

THE BERGEN SMALL BUSINESS DEVELOPMENT CENTER

The Bergen Small Business Development Center (SBDC), located at the Ciarco Learning Center in Hackensack, is a private organization of professional management consultants that provide free counseling services to persons who own or operate a small business or, who are considering a small business venture. We are in the knowledge business, tapping best practices and providing technical assistance to existing and start-up businesses in the form of confidential consultations and training workshops. We assist with the formulation of strategies to meet challenges, provide resources to achieve objectives, and act in a mentoring capacity. This support, expertise, and dedication commits us to be, your “Total Business Resource.” For information about workshops or free counseling call (201) 489-8670 or email vdelia@bergen.edu.

✓NEW

BI 686 The Start-Up with Q & A

1 session; \$20

001, Th.; September 3, 2009

Hours: 9:00 a.m.-11:00 a.m.

Location: Ciarco Learning Center, Hackensack, Room

002, Th.; October 1, 2009

Hours: 9:00 a.m.-11:00 a.m.

Location: Ciarco Learning Center, Hackensack, Room

003, Th.; November 5, 2009

Hours: 9:00 a.m.-11:00 a.m.

Location: Ciarco Learning Center, Hackensack, Room

004, Th.; December 3, 2009

Hours: 9:00 a.m.-11:00 a.m.

Location: Ciarco Learning Center, Hackensack, Room

This workshop is designed specifically for the individual thinking of starting a business and to give them the necessary tools to follow a logical approach to assess the viability and profitability of starting a business. They will learn the workings of an economic model, a feasibility and breakeven analysis, along with market research and resources skills. A question and answer period will follow concerning any question pertaining to a new venture. Upon completion, you may submit a request for consulting services from the Small Business Development Center (SBDC) at no cost to you.

BI 347 Financing a Small Business

1 session; \$50

001, Fri.; October 16, 2009

Hours: 9:00 a.m.-12:00 p.m.

Location: C-313

For the small business owner seeking to secure financing for a start-up or an expansion. Learn how to secure business loans, identify the appropriate type of loan, construction of credit, present a convincing business plan, bootstrapping or non-traditional financing.

Instructor: Vincent D’Elia, Regional Director, Bergen SBDC.

BI 312 Building a Consulting Business

1 session; \$50

001, Fri.; October 30, 2009

Hours: 9:00 a.m.-12:00 p.m.

Location: C-313

This course provides instruction in determining markets, techniques, generating businesses, proposal writing, fee setting, structuring contracts, letters of agreement and marketing tools.

Host: Vincent D'Elia, Regional Director, Bergen SBDC.



BERGEN SBDC - www.bergen.sbdcc.com

The New Jersey Small Business Development Centers (SBDC) network is partially funded by the U.S. Small Business Administration, the New Jersey Commerce and Economic Growth Commission and host institutions. SBA's funding is not an endorsement of any products, opinions, or services. All SBA funded programs are extended to the public on a nondiscriminatory basis. Reasonable accommodations for persons with disabilities will be made, if requested at least two weeks in advance by contacting Vincent D'Elia, Regional Director, Bergen SBDC, (201) 489-8670.

SELF-EMPLOYMENT ASSISTANCE ENTREPRENEURIAL PROGRAM (S.E.A.)

S.E.A. is a 60-hour comprehensive program, co-sponsored by the Department of Labor and Workforce Development, and includes class meetings at Bergen Community College. The program consists of the following topics:

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| Legal Formation | Pre-Business Planning |
| Marketing | Business Planning |
| Internet Marketing | Taxes |
| Recordkeeping | |

Participants write a marketing plan and draft a business plan. The program is taught by instructors who are professionals in their field. If you are unemployed and receiving unemployment benefits, you may be eligible to participate at no cost. Please contact your unemployment counselor to find out how to qualify for this program.