

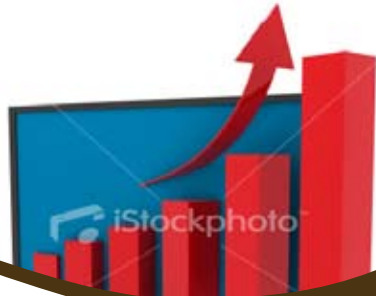
For more details and to register:
www.enterprisectr.org



Enterprise Center

AT | SALEM | STATE | COLLEGE

The region's small business incubator and growth center



13 NEW FALL PROGRAMS FOR SMALL BUSINESSES

WORKSHOPS

SEPTEMBER

Entrepreneurship: Ready, Start, Launch

Just right for people thinking about starting a business

September 16 — 8:30am to 10:30am

Speaker: Bob Vieira. Presented by the Small

Business Development Center: **FREE**

Business Tactics for a Troubled Economy

Better management, better operations, better marketing

September 23 — 8:30am to 11:00am

Moderator: Margaret Somer, Regional Director,

Small Business Development Center: **Cost: \$15.00**

Emotional Intelligence

People skills in the business world — how to maximize your impact

September 25 — 8:30am to 10:30am

Speaker: Carrie Stack, Say Yes Institute. **FREE**

OCTOBER

Social Networking

STILL WAITING FOR TEXT

October 16 — 8:30am to 10:30am

Speaker: Neal Bocain? **FREE**

Marketing: Knowing our Niche

Provide simple, cost effective, and practical approaches to marketing

October 23 — 8:30am to 10:30am

Speaker: Ellen Kaplan, Possibilities at Work. Presented by the Small Business Development Center. **FREE**

NOVEMBER

Your Business Plan: Soup to Nuts

Easy approach to developing a business plan

November 13 — 8:30am to 10:30am

Speaker: Bob Vieira. Presented by the Small Business Development Center. **FREE**

ASK THE EXPERT

ONE-ON-ONE counseling sessions with local business experts who will provide free business analysis on a wide variety of topics including writing a business plan, marketing, traditional and non traditional financing, increasing sales, and small business legal issues. These sessions are designed to help you get personalized answers to your questions and help point you in the right direction to grow your business and increase profits.

Sessions are held at 3pm and 4pm on Wednesdays and require reservations. A listing of topics will be posted on our website monthly or in our e-mail newsletter.

Your Company and the New Identity Theft Law

Avoid major fines by complying with this law

November 18 — 8:30am to 10:30am

Speaker: Frank Pugh of ANewTeck. Presented by the Small Business Development Center: **FREE**

DECEMBER

How to Run a Successful Import Company

Meeting the challenges of working with offshore manufactures

December 4 — 8:30am to 10:30am

Speakers: Joanne Demetra, CEO of Project Accessory and Donna Schwenk of DBS International. **FREE**

Business Legal Issues

Includes HR, protecting business assets, choosing the right structure, and more...

December 9 — 8:30am to 10:30am

Presented by the Small Business Development Center. **FREE**

128 VENTURE NORTH BREAKFASTS

How to make Presentations that Investors will love and fund

September 26 - 7:15am to 10:00am

Moderator: Ian Smith, Founder of The Portfolio

Partnership. **\$45 for entrepreneurs, and \$55 for investors and service providers.**

Creative Economy: Investment Opportunities

Dynamic growing sector full of new companies and investment opportunities

November 20 - 7:15am to 10:00am

\$45 for entrepreneurs, and \$55 for investors and service providers.

All programs will be held at The Enterprise Center,
121 Loring Ave., Salem MA unless otherwise noted.

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4TH ANNUAL MILLION DOLLAR WOMENSM SYMPOSIUM

November 6, 2008 • Special location: Hawthorne Hotel — Salem, MA

9:00am to 11:30am — Networking and Panel Discussion

11:30am to 1:00pm — Lunch and Keynote Speaker

Keynote Speaker: Dr. Patricia Maguire Meservey, President of Salem State College

Million Dollar Women Panelist include:

- **JILL CHENG** — President, Cheng & Tsui Company, Inc.
- **LIVIA COWAN** — President and Creative Director, Mariposa
- **VICTORIA JACKSON** — Owner, Atlantic Lab Equipment, LLC
- **LINDA J. SALLOP, J.D.** — President & CEO, Sallop Insurance Agency
- **JANET SANTA ANNA** — President, The Resource Connection Inc.



Dr. Patricia Maguire Meservey will speak about women owned business and the regional economy. You will also get a chance to talk with Million Dollar Women from prior years. *Cost: \$40 (including lunch).*

Sponsored by:



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Business Development Center

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