

To Register for a Workshop

Visit our website at:
manasota.score.org

- 1) Click "Workshops and Events" tab
- 2) Workshop Information will appear
- 3) Find Workshop and Date desired
- 4) Click on the link to Register
- 5) Complete the required forms
- 6) **Startup Basics** is FREE! The cost of other workshops is \$25.00 payable by credit card when you register or by check at the workshop.
- 7) Confirmation email returned to you

Workshop Locations

Saturday Workshops from 9:00am to 12:00pm are held at ComCenter, 9040 Town Center Parkway Lakewood Ranch, off University Blvd – Loc = **CC**

Monday Workshops from 5:30pm to 8:30pm are held at Argosy University, 5250 17th St, Sarasota at the Honore intersection – Loc= **AU**

* Simple Start Financial Projections is 4 hrs

If you have questions about our Workshops or experience any problems registering on our website, please contact us at:



**2801 FRUITVILLE ROAD STE 280
SARASOTA, FL 34237
941-955-1029**

SCORE® mentoring services are free, confidential and ongoing
SCORE® is a resource partner with the Small Business Administration.

SCORE® is a national, non-profit organization with over 12,000 members which began in 1964. We are a group of working and retired business executives who donate our time assisting people in starting-up new businesses or providing business mentoring for existing businesses.

Manasota SCORE® Chapter 116 is grateful for the support of:



941-379-0404



ComCenter

Vina Fischer
941-782-1200



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FOR THE LIFE OF YOUR BUSINESS

Workshop Schedule 2012

Simple Steps for Starting Your Business (Simple Start) Workshops

Start-up Basics (FREE)
Business Concept
Marketing Plan
Financial Projections
Funding Sources

Simple Steps for Growing Your Business (Simple Grow) Workshops

Marketing Your Business
Growing Your Sales
Financial Management
Managing Operations
Managing People Resources

Specialized Workshops

Building your Business Plan
Web Site Basics
Web Marketing and Social Media

Workshops are led by experienced professionals and retired executives.
SCORE® volunteers share their talents, ideas and experiences with prospective entrepreneurs or existing business owners who desire to improve productivity and profitability.



Simple Start Workshops

For entrepreneurs who want to **STARTUP** a business!

Workshops 1 through 5 are designed to be taken as a series to give you tools and techniques you need to go ahead with final planning and startup of your new business. Note: Attend only one S1-Startup Basics workshops offered at the beginning of each series.

After **Simple Start 2-Business Concepts**, you will be assigned a SCORE mentor who will work with you for FREE while you attend the remaining workshops and maintain a FREE mentoring relationship as you successfully start and grow your new business.

Simple Start Workshop Schedule

Date	Day	Workshop	Loc
2/4	Sat	S1-Startup Basics A (FREE)	CC
2/18	Sat	S1-Startup Basics B (FREE)	CC
3/3	Sat	S2-Business Concepts	CC
3/10	Sat	S3-Marketing Plan	CC
3/17	Sat	S4-Financial Projections	CC
3/24	Sat	S5-Funding Sources	CC
4/16	Mon	S1-Startup Basics A (FREE)	AU
4/30	Mon	S1-Startup Basics B (FREE)	AU
5/14	Mon	S2-Business Concepts	AU
5/21	Mon	S3-Marketing Plan	AU
6/4	Mon	S4-Financial Projections	AU
6/11	Mon	S5-Funding Sources	AU
7/14	Sat	S1-Startup Basics A (FREE)	CC
7/28	Sat	S1-Startup Basics B (FREE)	CC
8/11	Sat	S2-Business Concepts	CC
8/18	Sat	S3-Marketing Plan	CC
9/1	Sat	S4-Financial Projections	CC
9/15	Sat	S5-Funding Sources	CC
10/8	Mon	S1-Startup Basics A (FREE)	AU
10/22	Mon	S1-Startup Basics B (FREE)	AU
11/5	Mon	S2-Business Concepts	AU
11/12	Mon	S3-Marketing Plan	AU
11/26	Mon	S4-Financial Projections	AU
12/3	Mon	S5-Funding Sources	AU

Simple Grow Workshops

For entrepreneurs already in business!

These workshops are designed for entrepreneurs who are already in business (1-2 years and up) and who need additional assistance in specific areas to accelerate and improve business performance.

Take the **FREE** online Introductory Workshop at <http://manasota.score.org/node/828233> and download our FREE business assessment to evaluate your business strengths and areas you would like to improve

Take one, or all five workshops, based on your assessment results and / or a review with your SCORE mentor

New - Simple Grow Workshop Schedule

Date	Day	Workshop	Loc
1/9	Mon	Managing People Resources	AU
1/23	Mon	Marketing Your Business	AU
2/6	Mon	Growing Your Sales	AU
2/20	Mon	Financial Management	AU
3/5	Mon	Managing Operations	AU
3/31	Sat	Managing People Resources	CC
4/14	Sat	Marketing Your Business	CC
4/28	Sat	Growing Your Sales	CC
5/12	Sat	Financial Management	CC
6/2	Sat	Managing Operations	CC
6/18	Mon	Managing People Resources	AU
7/9	Mon	Marketing Your Business	AU
7/23	Mon	Growing Your Sales	AU
8/6	Mon	Financial Management	AU
8/20	Mon	Managing Operations	AU
9/22	Sat	Managing People Resources	CC
10/6	Sat	Marketing Your Business	CC
10/20	Sat	Growing Your Sales	CC
11/3	Sat	Financial Management	CC
11/17	Sat	Managing Operations	CC

Specialized Workshops

For entrepreneurs who want to plan for new or existing business growth or find out how web technology can help your business attract and retain customers.

Specialized Workshop Schedule

Date	Day	Workshop	Loc
1/21	Sat	Building Your Business Plan	CC
1/30	Mon	Web Site Basics	AU
2/13	Mon	Web Marketing/Social Media	AU
4/2	Mon	Building Your Business Plan	AU
4/21	Sat	S1-Startup Basics B (FREE)	CC
5/5	Sat	Web Marketing/Social Media	CC
6/23	Sat	Building Your Business Plan	CC
6/25	Mon	Web Site Basics	AU
7/30	Mon	Web Marketing/Social Media	AU
9/17	Mon	Building Your Business Plan	AU
9/29	Sat	Web Site Basics	CC
10/27	Sat	Web Marketing/Social Media	CC

Visit our **Local Workshop Information** web page to learn more about the topics covered in each workshop:

<http://manasota.score.org/node/8011>

