

LEADING EDGE TRAINING



Starting Thursday, September 2nd, 2010

The NxLevel™ for Entrepreneurial Training Course is a 12-session intensive training program designed to encourage business startup and expansion in a community. The course focuses on teaching the art of better business practices, while producing a comprehensive business plan to guide business startup and expansion decisions. Classes will be held in the Education Business Hall– Room 110 at Fort Lewis College.

SESSION OUTLINE

- **Sep. 2:** Introduction, Overview, and Entrepreneurship
- **Sep. 9:** Planning & Research: entrepreneurial essentials
- **Sep. 16:** Organizational Matters: management and legal structure
- **Sep. 23:** Marketing - "behind the scenes": analysis and understanding
- **Sep. 30:** Marketing - "on stage": strategies, tactics, and implementation
- **Oct. 7:** Financial Overview: books, records, and controls
- **Oct. 14:** Managing Your Money: financial planning, budgets, and assumptions
- **Oct. 21:** Managing Your Money: developing and using cash flow projections
- **Oct. 28:** Understanding and Using Your Financial statements
- **Nov. 4:** Financing Your Business: alternative sources of money
- **Nov. 11:** The Deal Making Process: negotiating in the real world
- **Nov. 18:** Your Business Future: managing growth and plan competition

The Leading Edge Training includes a

BEST BUSINESS PLAN COMPETITION

Class Information, Registration, and Tuition

Starting:	Thursday, September 2, 2010	Tuition:	\$280 for the class
Time:	6 pm to 9 pm		\$50 per session
Location:	Fort Lewis College; EBH 110, Durango. 970-247-7009		\$420 for class with college credit

Registration on line at : <http://www.coloradosbdc.org/center.aspx?center=2170>

or call the Small Business Development Center at 970-247-7009

Scholarship Opportunity

Region 9 Economic Development District will sponsor a student for the Leading Edge Entrepreneurial Training with a free tuition valued at \$280.00. To apply, fill out the scholarship application available at the SBDC, or online at soba.fortlewis.edu/sbdc/seminar.htm

Attach a one-page written narrative describing your business background, why you need the scholarship, and how it will help you achieve your business goals. Submit the application and narrative to: **Small Business Development Center, 1000 Rim Drive, Durango, CO 81301; phone: 970-247-7009; fax: 970-247-7205; asano_l@fortlewis.edu.**

SPONSORS



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For more information, contact: Small Business Development Center
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