



THE SECOND STEP OF STARTING A BUSINESS

An interactive workshop on
preparing a business plan

LEARN HOW TO:

- ◆ create a mission statement
- ◆ conduct research for your plan
- ◆ identify your target market(s)
- ◆ define your overall market strategy
- ◆ determine funding needs

Also:

- ◆ explore why every business plan needs a cash flow statement, income statement, and balance sheet
- ◆ learn what documents to include with your business plan
- ◆ find out why a simple format works best
- ◆ learn why every business needs a business plan, whether or not outside funding is sought
- ◆ start writing your own business plan
- ◆ review a sample business plan step-by-step

The session is \$30 each and pre-registration is requested. Call 814-863-4293 or email sbdc@psu.edu.
Veterans or active military are free with ID.

Visit www.sbdc.psu.edu/calendar.htm
for a list of upcoming seminars.

SBDC and EMAP Overview

The Pennsylvania Small Business Development Centers (SBDCs) work with small firms to help them compete and grow in today's highly competitive global economy. Combining the expertise of a professional staff with the resources of the state's best colleges and universities, the SBDCs provide high-quality business management consulting, information, and educational programs that build small firms' capacities to compete in domestic and international markets.



Sponsored by the U.S. Small Business Administration
and the Commonwealth of Pennsylvania through the
Department of Community and Economic Development.



Global Entrepreneurship Week

November 19, 2009

6:00 p.m.—8:30 p.m.

**Business Building, Room 8
University Park, PA 16828**

Name _____

Business type _____

Business address _____

City _____

State _____

ZIP code _____

Business phone _____

Fax _____

E-mail Sign up for SBDC email list.

How did you hear about the seminar? _____

Please return registration form to:

Penn State SBDC
The 329 Building, Suite 417
University Park, PA 16802

or fax: 814-865-6667

or email: sbdc@psu.edu

This publication is available in alternative media on request.

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