



Taking YOUR Business to the Next Level!

An Entrepreneurial Program for Success

- WHO:** Businesses looking for best practice management techniques for success
- WHAT:** Learn better business practices, encouraging business expansion and how to develop a comprehensive plan to manage successful business growth from experts, including bankers, accountants, human resource managers, and marketers.
- KEY POINTS:**
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|--|---|
| Entrepreneurship
<i>*Overview</i> | Managing Your Money
<i>*Budgeting</i> |
| Planning and Research
<i>*Entrepreneurial Essentials</i> | Managing Your Money
<i>*Cash Flow Projections</i> |
| Organizational Matters
<i>*Legal Structure</i> | Financial Statements
<i>*Analysis & Understanding</i> |
| Marketing
<i>*Analysis & Understanding</i> | Financing your Business
<i>*Sources of Money</i> |
| Marketing
<i>*Strategies & Tactics</i> | The Deal Making Process
<i>*Negotiation Skills</i> |
| Financial Overview
<i>*Books, Records & Controls</i> | Your Business Future
<i>*Managing Growth</i> |
- WHEN:** Wednesdays September 12 through November 14, 2007 - 4:00 to 7:00 PM
- WHERE:** MCCD Small Business Development Center-Conference Room
2400 N. Central Ave., Suite 102, Phoenix, AZ 85004
- COST:** *Apply by August 31, 2007 for the Early Bird price of \$295*
After August 31, 2007 the regular price is \$395
Up to 2 additional attendees from the same company may attend for \$125 each
- TO APPLY:** Application Required. Call Now! 480-784-0590
For more information see:
www.maricopaSBDC.com
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The Arizona SBDC Network is partially funded through a cooperative agreement with the US Small Business Administration. The SBA's funding is not an endorsement of any products, opinions, or services. All SBA funded programs are extended to the public on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance.

