

CEO Groups

Imagine a group of business owners who **talk about what's really going on** in their companies. Imagine being able to **tap the brains of some of the smartest people** you'll ever meet—people who really understand how to run a business. Imagine **advice from people you trust that** will help you **solve business problems** and become more profitable. Imagine helping other people who can benefit from what you've learned.

And all of this takes place in **confidential monthly meetings** assisted by a trained facilitator. CEO groups are made up of small business owners from every part of the business community. From those with dozens of employees to sole proprietors, from manufacturers to writers and techies, the groups come together with one mission—to help each other do better. There are separate groups for companies over three years of age and for those less than three years old. The **goal is to build a climate of mutual trust and openness** that enables all group members to talk and learn from one another.

"The CEO Group has been a wonderful experience for me. It has given me the opportunity to build a network of people who are going, or have been through, the same experiences that I am in my business. The value of the CEO Group, over other groups that I have been involved in, is that you really get to know and trust the members of the group, so you can be confident they will give you honest feedback on the situations that you present. I would highly recommend it to any business owner interested in both personal and professional growth". **Phyllis LeBlanc, President & CEO, Harbor Sweets, Inc.**

As **Raymond F. McNulty, McNulty & Company**, sole proprietor says about his experience, *"In the CEO Forum, business owners confronting marketplace challenges are energized with the real world experience of peers."*

To learn from current members, please come to an introductory meeting held at the Enterprise Center on

May 23rd — 5:30 p.m. to 6:30 p.m. or

June 7th — 8:00 a.m. to 9:00 a.m.

We are proud of these groups. Come see for yourself.

To register: go to www.enterprisectr.org

or call **978-542-7528**.

Are you an entrepreneur seeking investors?

Are you an investor seeking good companies?

The I28 Venture North Breakfast Series

These breakfasts provide entrepreneurs with an ongoing forum to showcase their companies and meet investors who are seeking good new opportunities. There is plenty of time for discussion, an opportunity to introduce yourself to all in attendance, an excellent speaker who providing key information and every participant leaves with a roster of who attended.

Place: Enterprise Center, 121 Loring Ave., Salem MA

Time: 7:30 a.m. to 10:00 a.m.

June 13 — 7:15 a.m. to 10:30 a.m.

"What Makes a Business Plan Jump? What do investors look for in your plan?"

September 28 — 7:15 a.m. to 10:30 a.m.

"Thinking Outside the Investment Box: Alternative investment options from family and friends to SBIR, MTDC, grants, vendors and customers"

November 16 — 7:15 a.m. to 10:30 a.m.

"Both Sides of the Coin: Investment from the Investor and Entrepreneur Perspectives"

Cost to attend each session is **\$45 for entrepreneurs, \$55 for investors and service providers.**

All events are held at the Enterprise Center, located on the new Central Campus of Salem State College, 121 Loring Avenue, Salem, MA 01970, at 978-542-7528 or visit us at www.enterprisectr.org.

To register go to www.enterprisectr.org or call 978-542-7528

Ask the Expert

ONE-ON-ONE counseling sessions with local business experts who will provide **FREE business analysis** on a wide variety of topics. 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.**

Topics may include writing a business plan, marketing, traditional and non traditional financing, increasing sales, and small business legal issues.

Sessions are held from **3–4 p.m.** and **4–5 p.m.** on Wednesdays and **require reservations.** A listing of topics will be posted on our web site monthly or in our e-mail newsletter.

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or call us at **978-542-7528**.



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