



Beaver County Small Business Forum Announced!

Job Training for Beaver County, PA CareerLink® Beaver County, SCORE Pittsburgh, and the Beaver County Chamber of Commerce are partnering to offer a **Beaver County Small Business Forum**.



This forum will offer a series of seminars facilitated by small business leaders and designed to help small businesses learn new ways to do business better. Individuals have the option of completing the entire series or selecting individual seminars.

A total of six seminars will be offered at no charge from July through September at PA CareerLink® Beaver County in the Beaver Valley Mall. The seminar schedule is listed on Page 3 of our newsletter. Seating is limited and advance registration is required. For complete seminar information and online registration, please visit www.pittsburgh.score.org and click on the “Take a Workshop” tab.

Job Training for Beaver County, Inc.

presents

Certificate of Completion

to

Beaver County Resident

for

Entrepreneurship Education Program

Rick Riley, Executive Director

March 2017

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JTBC Alumni Allen Jones is Open for Business

Divine Angel Cleaning Services



Allen (A.J.) Jones enrolled in JTBC's Entrepreneurship Education Program in May of 2016 interested in starting a cleaning business....with a greater purpose. A.J. wanted to use his business as an opportunity to help those in need of a fresh start from their criminal past or previous addictions; to employ those considered unemployable by some. His experience with his own addiction opened his eyes to the need to change the circumstances of these individuals by providing training, education and guidance on achieving a better, self-sustaining life.

A.J. never missed a workshop, proving his dedication not only to his own personal development, but also to his goal of becoming a business owner. Having no previous experience or education in how to start a small business, participating in our Entrepreneurship Education Program proved to be a real eye-opener for him. Through his participation, A.J. acquired the knowledge he needed to start his business including the legal aspects, importance of having good credit,

and most of all, how to motivate himself and overcome his fears. He continues to listen to Les Brown, his favorite motivational speaker!

Upon completion of JTBC's Entrepreneurship Education Program, A.J. received further assistance from Trish Digliodo and the staff/resources at Paramount Co-Op's Kick Start Program. In just one year, A.J. has secured a grant through the Office of Vocational Rehabilitation, obtained a vehicle for his business, and secured five cleaning contracts in the Pittsburgh area! In a recent meeting with Congressman Keith Rothfus, A.J. discussed his journey through dependency. During their conversation, A.J. mentioned his involvement in both JTBC's program and Paramount Co-Op's Kick Start Program, as well as his future plans to help other recovering addicts. A.J. shared that running his business, which keeps him busy most nights, "keeps away the darkness" that addiction brought him. He feels highly motivated and continues his battle.

What does the future hold for A.J.? Growth! Although his plans for hiring recovering addicts is put on hold while he builds the cleaning business, his vision of owning a three-quarter house to house his future workers and guide them in another way of living is still strong.

DIVINE CLEANING SERVICES

724-417-0583 Email: divineangelcleaning@gmail.com

JTBC Alumni Becomes Culinary School Graduate

Anyone attending one of our recent Annual Entrepreneurship Alumni Showcase Events had the pleasure of sampling delicious food from Summertime's Feel Good Foods!

Owner Jerry Summers, JTBC Entrepreneurship Education Program 2015 Alumni, continued his education at The International Culinary School at The Art Institute of Pittsburgh.

Please join us in congratulating Jerry for graduating from culinary school! Ready to take his business to the next level, Jerry reached out to us for leads on shared kitchen space as his catering business continues to grow.



Summertime's Feel Good Foods

724-709-5977

Facebook : summertimesfeelgoodfoods

Beaver County Small Business Forum Seminar Schedule

QuickBooks Seminar Series

- 7/17/17 ***“Tips and Tricks to Using QuickBooks More Efficiently and Effectively”***
presented by Carol Small, CPA with Willke & Associates
- 8/21/17 ***“Tap Rich Information in QuickBooks Financial Statements to Analyze Your Business”*** presented by Erin McDonald, General Ledger Manager and Small Business Advisor with Wilke & Associates
- 9/18/17 ***“How to Use QuickBooks to Manage Cash Flow and Budget for the Future”***
presented by Erin McDonald, General Ledger Manager and Small Business Advisor with Wilke & Associates

Marketing Seminar Series

- 7/19/17 ***“The Power of the Inbox”*** presented by Autumn Edmiston, Founder and President of Edmiston Group
- 8/23/17 ***“The Power of Facebook Marketing for Small Business”*** presented by Paul Boyce, Owner and CEO of John Doe Design
- 9/13/17 ***“Manage Customer Relations to Better Compete & Grow Your Business”***
presented by Dave Oshlag, President of Project Marketing Associates and CEO of W5 Template

Lean Start-Up Methodology: Launching Quickly

Key Strategies:

- ◆ **Create a minimally viable product**—Build your product or service to a minimum level to get started and gain your first customer.
- ◆ **Test and measure**—Learn your customer's needs and wants. Analyze their reactions to your product or service.
- ◆ **Pivot**—Be flexible enough to adapt to reactions by making changes yet staying grounded to what you have learned.

When starting a business, you don't have to have everything perfect on the first day open. Getting a minimally viable product/service to market in a timely manner can lead to a successful business.

"If you're offered a seat on a rocket ship, don't ask what seat! Just get on."

~Sheryl Sandberg

Important Dates for 2017

Entrepreneurship Education Workshop Series:

- ◆ August 7th
- ◆ September 18th
- ◆ October 30th

Each series consist of 10 workshops to help individuals explore, analyze, and develop their small business idea.

Annual Alumni Showcase: November 9th

Did you know.....

- ◆ There are 28 million small businesses in the U.S. -- which outnumber corporations 1162 to 1.
- ◆ 70% of small businesses are owned and operated by a single person.
- ◆ Small businesses create 13 times more patents per employee than large patenting companies.
- ◆ 60 to 80% of all new jobs come from small businesses.

Source: Business Insider

Contact Us

Give us a call for more information about our Entrepreneurship Education Series

**Job Training for Beaver County
PA CareerLink Beaver County
285 Beaver Valley Mall, Route 18
Monaca, PA 15061
(724) 728-2020, ext. 106
apizer@jtbc.org**

Visit us on the web at
www.jtbc.org

Job Training for Beaver County the place for progress

Since 2009, Job Training for Beaver County, Inc. (JTBC) has received Federal Community Development Block Grant funding, through the Community Development Program of Beaver County, to operate the Entrepreneurship Education for Potential Business Owners Program for low to moderate income Beaver County residents.

JTBC is a nonprofit organization which, under the direction of the Southwest Corner Workforce Investment Board, provides employment and training services for Beaver County's economically disadvantaged youth, public assistance recipients, adults, and dislocated workers, as well as services to employers. As a recipient of Federal WIOA funds, JTBC is a PA CareerLink® Beaver County partner.

Equal Opportunity Employer
Auxiliary aids and services available upon request to individuals with disabilities