



Small Business Development Center Central Oregon Community College

Small Business Management Program

Increase profitability and reach goals with improved business management

Apply NOW to become one of the limited number of businesses selected for the upcoming 2019 Small Business Management Program.

SBM is designed for growing businesses looking for long-term, hands-on business assistance. Take advantage of a comprehensive selection of practical seminar topics and one-on-one business advising customized to your needs.

- ✓ Receive monthly advising for your business
- ✓ Obtain a financial analysis of your business
- ✓ Analyze your records for better management
- ✓ Develop a plan for sound growth or expansion
- ✓ Understand your market and marketing plan
- ✓ Plan for greater profit
- ✓ Stay sharp with monthly classes
- ✓ Discuss issues with a group of your peers



Jim Wilcox, SBM Instructor

Unbeatable value! All this for only \$999 per person per year (a value of over \$3000)
Additional people from the same company may participate for only \$199 each.

Call today to request an application. Minimum requirements for the Small Business Management program are that you have been in business for one year, have the equivalent of one full-time employee beyond the owner and can commit to working on improving your business. Also, participants need to be able to produce monthly financial statements (bookkeeping/accounting software). *Optional 'Year II' program available for those who want to continue on!*

Afternoon classes start February 2019 and run once a month until December 2019 (no classes or counseling during July & August).

**For more information
call COCC at 541-383-7290**

fax: 541-383-7503 email: sbdc@cocc.edu

*Physical address: 1027 NW Trenton, Bend OR 97703
Mailing address: 2600 NW College Way, Bend, OR 97703*



Funded in part through a Cooperative Agreement with the U.S. Small Business Administration.

In advance of College events, persons needing accommodation or transportation because of a physical or mobility disability, contact Joe Viola: 541.383.7775. For accommodation because of other disability such as hearing impairment, contact Disability Services at 541.383.7583.

Small Business Management Program

Class titles for 2019

Classes start in February 2019 and run once a month until December (with a summer break; no classes or advising during July and August).
Classes take place on the second Wednesday of each month, in the afternoon from 2:00pm–5:00pm, at the COCC Chandler Lab* building.

February 13

March 13

April 10

May 8

June 12

September 11

October 9

November 13

December 11

Class topics will include:

The Entrepreneurial Myth
Planning for Success and Your Business Plan
Understanding Financial Statements and Your Accounting System
Financial Statements, Cash Flow and Ratio Analysis
Marketing for Success: Your Marketing Plan
Creating Value: Your Value Proposition
Guerilla Marketing
Developing Cash Flow Projections and Budgets
Relationship Marketing and Best Business Practices

(Class topics, location and instructor may be subject to change)

****COCC's Chandler Lab building is located at 1027 NW Trenton Avenue in Bend***

