

Lake Sumter
COMMUNITY COLLEGE
Business Resources Center
Entrepreneurial Institute

“Fall” 2011

Leesburg Schedule

Wednesdays, Oct. 5th – December 7th, 2011

LSCC – Business Resources Center

9501 U.S. Hwy. 441, Leesburg, FL 34788

Graduation - December 14th

Week 1 – Oct. 5th (Wednesday) 6:00 - 9:00 p.m.

Welcome Russ Sloan, Director, Business Resources Center
Starting a Business: A Process Overview Rick Dodge, E5 Group
Legal Structures Bob Bone, Attorney

Week 2 – Oct. 12th (Wednesday) 6:00 – 9:00 p.m.

“30 Second” Commercial & How to Network. Les Singleton, Pre Paid Legal Services, Inc

Week 3 – Oct. 19th (Wednesday) 6:00 – 9:00 p.m.

Business Plan Development Leo Blatz, SCORE
Buying a Business Gayle Teerman, SCORE
Managing Credit Gayle Teerman, SCORE

Week 4 – Oct. 26th (Wednesday) 6:00 – 9:00 p.m.

Selling Ron Hanna & Ken Wilson, SCORE

Week 5 – Nov. 2nd (Wednesday) 6:00 – 9:00 p.m.

Marketing for a Small Business Greg Jenkins, This Handyman Can, Inc.
Marketing Dan Laemont, SCORE

Week 6 – Nov. 9th (Wednesday) 6:00 – 9:00 p.m.

Hiring Katie Moberg, Spherion Staffing Services
Leesburg Chamber. Jan Zacharchuk, Ex. Dir., Leesburg COC
Business Insurance Steve Stiffler, Stiffler Insurance
SCORE Chapter Services Paul Smith, SCORE

Week 7 – Nov. 16th (Wednesday) 6:00 – 9:00 p.m.

Web Marketing TBA
How to be Bankable TBA

Week 8 – Nov. 22nd * (Tuesday) 6:00 – 9:00 p.m.

Franchising/Credit & Collections Bob Anderson, SCORE

Week 9 – Nov. 30th (Wednesday) 6:00 – 9:00 p.m.

Small Business Accounting/Budget/Pricing Mike Hajek, Hajek and Hajek, C.P.A.

Week 10 – Dec. 7th (Wednesday) 6:00 – 9:00 p.m.

Credit Card Usage Jolie Pavent, Optimum Payments

Week 11 – Dec. 14th (Wednesday) “Graduation” - 6:00 p.m. . . TBA