

## Monthly Calendar Overview JUNE 2010

| Monday  | Tuesday   | Wednesday  | Thursday  | Friday   |
|---|---|--|---|--|
|   | <b>1</b>  | <b>2</b>   | <b>3</b>  | <b>4</b>   |
|   |   | Start Smart 3 – Market Research<br>1-4pm   |   | Branding- More than a Logo<br>9-12pm   |
|   |   |  |   | <b>5 Saturday</b><br>Business Plan FastTrack – Day 3<br>9-4pm  |
| <b>7</b>  | <b>8</b>  | <b>9</b>   | <b>10</b>   | <b>11</b>  |
| Understanding Financial Statements<br>9-12pm<br>Pricing and Costing<br>1-4pm<br>Getting Your Business Online: A Website<br>2-4pm<br>Start Smart 1<br>5-8pm  | Tax Tips from an Accountant 9-12pm<br>HST and Your Small Business 1-2pm<br>Selling a Business 1-4pm<br>Do-it-Yourself Online Marketing 6-8pm<br>Starting a Consulting Business 5-8pm<br>Regional Business Panel Discussions- Social Media and Web Marketing 5-6pm | Are You Thinking of Importing?<br>9-12pm<br>Regional Business Panel Discussions- Cash Flow in 2010<br>12-1pm   | Successful You Networking Event<br>5-8pm  | Advertising Your Small Business<br>12-2pm  |
| <b>14</b>   | <b>15</b>   | <b>16</b>  | <b>17</b>   | <b>18</b>  |
| Getting Incorporated- Essential Steps and Legal Tips You Need to Know<br>9-12pm<br>HST and Your Small Business<br>11:30-12:30pm<br>Moving from a Proprietorship to Incorporation- Tax Concerns 1-4pm<br>Understanding the Government of Canada Procurement Process and Responding to Bids 3-5pm |   |  | Start Smart 1<br>9-12pm<br>How to do Business with the Federal Government<br>10-12pm<br>Proprietorship, Partnership, Incorporation – Legal Information<br>1-2pm |  |
| <b>21</b>   | <b>22</b>   | <b>23</b>  | <b>24</b>   | <b>25</b>  |
| Business Viability- Will Your Business Make Money<br>10-1pm<br>Analyzing the Financial Health of Your Business<br>2-5pm   | Tradestart: An Introduction to International Trade<br>9-12pm<br>My First Year in Business- A Financial Overview<br>10-12pm<br>Retail Distribution- Move Your Product to a Retail Market<br>1-4pm  | Young Entrepreneurs Start-up Financing<br>10-11:30am<br>Asking Your Banker to Invest<br>12-2pm<br>Intellectual Property - Protecting Your Business IP<br>1-4pm | Start Smart 2<br>9-12pm<br>MERX - The Government Electronic Tendering Service<br>10-12pm<br>Social Media and Online Marketing Tactics<br>1-3pm                  | Getting Your Story Told: Making the Most of Media Opportunities<br>9-12<br>Effective Marketing for Your Small Business<br>9-12pm<br>Sales for Your Small Business: The Essentials<br>1-4pm |
| <b>28</b>   | <b>29</b>   | <b>30</b>  |   |  |
|   |   |  |   |  |

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 To view our cancellation policy please visit us at [www.smallbusinessbc.ca/seminars/cancellation-policy](http://www.smallbusinessbc.ca/seminars/cancellation-policy)

## JULY 2010

| Monday   | Tuesday  | Wednesday  | Thursday  | Friday   |
|--|--|--|---|--|
|  |  |  | 1   | 2  |
|  |  |  |   |  |
| 5  | 6  | 7  | 8   | 9  |
|  |  | Idea to Venture<br>9-12pm<br>My First Year in Business- A<br>Financial Overview<br>10-12pm<br>Top Ten Business<br>Challenges<br>1-2pm                      | Start Smart 3- Market<br>Research<br>9-12pm<br>Understanding the<br>Government of Canada<br>Procurement Process and<br>Responding to Bids<br>10-12pm  | Tax Tips from an<br>Accountant<br>9-12pm<br>Getting Incorporated-<br>Essential Steps and Legal<br>Tips You Need to Know<br>2-5pm |
| 12   | 13   | 14   | 15  | 16   |
|  | Effective Marketing for<br>Your Small Business<br>9-12pm<br>Sales for Your Small<br>Business : The Essentials<br>1-4pm<br>Proprietorship,<br>Partnership, Incorporation<br>– Legal Information<br>6-7pm<br>Do-it-Yourself Online<br>Marketing<br>6-8pm | Getting Your Story Told:<br>Making the Most of Media<br>Opportunities<br>1-4pm   | Intellectual Property-<br>Protecting Your Business IP<br>9-12pm<br>Employment Law<br>10-12pm<br>Purchasing a Business<br>1-4pm  |  |
| 19   | 20   | 21   | 22  | 23   |
| Moving from a<br>Proprietorship to<br>Incorporation- Tax<br>Concerns<br>9-12pm<br>Forecasting Revenue and<br>Expenses<br>9-12pm<br>HST and Your Small<br>Business<br>12:30-1:30<br>Cash Flow and Your<br>Growing Business<br>1-4pm | Are You Thinking of<br>Importing?<br>9-12<br>Growing Your Consulting<br>Business 9-12pm  | Advertising Your Small<br>Business<br>10-12<br>Start Smart 1<br>1-4<br>Seminaires en français du<br>bureau des petites et<br>moyennes entreprises<br>1-3pm | Tuning Up Your Business<br>Plan<br>10-12<br>Young Entrepreneurs Start-<br>up Financing<br>1-2:30pm<br>Social Media and Online<br>Marketing<br>3-5pm<br>Asking Your Banker to<br>Invest<br>6-8 | Selling a Business<br>9-12pm<br>Getting Your Business<br>Online 9-1130am<br>Legal Tips for Your Online<br>Business<br>12-2pm     |
| 26   | 27   | 28   | 29  | 30   |
|  |  | Start Smart 2<br>1-4pm   |   |  |

## AUGUST 2010

| Monday   | Tuesday   | Wednesday   | Thursday   | Friday  |
|--|---|---|--|---|
| <b>2</b>   | <b>3</b>  | <b>4</b>  | <b>5</b>   | <b>6</b>  |
| Provincial Day   |   |   | My First Year in Business- A Financial Overview<br>10-12pm   | Business Viability- Will Your Business Make Money<br>9-12pm |
| <b>9</b>   | <b>10</b>   | <b>11</b>   | <b>12</b>  | <b>13</b>   |
| Business Plan FastTrack – Day 1<br>9-4pm   | Top Ten Business Challenges 9-10<br>Branding More than a Logo 10-12pm<br>Intellectual Property- Protecting Your Business IP 1-4pm   | Business Plan FastTrack – Day 2<br>9-4pm  | Tax Tips from an Accountant<br>9-12pm<br>Proprietorship, Partnership, Incorporation – Legal Information<br>1-2pm<br>Marketing Strategies for Small Business<br>2-5pm | Business Plan FastTrack – Day 3<br>9-4pm                    |
| <b>16</b>  | <b>17</b>   | <b>18</b>   | <b>19</b>  | <b>20</b>   |
| TradeStart: An Introduction to International Trade<br>9-12<br>Practical Tools for Managing Cash Flow in a Global Environment<br>1-4pm<br>The Power of Distribution, Expanding Your Business Markets<br>1-4pm | Business GPS – Growth, Planning and Succession<br>9-12pm<br>Human Resource Strategies for Small Business<br>1-4pm<br>Retail Distribution- Move Your Product Line to Retail Market<br>9-12pm | Young Entrepreneur Start-Up Financing<br>3-4:30pm   | Start Smart 1<br>9-12<br>Getting Your Story Told: Making the Most of Media Opportunities<br>1-4pm<br>Starting a Consulting Business<br>1-4pm                         |   |
| <b>23</b>  | <b>24</b>   | <b>25</b>   | <b>26</b>  | <b>27</b>   |
| Moving from a Proprietorship to Incorporation- Tax Concerns<br>9-12pm<br>Getting Incorporated- Essential Steps and Legal Tips You Need to Know<br>1-4pm<br>HST and Your Small Business<br>12:30-1:30         |   | Effective Marketing for Your Small Business<br>9-12pm<br>Sales for Your Small Business: The Essentials<br>1-4pm |  |   |
| <b>30</b>  | <b>31</b>   |   |  |   |
|  |   |   |  |   |