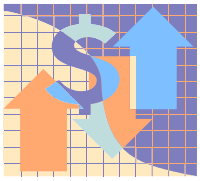
SBA/SCORE "FREE" WORKSHOPS / TELECONFERENCE
10 Causeway Street – Rm. 265
Boston, MA 02222-1093

December 17, 2004 10:00 a.m. – 12:00 p.m.

"Learn about Third Party Payers & Independent Contractor vs. Employee"

by Wendy Campbell, Senior Tax Specialist, IRS



- **Third Party Payers**
  - **Payroll Service Providers, Professional Employer Organizations, Temporary Staffing Services & Issues Surrounding Them**
- **Independent Contractors vs. Employee**
  - **Is a Worker an Employee under Common Law or an Independent Contractor**
  - **Three Categories of Evidence the IRS uses to make this determination: Behavioral Control – Financial Control – Relationship of the Parties**

January 27, 2005 10:00 a.m. – 12:00 p.m.

"Utilizing Better Business Bureau Services"

by JoAnn Cohen, Public Relations Assoc., Better Business Bureau, Inc.

- **Checking Out Other Businesses – Consumer & Business Information & Tips – How to Join**
- **Avoiding Scams & Frauds – Protect Yourself, Your Employees & Your Customers**
- **Learn about Work-at-Home Scams**
- **Using the Internet Wisely for Your Business - Identity Theft**

February 8, 2005 10:00 a.m. – 12:00 p.m.

"Demystifying the Buying Cycle: The Path to Increased Sales"

by Carlton SooHoo, Ph.D., Founder, Center for Entrepreneurial Growth, LLC

- **How to Market to What Your Prospective Customer is Thinking.**
- **Capture the Attention of Your Prospective Clients**
- **Learn How to Increase New & Repeat Business**
- **How to Retain Current Clients Longer**

CENTER For Entrepreneurial GROWTH
www.CEgrowth.com

»»»