

Operating Your Business Series:

March 11-April 22 / Best Western PLUS Danbury/Bethel

Come Put the Pieces of the Business Puzzle Together and be Successful!

We've put together a team of experts to help show you the road to success.



Tuesday, March 11, 2014

6:00pm to 7:30pm

The "XFactor Leadership"

Presenter: Susan Anderheggen – Founder of the Anderheggen Group

This seminar will highlight the key skills needed to lead. Clearly communicating the vision and the values you expect in your organization
Honesty
Treating others the way you want to be treated, at every level
Rolling up your sleeves and getting into the details
Preparation
Listening
Clearly communicating the return on investment of the work your organization is doing

Takeaways:

Some better definitions of what "leadership" is
Several actions you can take NOW to become a better leader
Learn 3 secrets to modifying your language to become a valued leader

Click on this link to register for the workshop:

<http://events.constantcontact.com/register/event?llr=ooowd ydab&oeidk=a07e8ub51ps0d72e4bd>

Tuesday, March 25, 2014

6:00pm to 7:30pm

Ignite Your Income – Relationship Strategies to Grow Your Business

Presenter: Heather Hansen O'Neill – Owner, Find Your Fire in Five

It's an interactive workshop that helps new business owners become more productive and profitable by building strong relationships. The takeaways from this seminar will give you:

A greater understanding of how you are being perceived and how to more clearly communicate your vision and product/service benefits.

The skills to adapt your behavior to be more effective communicating with people who have different personalities and communication styles.

The skills to develop a communication plan that will include networking, lead generation, strategic alliances, and other income producing relationships.

Click on this link to register for the workshop:

<http://events.constantcontact.com/register/event?llr=ooowd ydab&oeidk=a07e8ub40tt4ac0a285>

Tuesday, April 8, 2014

6:00pm to 7:30pm

Importance of Business Projections

Presenter: Wally Wood - SCORE Business Counselor

If you don't plan your production, revenue and expenses then how would you ever know how well you were doing? The sooner you know something is not meeting your estimates...the sooner you can take action to make the necessary adjustments. More specifically, forecasting your cash flow is one of the most important projections you can make. This seminar leads you through the process of business projection and how to control your cash flow.

Click on this link to register for the workshop:

<http://events.constantcontact.com/register/event?llr=ooowd ydab&oeidk=a07e8ub2ugu9d58f386>

Tuesday, April 22, 2014

6:00pm to 7:30pm

Market Planning for People Who Have No Time

Presenter: Bob Pietrzekiewicz - SCORE Business Counselor

Just as you plan for inventory, production and billing...thinking ahead about your marketing plans is key to you staying competitive and really staying in business. Most businesses don't put nearly enough attention to their market planning process. You can fix that in this Market Planning seminar. You'll discover the basic steps in the process and ideas on how to do them, bringing some sense to the process of marketing your OFFERING.

Click on this link to register for the workshop:

<http://events.constantcontact.com/register/event?llr=ooowd ydab&oeidk=a07e8ub2unv19aa9180>

Operating Your Business Series Sponsored by:



Office of Economic Development

Tuesday, May 6, 2014
6:00pm to 7:30pm

How to Prepare and Implement a Business Plan in 6 Simple Steps

Presenter: Chris Tse - SCORE Business Counselor

A business plan is a road map to direct the actions of your business in achieving the expected results. This seminar is to guide you in identifying the components inside the business plan, their functions, and going through the process to prepare, develop and its successful implementation. Furthermore, it describes the process of an evergreen virtuous cycle for continuous improvement and business growth.

Click on this link to register for the workshop:

<http://events.constantcontact.com/register/event?llr=ooowdydab&oeidk=a07e8ub51vs04e2dbec>

All workshops are at the
Best Western PLUS Danbury/Bethel (11 Stony Hill Rd.)
and are FREE.

Registration is required to participate.



Manufacturing Series

May-June 2014

Small Business Series

September-November 2014