

April 2010

Apr 1	<u>How to Start Your Own Business</u> Solano College Vallejo Ctr.—Conf. Rm. 545 Columbus Pkwy., Vallejo	\$30 Thursday 9—11:30am
Apr 13	<u>How to Use “LinkedIn”</u> Solano College SBDC 360 Campus Lane, Ste. 102, Fairfield	\$25 Tuesday 6:30—8:30pm
Apr 22	<u>Marketing on the Web</u> Solano College SBDC 360 Campus Lane, Ste. 102, Fairfield	\$30 Thursday 6:30—9pm
Apr 22	<u>ABCs of Small Business Development</u> Vallejo Chamber 427 York St., Vallejo	\$35 Wednesday 3—5pm
Apr 26	<u>Fairfield Small Business Expo</u> Joseph Nelson Community Center 611 Village Drive, Suisun	\$15 Monday 4:45-7:45pm
Apr 27	<u>SBA 8(a) Business Develop. Program</u> Solano College SBDC 360 Campus Lane, Ste. 102, Fairfield	Free! Tuesday 1—4pm
Apr 28	<u>Small Business Clinic—Expert Advice</u> Solano Employment Connection 320-A Campus Lane, Fairfield	Free! Wednesday 3—5pm
Apr 28	<u>Setting Up a Bookkeeping System</u> Solano College Vacaville Ctr. 2000 N. Village Pkwy., Vacaville	\$25 Wednesday 10am—noon

**S
B
D
C
S
E
R
V
I
C
E
S**

- FREE Business Start-Up**
Kit for pick up at SBDC or \$3 for S/H.
- FREE and Low-Fee Small Business Workshops** offered throughout Solano County.
- FREE Business Library**
\$25 Deposit Check required for each book borrowed. Check is returned to you upon return of book(s).
- FREE Individualized**
One-on-One Business Advice based on each business owner’s requests, specific needs and availability of appropriate business advisor.

May 2010



May 2010 Highlights! WORKSHOPS on:

- How to Market Your Business with Twitter**
- Keys to Buying or Selling a Business**
- Delivering Exceptional Customer Service**

May 4	<u>How to Start Your Own Business</u> Solano College SBDC 360 Campus Lane, Ste. 102, Fairfield	\$30 Tuesday 6—8:30pm
May 8	<u>Writing Your Business Plan</u> Solano College SBDC 360 Campus Lane, Ste. 102, Fairfield	\$50 Saturday 9am—3pm
May 11	<u>Marketing Your Business w/Twitter</u> Solano College SBDC 360 Campus Lane, Ste. 102, Fairfield	\$25 Tuesday 6:30—8:30pm
May 12	<u>Keys to Buying or Selling a Business</u> Solano College SBDC 360 Campus Lane, Ste. 102, Fairfield	\$25 Wednesday 3—5pm
May 13	<u>Understanding Your Financials</u> Vallejo Chamber 427 York St., Vallejo	\$25 Thursday 1—3pm
May 19	<u>Exceptional Customer Service</u> Benicia City Hall—Comm. Room 250 East L St., Benicia	\$25 Wednesday 8-10am
May 26	<u>Marketing Strategies That Work!</u> Vacaville Chamber 300 Main St., Vacaville	\$35 Wednesday 9am—noon
May 26	<u>Business Clinic—Expert Advice</u> Solano College SBDC 360 Campus Lane, Ste. 102, Fairfield	Free! Wednesday 5:15—8pm

June 2010

Jun 2	<u>How to Start Your Own Business</u> Fairfield-Suisun Chamber 1111 Webster St., Fairfield	\$30 Wednesday 2—4:30pm
Jun 8	<u>Best Practices in Email Marketing</u> Fairfield-Suisun Chamber 1111 Webster St., Fairfield	\$25 Tuesday 10am-noon
Jun 8	<u>Getting Started w/Constant Contact</u> Fairfield-Suisun Chamber 1111 Webster St., Fairfield	\$25 Tuesday 1—3pm
Jun 9	<u>Starting a Specialty Foods Business</u> Solano College SBDC 360 Campus Lane, Ste. 102, Fairfield	\$35 Wednesday 2—5pm
Jun 15	<u>Borrowing Money for Your Business</u> Benicia City Hall—Conf. Rm. 2 250 East L St., Benicia	\$25 Tuesday 9—11am
Jun 22	<u>Marketing to Government</u> Solano College SBDC 360 Campus Lane, Ste. 102, Fairfield	Free! Tuesday 1—4pm
Jun 24	<u>Intro to QuickBooks</u> New Solano College Vacaville Center 2001 N. Village Pkwy., Vacaville	\$50 Thursday noon-4pm
Jun 29	<u>Maximizing Your Marketing</u> Vallejo Chamber 427 York St., Vallejo	\$30 Tuesday 1—3:30pm
Jun 30	<u>Small Business Clinic—Expert Advice</u> Solano Employment Connection 320-A Campus Lane, Fairfield	Free! Wednesday 3—5pm

**Help Avoid Cancellations!
Register Ahead of Time!
Mon-Fri 8am-5pm**



**707.864.3382
www.SolanoSBDC.org**

Updated: 03-15-10

Register Today!

Online — SolanoSBDC.org

Phone Us — 707.864.3382

Or Fax — 707.864.8025

Or Mail —

- Make your check payable to: Solano College
- Send to: Solano College SBDC
360 Campus Lane, Ste. 102
Fairfield, CA 94534

In Person — Drop by Our Office

Name 1 _____

Name 2 _____

Address _____

City _____ Zip _____

(_____)
Area Code Day Phone

_____/_____/_____ \$ _____ .00
Date Amount

Workshop _____

_____/_____/_____ \$ _____ .00
Date Amount

Workshop _____

Email _____

Help for Business

Since 1987, Solano Community College Small Business Development Center has helped thousands of *new* and *existing* business owners with:

- Assessing the Prospects of Self-Employment
- Understanding the Basics for Starting a Business
- Selecting a Legal Structure for Your Company
- Market Research Advice on Customers, Competition, Trends, Industries and Local Market
- Business Planning and Financial Forecasting
- Advice on Buying or Selling a Company
- Marketing Planning; Implementing Strategies
- Business Financial Analysis and Advice
- Hiring and Managing Employees; Payroll, Taxes

Entrepreneurial *help* is available to you through a FREE Business Start-Up Kit, workshops offered monthly and rotated throughout Solano County and our semi-annual NxLevel™ Entrepreneurial Training Program, a ten-week small business planning and management course offered to assist with business start-up or assessment, financial analysis, planning, goal-setting, operations and management.

FREE counseling appointments are available. For more information, contact us by phone, Monday–Friday, 8:30 am–5 pm @ 707.864.3382.



Small Business Development Center
At Solano College



Solano Community College Small Business Development Center workshops and services are supported by the US Small Business Administration and extended to the public on a non-discriminatory basis under the current grant with the SBA and Humboldt State University Sponsored Programs Foundation. SBA cannot endorse any products, opinions, or services of Solano College SBDC's affiliated entities. Reasonable accommodations for persons with disabilities will be made if requested, at least 2 weeks, in advance. Please contact us @ 707.864.3382.

Solano College Small Business Development Center



Northern CA Regional Network

Workshops

To Help You

- Develop
- Start
- Manage

Your Business

Apr - Jun 2010

Solano Community College
Small Business Development Center
360 Campus Lane, Ste. 102
Fairfield, CA 94534

Tel: 707.864.3382 Fax: 707.864.8025

Website: SolanoSBDC.org