

SCORE[®]

Counselors to America's Small Business

SCORE WORKSHOPS 2008

www.scoredetroit.org

**SCORE
Counselors
to
America's
Small
Business**

**Experience
the
SCORE
Difference**

www.score.org

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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. **9 am to 11 am.**

May 7, May 24, June 4, August 7

Southfield Library, 26300 Evergreen Rd, Southfield 48076

May 22, July 22

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

May 24

Dearborn Heights Caroline Kennedy Library, 24590 George, Dearborn Heights 48127

"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.**

May 14, August 11, October 8, December 10

Southfield Library, 26300 Evergreen Road, Southfield 48076

June 11, July 15, September 10, November 12

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

Write a Winning Business Plan

Will your idea pass the profit and cash flow test? Learn what a business plan is and what the steps to business formation are. Consider your options for the legal structure of your business. Learn how you can develop financial projections to prove your business model. Learn what resources you will need to operate a profitable business. Cost: \$45 per person in advance. **8:45 am to 12:45 pm.**

June 19, July 15, September 17

Southfield Library, 26300 Evergreen Road, Southfield 48076

May 21, August 21, October 16, November 20

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

Small Business Loan Workshop

Applying for a business loan could be intimidating if you are not prepared. Learn how your loan application will be analyzed, what criteria a banker uses to evaluate your request, and what the 5 C's of Credit are. Cost: \$20 per person in advance.

8:45 am to Noon.

July 31, November 13

Oakland County Executive Office Bldg, 41 West, 2100 Pontiac Lake Rd, Waterford 48328

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.**

May 22, August 27, November 19

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.**

July 23, October 22

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.**

June 3, August 5, October 14, December 2

Bloomfield Senior Association, 7273 Wing Lake Road, Bloomfield Hills, MI 48301

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 mail the completed application below.

Attendance: There is a 5 person minimum in order to conduct a workshop. If a workshop is cancelled, you can register for the next workshop or request a refund.

Cancellation Policy: If the workshop is cancelled, you can receive a refund or reschedule if you notify SCORE 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.

Registration Deadline: Please register 10 days in advance of each workshop. On-site registration will be charged an additional \$10 fee.

**To Register: please call SCORE at 313.226.7947 between 10:00 am and 3:00 pm
Monday through Friday**

**SCORE is proud to partner with the Michigan Business and Professional Association
to present the 2008 workshop series.**