



Presents

SMALL BUSINESS SUSTAINABILITY

NxLevel Advanced Entrepreneurial Training Program

Learn How NOT to Make Mistakes in Small Business Ventures

Take your business to the NxLevel. Get proven results by following the guidelines taught in this program. You can own and operate a successful business.

Who can attend?

Attendance is limited to California employers and/or their employees.*

What is the cost?

The training is provided to you by the Selma Small Business Support Center, Central California Small Business Development Center, California Water Service, Pacific Gas & Electric Company and Union Bank.

When is the course held?

This initial orientation session will be held on the morning of *May 13, 2010*. Classes will then meet twice weekly (Tuesday/Thursday) from *May 18, 2010 through June 24, 2010*.

What time is the course?

8:00-10:00AM

Where will the classes be?

1710 Tucker Street, Selma, CA-(Selma City Hall)

The goal of this course is to help you to operate your business successfully while you weather current economic conditions; knowledge is the power in operating and maintaining a successful business in these tough economic times. Class size is limited, please call or e-mail immediately to reserve your seat.

** Class is free to businesses with Employees and a valid California Employer tax ID Number (CEAN).*

To register: Call Rich Mostert at (559) 230-4109 or e-mail rich@ccsbdc.org or Roseann Galvan at (559) 891-2200 or e-mail roseann@cityofselma.com

Sponsors



Pacific Gas and Electric Company®



UnionBank

NxLevel Advanced Entrepreneurial Training Program

2 days per week for 6 weeks
Two hour classes 8-10:00 a.m.

Orientation:

T H- Rules & Class Structure; Class Instructions; Book Pass Out

Week 1:

T-Understanding Entrepreneurship

TH- Planning & Research Entrepreneurial Essentials

Week 2:

T-Organizational Matters: Management & Legal Structure

TH - Marketing Behind the Scenes: Analysis & Understanding

Week 3:

T-Marketing-On Stage: Strategies, Tactics & Implementation

TH- Financial Overview: Books, Records & Controls

Week 4:

T- Managing Your Money: Financial Planning, Budgets & Assumptions

TH - Managing Your Money: Developing & Using Cash Flow Projections

Week 5:

T- Understanding & Using Your Financials

TH - Financing Your Business: Alternative Sources of Money

Week 6:

T -The Deal Making Process

TH - Managing Growth & Plan Competition & Graduation