

Mailing Address: SCORE Ventura County, P.O. Box 1452, Camarillo, CA 93011-1452

REGISTRATION FORM (09Sum) - PLEASE PRINT LEGIBLY

Attendee Name (Last Name, First Name): _____

Business Name (if any): _____

Address: _____ City/State/Zip: _____

E-Mail: _____ Alt. E-Mail: _____

Phone: _____ Alt. Phone: _____

Payment (circle one): Cash / Money Order / Check / American Express / DISCOVER / MasterCard / VISA

If payment by credit or debit card:

Cardholder Name (Last Name, First Name): _____

Address: _____ City/State/Zip: _____

Card#: _____ Exp. Date: _____

SCORE® is required to collect demographic information on those served. (please circle one response for each):

Gender: Male / Female Ethnicity: Hispanic / Non-Hispanic Currently in Business: Yes / No

Disabled: Yes / No Veteran Status: Veteran / Service Disabled Veteran / Non-Veteran

Military Status: Member of Reserve or National Guard / On Active Duty

Race: Native American or Alaskan Native / Asian American / Black or African American / Native Hawaiian or Other Pacific Islander / White

What prompted you to contact SCORE®? (please circle all that apply)

SBA / Other SCORE Client / Chamber of Commerce / Lender / Magazine / Educational Institution / SBA Website / Business Owner / Internet

/ Local Economic Development Official / Television or Radio / Newspapers / Word Of Mouth / Other _____

Check	Workshop Title	Date(s) [2009]	Cost \$ Per Attendee	Total \$
<input type="checkbox"/>	ENTREPRENEUR SERIES (#1-#5)	06/13, 06/27, 07/11, 07/25, 08/08	159.00 (reg. 195.00)	
<input type="checkbox"/>	ENTREPRENEUR SERIES (#1-#5) plus BONUS (INTERNET MARKETING)	06/13, 06/27, 07/11, 07/25, 08/08, 08/22	183.00 (reg. 244.00)	
<input type="checkbox"/>	#1: START, GROW, AND SUCCEED	06/13	39.00	
<input type="checkbox"/>	#2: MARKETING PLAN AND SALES STRATEGY	06/27	39.00	
<input type="checkbox"/>	#3: FINANCIALS AND CASH MANAGEMENT	07/11	39.00	
<input type="checkbox"/>	#4: BUILDING A BETTER BUSINESS PLAN – A HOW-TO APPROACH	07/25	39.00	
<input type="checkbox"/>	#5: GROWING, MANAGING, AND OPERATING YOUR BUSINESS	08/08	39.00	
<input type="checkbox"/>	BONUS: INTERNET MARKETING	08/22	49.00	
<input type="checkbox"/>	Late Registration Fee (for at-the-door registrations)		5.00	
		TOTAL		

NOTE: American Express, DISCOVER, MasterCard, and VISA cards only. Mail registration form and payment (except cash) to SCORE Ventura County mailing address above. Checks & money orders should be made payable to "SCORE Ventura County". SCORE® is a resource partner of the U.S. Small Business Administration (SBA). <http://scoreventura.org/>

Taken by: _____ Date: _____

SCORE[®]

Counselors to America's Small Business

ENTREPRENEUR SERIES

(formerly called "Starting & Managing Your Own Small Business")

Jun 13, 2009 - Aug 22, 2009 (Alternate Saturdays) / 09:00 am - 03:00 pm
Oxnard College (4000 S. Rose Avenue, Oxnard, CA 93033) Room JCC-3B

#1 [\$39] Jun 13 **START, GROW, AND SUCCEED****

If you are considering starting your own business, attending this valuable workshop is a must. This comprehensive and easy to understand overview will provide you with the basic steps you need to take; how to research your idea, get the necessary permits, find funding, decide on an organizational structure, and the basics of a marketing, financial and business plan.

#2 [\$39] Jun 27 **MARKETING PLAN AND SALES STRATEGY****

Your marketing and sales plan is the backbone of your business. Learn how to select the proper service or products: how to arrive at the correct pricing; how to promote and advertise your business. Our workbook session will help you actually create your marketing plan at this session.

#3 [\$39] Jul 11 **FINANCIALS AND CASH MANAGEMENT****

Financial Statements are the "report card" for your business. You will learn what they mean and how to use them. The ability to interpret the data and understand their meaning is imperative to making your endeavor a success. This workshop will help classify your data correctly, and then how to use the financial information to understand, maintain or grow your business.

#4 [\$39] Jul 25 **BUILDING A BETTER BUSINESS PLAN – A HOW-TO APPROACH****

You don't know where you are going or how to get there unless you have a road map. A business plan forces you to think out all the facets of your business. It gives you the tools to evaluate how you are doing and is a must to acquire financing. Learn how to set up your business goals, analyze your market, and forecast your earnings. During this session you will actually start or update your existing business plan.

#5 [\$39] Aug 8 **GROWING, MANAGING, AND OPERATING YOUR BUSINESS****

Business management and administration is another of those skills that spells the difference between successful business and just a job. Learn how to monitor and control your operation and grow and expand your business. We will cover building your team, how to expand your customer base, working with suppliers, contingency planning, basic insurance coverage and more.

BONUS [\$49] Aug 22 **INTERNET MARKETING****

This workshop was developed for both entrepreneurs who already have a website or are just getting started. Learn the basics of Search Engine Optimization, how to enhance your website's ranking. We will start with the basics, and learn keyword strategy, analyze site architecture, how to use web analytics to monitor your success, how to optimize links, domains, hosting and other key elements for successful website marketing.

** Pre-registration Fees: *Workshops #1-5: \$39 each; Bonus Workshop only: \$49; Complete series #1-5: \$159 (regularly \$195); Complete series #1-5 & BONUS: \$183 (regularly \$244).* Registration at-the-door: Add \$5 to pre-registration fees. Cash, check & major credit cards accepted for payment. Certificate provided for complete series. Free business counseling. Seating is limited. To register or get more information: **805-204-6022, info@scoreventura.org or <http://www.scoreventura.org/>**. SCORE[®] is a resource partner of the U.S. Small Business Administration (SBA).

U.S. Small Business Administration

