



## Fall 2009 Workshop and Seminar Schedule

*All workshops are FREE*

**Location: Crossroads Institute**

- September 24, 2009: Business Basics Workshop**  
5:30pm-8:30pm  
Taught by Becky Nave from People Incorporated  
The workshop provides participants with an overview of the business planning process and enables participants to better understand the strategic considerations when starting or expanding a business.
- October 15, 2009: Inventory Management Workshop**  
6:00pm-8:00pm  
Taught by Charles Rand, local SCORE member  
The workshop will target retail business owners and cover topics such as controlling inventory, keeping costs down and price negotiation for products.
- October 29, 2009: Entrepreneur Express Workshop**  
9:00am-Noon  
Taught by Sandy Ratliff with Virginia Department of Business Assistance and partners  
Provides interactive discussions and exercises covering key elements of business practices including how to start and operate a business, growing your business/marketing strategy, financing/managing resources as well as having these resources available to speak with.
- November 3, 5, 12 & 17, 2009: Core Four Business Planning Course**  
Series of 4 classes  
5:30pm-8:30pm  
Taught by Becky Nave with People Incorporated  
Addresses the four components of small business ownership: Success Planning (Nov. 3<sup>rd</sup>), Market Planning (Nov. 5<sup>th</sup>), Cash Flow Planning (Nov. 12<sup>th</sup>) and Operations Planning (Nov. 17<sup>th</sup>). Upon completion of the course, participants will have a clear understanding of the business planning process and are given a variety of tools and resources. Each component is offered as an individual class and participants may complete one or all four components. Although the course is free, there is a **\$65 charge** to keep the teaching materials used over the course of the class.

**To Register Please Contact us at  
(276) 236-0391 or [marcher@crossroadsva.org](mailto:marcher@crossroadsva.org)**