

October Training Seminars
Small Business Development Section

WHICH FINANCING OPTION BEST SUITS YOUR BUSINESS?

October 21, 2009 10:00 A.M. to Noon

For a business to stay competitive in today's market, one must have a blend of equity capital and access to financing. Topics will include traditional and non-traditional funding such as factoring, purchase order funding, contract-based funding and vendor assurance programs. The American Funding Solutions is co-sponsoring this event. This seminar will be at the City of Kansas City MO. –Health Department, 2400 Troost Ave., Multipurpose Room.

Section 3 Workshop

October 21. 10-11 A.M.

Section 3 is the legal basis for providing jobs for residents and awarding contracts to businesses in areas receiving certain Housing and Urban Development financial assistance. Explore how a business concern may qualify for certification and contract opportunities that could benefit your business. This session will be held at the Historic Lincoln Building, Suite 200, 1601 E. 18th Kansas City, MO

WHY WEB SITES DON'T WORK: ZERO CALLS TO DOZENS

October 22, 10-11:30 A.M.

Is your Web site not generating the traffic you had hoped? You never get a second chance to make a first impression. Learn essential tricks of the trade to ensure your Web site has a more positive impact for your business. Alan Boyer from The Leader's Perspective LLC will facilitate this session. This session will be held at the Historic Lincoln Building, Suite 121, 1601 E. 18th Suite 200, Kansas City, MO.

UNDERSTANDING FINANCIAL STATEMENTS

October 28, 10-11:30 A.M.

This seminar will focus on analyzing and interpreting financial information for the purpose of Internal planning and making key decisions for your business Marquita Miller, Five Star Tax and Business Solutions will facilitate this event. This seminar will be held at the City of Kansas City MO. –Health Department, 2400 Troost Ave., Multipurpose Room.

HOW TO CULTIVATE COMPETITIVE ADVANTAGE IN YOUR SALES

October 29, 10 A.M. to Noon

Learn how to leverage the positioning of all your deliverables, not just your products and services, to create a compelling competitive advantage. This session will be held at the Historic Lincoln Building, Suite 121, 1601 E. 18th, Kansas City, MO.

HOW TO DO BUSINESS WITH THE CITY OF KANSAS CITY, MO.

October 28 10-11 A.M.

Learn how to solicit business from the City and/or its contractors. This session will explore the ins and outs of the City's procurement system.

This session will be held at the Historic Lincoln Building, Suite 121, 1601 E. 18th, Kansas City, MO.