

SPRING SUMMER 2012

New Small Business Programs



WHO ARE WE?

We arm business owners with the knowledge and skills to start their business, grow, and succeed.

QUICK LOOK

- Business of Consulting
- Business Manners
- Entrepreneurship for Artists
- Grants for Artists
- How To Interview
- Leadership
- Legal Issues
- Mobile Marketing
- Negotiating Skills
- Online Surveys
- Pricing
- Attracting Prosperity
- Retirement Plan Options
- Sales And Marketing
- Two Venture North Breakfasts
- Writing for Business

NON-PROFITS

- Succession Planning
- The People Factor

NON-PROFITS

- North Of Boston Business Plan Competition Finale
- New "Lean" Series
- New Young Entrepreneurs initiative

NORTH OF BOSTON BUSINESS PLAN COMPETITION FINALE

Monday, April 9, 3:00 to 6:00 PM

Recital Hall, Bertolon School of Business
Salem State University

Join us to see the best emerging companies of the region! Now in its eighth year, the 2012 North of Boston Business Plan Competition concludes when the three finalists present their business plans before our expert panel of judges, investors and guests. Meet the competitors, judges and investors, and network with other companies. Call 978-542-7528 or email sgibney@enterprisectr.org for more information.

APRIL

THE BUSINESS OF CONSULTING

Tuesday, April 3, 8:30 to 10:30 AM

Full text description given on back cover. **FREE**

LEADERSHIP: FOCUS ON DEVELOPING TALENT

Thursday, April 5, 8:30 to 10:30 AM

The newest extreme sport? Leadership. Have you ever thought about how to maximize employee talent development and management? Talent doesn't just happen; leaders need to create active awareness of how they can better understand and address employees' needs, achievements and developmental gaps. Doing so translates into more productive and satisfied employees and a pipeline of leadership talent and accelerated results for your company. **Speaker: Deirdre Sartorelli, President, Rogue Wave Advisors. Co-sponsored by the MA Small Business Development Center. \$10**

Unless otherwise stated, all events are held at the Enterprise Campus of Salem State University, 121 Loring Avenue, Salem, MA 01970



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