

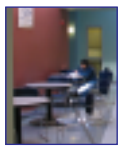


# Enterprise Center

AT SALEM STATE COLLEGE

## FREE SMALL BUSINESS WORKSHOPS

ENTERPRISE CENTER, 121 LORING AVE. SALEM, MA 01970



To register go to: <http://www.enterprisectr.org>  
For a complete listing of our workshops and programs, visit us at [www.enterprisectr.org](http://www.enterprisectr.org) or call 978-542-7528

**8:30 a.m. to 10:30 a.m.** (unless noted otherwise)

### JANUARY

- 19th Disaster Recovery**, presented by Sarah Ducharme, New England Network Group, Inc.
- 24th Tools of the Trade Show**, presented by Jay Wallus, Street Smart Training

### FEBRUARY

- 2nd Marketing Your Business**, presented by the Small Business Development Center
- 14th Leadership Development**, presented by AnnMarie Salemi, Pathforward Coaching

### MARCH

- 14th Winning Opportunities for Women**, presented by the SBA to celebrate Women's History Month
- 28th Understanding Cash Flow**, presented by the Small Business Development Center
- 30th 2nd Annual—Tech Edge Workshop**,  
*Special Half Day Program 8:30 a.m. to 12:30 p.m.*  
Creating communities through your website, blogs, podcasts, message boards and more. Marketing on the Internet  
There is a **\$15 charge** for this workshop payable at the door

### APRIL

- 4th Salesmanship**, presented by the Small Business Development Center
- 13th When Business is in the Blood: Managing a Family Business**, presented by Douglas Baumel, Continuity Management Consulting  
*Special Evening Program 6:00 p.m. to 8:00 p.m.*

### MAY

- 4th Effective Negotiation Strategies**, presented by Steve Lentini, Prosperity Institute
- 16th Getting Comfortable with Networking**, presented by Chris Vasiliadis, Signature Faces, Inc.
- 18th Financing Your Business**, presented by the Small Business Development Center

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### SPECIAL EVENTS

**128 Venture North:** Are you an entrepreneur looking for investors? Are you an investor, manager or service provider looking for growth enterprises? Join our innovative networking breakfast to meet the local movers and shakers. Check out our web site for future meeting dates. **North Shore Business Plan Competition:** The Enterprise Center invites you to attend public presentations of the 2nd annual business plans of the Finalists of the North Shore Business Plan Competition on May 17.

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### ABOUT THE ENTERPRISE CENTER

The Enterprise Center at Salem State College is a business incubator and a virtual center for entrepreneurs at every stage of business development. The Center helps match business owners with the best advice and resources available, provides programs and CEO groups, office and light manufacturing space, as well as conference facilities.

For more information go to:  
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