

The Ohio SBDC at Wright State University

**Upcoming
Event:**

Building a Better Business Plan

Do you have it all figured out? The idea is rock solid, the funding is ready and the sales plan is poised to be launched...really? If you are in business or looking to start a business, you have to have a plan. Without it, you significantly reduce your chances of success. Whether you need a business plan to find funding or just get your company organized, you will find this three day course invaluable to your planning process. Apply yourself in this three day program and have a completed business plan when you are finished!

- Business Plan Anatomy
- Describe Your Company
- The Questions Your Plan MUST Answer
- Industry Analysis and Trends
- Describe Your Target Market(s)
- Who is your Competition?
- What is your Strategic Position?
- Risk Assessment & SWOT Analysis
- Marketing Plans & Sales Strategy
- Daily Operations Guide
- Technology Impact Planning
- Milestones, Goals and Exit Planning
- The Numbers - Financials
- Financial Rules of Thumb
- The Appendix, Not a Catch-All
- The plan is done, now what?

Cost: \$25

Time: Two Sessions—5/5 & 5/12
1-4pm each day

Location: Wright State University
Room 219, Rike Hall
3640 Colonel Glenn Hwy
Dayton, OH 45435

About the Speaker:

Earl Gregorich, Business Advisor for the Ohio SBDC at Wright State University will conduct the training for this session. Earl has run his own business for many years and has started two businesses, which he still oversees. He has had many years of classroom experience delivering challenging topics in easy to understand terms!

How to Register:

Call: 937-775-3503 or Email: Kimberly.Woodbury@Wright.edu

Or Register online at www.SBDCWSU.org

**More Events
@ Your Local SBDC**

Wright State University

- 3/17 Business Start Up
- 3/24 Marketing Workshop
- 3/31 Business Start Up
- 4/7 Web Marketing
- 4/21 Auto Supplier Seminar
- 4/22 Two days (\$50)
- 4/28 Business Start Up
- 5/4 QuickBooks - 6 days (\$250)
- 5/5 Build a Better Business Plan — 2 Days (\$25)
- 5/19 Business Start Up
- 6/2 Business Start Up
- 6/16 Web Training—Wilmington
- 6/23 Business Start Up

Piqua SBDC

- 3/18 Sunrise Series
- 3/25 Business Start-Up
- 4/15 Business Plan Writing
- 4/29 Business Plan Writing
- 5/13 Business Start-Up
- 5/27 Business Start-Up

Springfield SBDC

- 4/2 Business Start-Up
- 4/16 Business Start-Up
- 5/7 Business Start-Up
- 5/21 Business Start-Up
- 6/4 Business Start-Up

Dayton SBDC

- 3/17 New Business Info Session
- 4/21 New Business Info Session
- 5/19 New Business Info Session
- 6/16 New Business Info Session

International Trade

Coming soon...

Dayton

The Entrepreneurs Center
714 E. Monument Ave,
Dayton, OH 45402-1382

Phone: 937-281-0118

Center Director: Pat Newcomb

Springfield

SBDC Inc.
300 E Auburn Ave,
Springfield, OH 45505

Phone: 937-322-7821

Center Director: Steve Anzur

Piqua

SBDC at Edison Community College
1973 Edison Avenue,
Piqua, OH 45356

Phone: 937-381-1516

Center Director: Jerry Alexander

International Trade

International Trade Assistance Center
ITAC—3155 Research Blvd.
Kettering, OH 45420

Phone: 937-253-0033

Center Director: Kathy Marshalek