

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 NON-PROFITS

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**

Creating a Fundraising Culture

Learn what motivates people to give money

September 19 — 8:30am to 10:30am

Speaker: Al Gold, Executive Service Corps. **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**

Action Plans and Budgets: Turning Vision into Reality

Translating strategy into action to achieve your goals

October 21 — 8:30am to 10:30am

Speaker: Theresa Hamacher, Senior ESC Consultant. **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**

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 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**

Best Practices and Responsibilities of Non-Profit Board

What boards must do to get the work done

November 14 — 8:30am to 10:30am

Speaker: Robert French, Executive Service Corps. **FREE**

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**

All workshops are co-sponsored by:

- Creative Economy Association of the North Shore
- Essex National Heritage Commission
- Essex County Community Foundation

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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