh.us.