

The Ohio SBDC at Wright State University

**Upcoming
Event:**

Marketing and Sales Workshop

What is preventing you from reaching your sales goals? Do you have a marketing plan? Who is your target market? These questions are asked a lot when things are rough. Companies with answers to these and many other marketing related questions are better positioned to handle the down times and well prepared to take advantage of the good times.

Come to this round-table style workshop and share challenges and solutions with other business owners looking to grow and enhance their marketing and sales capabilities.

- Does everyone know your name?
- Where can I advertise most effectively?
- How do I know what marketing is working and what marketing is not?
- Is there a different market out there?
- How do I diversify my client base?
- Do you know what CRM is and how to use it?

Cost: FREE

Time: March 24th, 1-3pm

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. Earl has also 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

1/6	Business Start Up
1/14	US Dept of Labor Seminar
1/20	Business Start Up
1/26	Internet Marketing
2/2	Building a Better Business Plan
2/3	Business Start Up
2/17	Business Start Up
2/23	Business Blogging
3/3	Business Start Up
3/10	Basic Web Design
3/17	Business Start Up
3/24	Marketing Workshop
3/31	Business Start Up

Piqua SBDC

1/14	Business Start Up Course
1/21	Sunrise Series
1/28	Business Start Up Course
2/11	Business Plan Writing
2/18	Sunrise Series
2/25	Business Plan Writing - Greenville
3/11	Business Start-Up
3/18	Sunrise Series
3/25	Business Start-Up - Greenville

Springfield SBDC

Coming soon...

Dayton SBDC

1/20	New Business Information Session
2/17	New Business Information Session
3/17	New Business Information 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