

LEADING EDGE TRAINING



Starting Thursday, February 4th

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 Pagosa Springs Community Center.

SESSION OUTLINE

- **Feb. 4:** Introduction, Overview, and Entrepreneurship
- **Feb. 11:** Planning & Research: entrepreneurial essentials
- **Feb. 18:** Organizational Matters: management and legal structure
- **Feb. 25:** Marketing - "behind the scenes": analysis and understanding
- **Mar. 4:** Marketing - "on stage": strategies, tactics, and implementation
- **Mar. 11:** Financial Overview: books, records, and controls
- **Mar. 18:** Managing Your Money: financial planning, budgets, and assumptions
- **Mar. 25:** Managing Your Money: developing and using cash flow projections
- **Apr. 1:** Understanding and Using Your Financial statements
- **Apr. 8:** Financing Your Business: alternative sources of money
- **Apr. 15:** The Deal Making Process: negotiating in the real world
- **Apr. 22:** Your Business Future: managing growth and plan competition

The Leading Edge Training includes a

BEST BUSINESS PLAN COMPETITION

First Place \$350 • Second Place \$150 • Third Place \$100

Class Information, Registration, and Tuition

Starting:	Thursday, February 4, 2010	Tuition:	\$280 for the class
Time:	6 pm to 9 pm		\$435 for class and 3 hours of college credit
Location:	Pagosa Springs Community Center 451 Hot Springs Blvd.; 264-4152		\$50 per session

Registration forms are available at the Pagosa Springs Chamber and www.soba.fortlewis.edu/sbdc/seminars; call 970-247-7009 for further information.

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 Pagosa Springs Chamber, the SBDC, or online at soba.fortlewis.edu/sbdc/seminar.htm or www.archuletaeconomicdevelopment.org. 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_1@fortlewis.edu**

SPONSORS



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For more information, contact: Small Business Development Center
1000 Rim Drive, Durango, CO 81301; Phone: 970-247-7009; Fax: 970-247-7205; Email: asano_1@fortlewis.edu