



Small Biz
Education Centre
Inspiring Entrepreneurial Growth

Growing Your Small Business

Next Steps in Your Business Growth

October 17, 2007



For the existing business (2 years or more and minimum one year financials). This full day of workshops includes: access to all workshops for the day, the Oct 12th Perfect Your Pitch workshop for free, Pitch the Plan panel luncheon priority, Lunch and promotion of your business at www.smallbizeducation.ca*

Finances for Your Growing Business (9:00 - 10:30am)

Learn what financial options are available for business growth. Research the need for funds to expand your HR and/or operations. Revisit your financial statements and learn how to preserve the working capital in your business.

Tax Tips for a Growing Small Business (10:30 - 12:00pm)

Come to this seminar to learn about the pros and cons of tax structures for Proprietorships and Corporations. Understand more about taxable income, deductions, credits, employment income versus salary and wages, small business capital gains exemption, deferred tax and more. Presented by Loren and Company, Certified General Accountants.

Pitch your Plan (12:00 - 2:00pm)

Come prepared to Pitch Your Plan to industry specialists. Each registrant will be given 3 minutes to present their business idea and receive feedback in areas of finance, operations, human resources and business development. Panelists include Vancity representative, Gabrielle Loren, CGA Loren and Company, Kevin Poole, Community Economic Development Director, Natalie Michael, The Karmichael Group and Robert Ciccone, Success Unlimited Sales and Marketing Group. Hosted by Dean Barbour.

Human Resources for Small Business (2:00 - 4:00pm)

Finding, motivating, and growing productive and happy employees is key to your own happiness as a business owner. Learn the basics of setting up a simple but adaptable system that can grow as your company grows and avoid the pitfalls of bad hires and bad HR systems. Pros, cons and legalities of hiring contractors versus employees will be covered. Presented by the Karmichael Group Recruitment and HR Consulting.

OR

Methods to Build Your Business (2:00 - 4:00pm)

This session will introduce you to a systematic approach to business building that once implemented will wipe away the guesswork, wasted money and frustration associated with marketing and advertising. Areas that will be covered include: strategic positioning, increasing effectiveness of current marketing, the development of marketing alliance partners, customer base analysis, direct marketing, media optimization and community marketing. Presented by Success Unlimited Sales & Marketing Group Inc.

Full Day Workshop

Wednesday October 17, 2007

\$99

With the Full Day Workshop you get:

- Access to all seminars and workshops for the day
- Pitch Your Plan panel luncheon priority
- Complimentary Perfect Your Pitch 3 hour workshop, Oct 12
- Lunch
- Promotion of your business at www.smallbizeducation.ca (Limited time offer)

Register Today!

You can register online by logging on to:
www.smallbizeducation.ca/seminars.php

To register by phone call 604.775.5086

Or visit us at our downtown office at:

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