

Job Training for Beaver County, Inc.



Grow a New Life!

Discover Real Options!
Create Real Opportunities!

New for 2012!

**Learn the Basics of
Starting Your Own Small Business**

Workshops happen at PA CareerLink® Beaver County at no cost to you.

- * For adults living in Beaver County and currently experiencing low to moderate income.
- * Program made possible by a Federal Community Development Block Grant through the Community Development Program of Beaver County.

Why Wait for Someone to Give You an Opportunity – Create Your Own

Plan to take all 10 workshops in the series!

- Workshop #1** – You Have an Idea, or Need One, Now What?
- Workshop #2** – How Do I Learn to Think Like an Entrepreneur?
- Workshop #3** – Is My Business Idea Feasible? Why Create a Business Plan?
- Workshop #4** – What Are My Basic Financing Options?
- Workshop #5** – How Do I Find My Niche Market? “There Are Riches in Niches!”
- Workshop #6** – How Do I Market My Business?
- Workshop #7** – Why Is It Important to Choose My Pricing Strategy Carefully?
- Workshop #8** – What are My Options for Organizing My Business?
- Workshop #9** – What Are the Practical Steps I Need to Know?
- Workshop #10** – Where Can I Go from Here? Get your own resource guide!

See “Entrepreneurship” on our website - www.jtbc.org

Workshops Fill Quickly! See dates next page!

We’re happy to answer your questions!

Register in Advance – Call Today!

By Phone: Call Ruth Barrett at 724-728-2020 Extension 113

- **In Person** – Stop at Job Training inside Beaver Valley Mall (Sears Hallway)
- **By Email:** rbarrett@jtbc.org (Entrepreneur Education Program Director)

Auxiliary aids and services are available upon request for individuals with disabilities.
Equal Opportunity Employer/Program.



Location: PA CareerLink® Beaver County
 285 Beaver Valley Mall
 (down Sears hallway)
 Monaca, PA 15061

Workshops are on Mondays & Fridays

Except for days rescheduled because of holidays. See below.

Workshop Times: 9:00 a.m. – Noon

If you have to miss a workshop in your series, you can:

- a) make up the workshop in the next series
- b) call ahead and let us know you are coming!

Plan to take all 10 workshops in the series –

Choose one series of 10 workshops that fits your schedule!

Workshop Series #3	Workshop Series #4	Workshop Series #5
Mon. 3/26 – Fri. 4/27	Mon. 4/30 – Fri. 6/01	Mon. 6/04 – Fri. 7/06
1. Mon. <u>Mar.</u> 3/26	1. Mon. <u>April</u> 4/30	1. Mon. <u>June</u> 6/04
2. Fri. 3/30	2. Fri. <u>May</u> 5/04	2. Fri. 6/08
3. Mon. <u>April</u> 4/02	3. Mon. 5/07	3. Mon. 6/11
4. Thur. 4/05	4. Fri. 5/11	4. Fri. 6/15
5. Mon. 4/09	5. Mon. 5/14	5. Mon. 6/18
6. Fri. 4/13	6. Fri. 5/18	6. Fri. 6/22
7. Mon. 4/16	7. Mon. 5/21	7. Mon. 6/25
8. Fri. 4/20	8. Fri. 5/25	8. Fri. 6/29
9. Mon. 4/23	9. Wed. 5/30	9. Mon. <u>July</u> 7/02
10. Fri. 4/27	10. Fri. <u>June</u> 6/01	10. Fri. 7/06

Workshop #1 – You Have an Idea, Now What?

- What do you do next? Discover your likes and strengths.

Workshop #2 – How Do I Think Like an Entrepreneur?

- Begin to think like an entrepreneur. Turn options into opportunities.

Workshop #3 – Is My Business Idea Feasible? Why Create a Business Plan?

- Learn to create a feasibility plan and then your business plan. Get a format!

Workshop #4 – What Are My Basic Financing Options?

- Discover self-financing, debt-financing, equity financing and other financing options.

Workshop #5 – How Do I Find My Niche? “There are riches in the niches!”

- Marketing your business is key! Learn to discover your niche market.

Workshop #6 – How Do I Market My Business?

- Build relationships with your customers. Discover marketing tools!

Workshop #7 – Why Is It Important to Choose My Pricing Strategy Carefully?

- Learn the importance of knowing your costs. Develop a pricing strategy.

Workshops #8 – What Are My Options for Organizing My Business?

- Learn the forms of business organization, the basic pros and cons.

Workshops #9 – What Are the Practical Steps I Need to Know?

- Learn how to name a business. Learn about PER in PA, how register a DBA, plus.

Workshops #10 – Where Can I Go from Here? Great information resources!

- Plus, get your own **SBA Resource Guide**.

- Program does not provide individual grants for small business startups.

- Workshops are for information only. Participants are responsible for how they interpret and use the information.