

Registration Form

Please enroll me in the **Small Business Workshop** scheduled on _____

My check for \$30.00 payable to SCORE is enclosed or bill my VISA/MC # _____

Signature _____

Name _____

Address _____

Please indicate the following:

Type of business: new existing

SBA borrower yes no

Business questions you hope the workshop will address

Registration will be accepted at the door on a space available basis.

Register early!

Mail registration with check to:

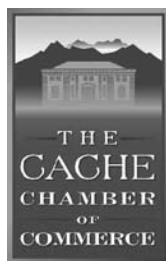
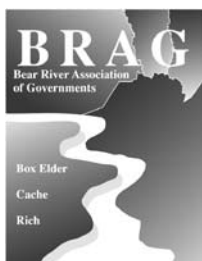
Northern Utah SCORE

160 North Main St.

Logan, Utah 84321

www.NorthernUtahScore.com

SCORE[®]
Counselors to America's Small Business
www.score.org



SCORE - Counselors to America's Small Business

SCORE provides no-fee business counseling to entrepreneurs and existing small business owners both face-to-face and via SCORE's web site www.SCORE.org

For FREE Business Counseling & Training Assistance Call:

Northern Utah SCORE

160 North Main St.

Logan, Utah 84321

435-752-2161

www.NorthernUtahSCORE.com

Salt Lake City SCORE

801-746-2269

National SCORE Office

1-800-634-0245

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Sponsored By

Northern Utah Score

Cache Chamber of Commerce

U.S. Small Business Administration

Bear River Association of Governments

Small Business Development Center

Location

Cache Chamber of Commerce

Verne Bray Conference Room

160 North Main St.

Logan, Utah 84321

In events of this nature views and opinions that are not necessarily those of the cosponsors may be expressed. SBA's cooperation does not constitute or imply its endorsement of any opinions, products and/or services. All SBA programs are extended to the public on a nondiscriminatory basis.

Persons with disabilities: Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance.

Contact: NORTHERN UTAH SCORE, 160 North Main, Logan Utah 84321. SBA Authorization No. 93-SB-2M-00042-1

Start Your Business Today!



Take the **SCORE**
Small Business
Workshop

2007 Workshop Schedule

MARCH 13-14

6:00 PM - 9:00 PM

MAY 21 **SPANISH**

6:00 PM - 9:00 PM

AUGUST 14-15

6:00 PM - 9:00 PM

NOVEMBER 13-14

6:00 PM - 9:00 PM

SCORE Small Business Workshop Topics

Each workshop covers the basic information needed to start and operate a small business. All topics are taught by working professionals with expertise in their respective fields. Participants will learn about:

Planning and Getting Ready for Business

The steps you take to get ready for business may make the difference in success or failure of your business. Self-evaluation, elements of success and failure, and business planning are discussed in this section. Key sources of assistance are identified.

Choosing the Right Structure for Your Business

A business may choose from a variety of organizational structures. The most common business structures are identified, along with legal and financial consideration of each.

Financing Your Business

New businesses must be capitalized carefully. Start-up and operating capital needs must be identified and evaluated. Sources of capital and personal financial requirements are discussed.

Business Loans

The potential borrower of business capital needs to provide a lender with high quality information about their business. Learn what is required and how to prepare and present it professionally.

Marketing and Advertising

Learn the essential elements of marketing: evaluating the competition, pricing, customer identification. Discuss advertising mediums available and how to choose the best one for your business.

Insurance

Insurance needs vary greatly by type and size of business. Learn about the most commonly needed forms of insurance and important considerations in evaluating your needs.

Recordkeeping and Taxes

Recordkeeping is important not only in determining tax obligations, but in fully understanding the financial position of your business. A professional accountant will discuss the role of recordkeeping in a business and offer suggestions on how to effectively keep adequate business records and why.

Top 9 Reasons To Attend

1. To get FREE mentoring & advice from experienced professionals
2. To learn if you have what it takes to operate your own business
3. To identify resources to help your business succeed
4. To make sure your ducks are in line before you start your business
5. To understand the need for risk management
6. To avoid costly mistakes
8. To protect your business from legal concerns
9. To succeed—Make Money!



Q: What is SCORE?

A: The Service Corps of Retired Executives & working professionals.

For more than 40 years, SCORE's 10,500 retired and working business professionals have volunteered to help a new generation of small business owners start and grow their companies. There are 389 SCORE office locations across the country that serve their business communities by catering to local needs. SCORE helps more than 350,000 people each year and has provided more than 6.5 million small business owners with counseling since 1964.

Q: Who is the Northern Utah SCORE Chapter?

A: The Northern Utah SCORE Chapter is one of five Utah chapters providing one-on-one counseling, **free of charge**, to current and prospective business owners.

The Northern Chapter has 18 volunteer counselors with diverse business experience who have helped over 1,000 start-up and expanding businesses since its inception in May 1995. Last year, Utah SCORE counselors provided counseling services to over 5,000 small businesses. If you need help with business planning, marketing, business start-up or expansion, retailing, business financing or other areas of business management, CALL SCORE at 435-752-2161.



SCORE—Your Success Plan For Your Business!

About The Presenters

SCORE workshop topics are presented by practicing professionals who volunteer their services in an effort to provide accurate information to small businesses. SCORE is grateful for the assistance of these individuals, who include attorneys, certified public accountants, bankers, insurance professionals, marketing experts, and others. By bringing their everyday work experiences to the classroom, they provide current, practical information to workshop participants.