

OPPORTUNITY OF LEARNING	DATE	TIME	LOCATION	COST (If Any)	REGISTER (If Any)	PARTNER/ PROVIDER	CONTACT
Personal 1:1 Pre-Business Counseling Sessions	1 st & 3 rd Monday Mornings or call for an appointment	<u>Available:</u> 9:00 am to 12:00 pm	NDC Office DMACC East Door Upper Level	No Charge	Call: 641.787.8210	SCORE	Dean Ward
Personal 1:1 New/Existing Business Counseling Sessions	By Appointment Only	Appointment Only	NDC Office DMACC East Door Upper Level	TBD	Call: 641.787.8210	FocusFirst, Inc.™ Lori Day	Lori Day
Fast Trac – Growth Venture™	Sept. 21 st – Nov. 9 th	5:15 – 8:30pm (Tuesday Evenings)	NDC Office DMACC East Door Upper Level	\$179.00 (Includes Book Fee)	Call: 800.362.2127 or 641.791.3622	DMACC Course #15569	Julie Bundy Lori Day
USDA Program Presentation <i>Assisting Small Businesses with grants and loans!</i>	October 19 th	8:00am – 9:00am	NDC Office DMACC East Door Upper Level	No Charge	Call: 641.787.8210 641.787.8209	Newton Development Corporation	Jenny Michael Frank Liebl
Small Business Workshop <i>(Looking to Start Your Own Business? Choose a date/time to attend!)</i>	Sept. 14 th & 16 th Dec. 7 th & 9 th	5:45pm – 9:00pm	NDC Office DMACC East Door Upper Level	No Charge	Call: 641-787-8210	SCORE	Dean Ward
NDC Hosts: “Salute To Business & Industry Luncheon”	October 7 th	11:30am – 1:00pm	DMACC Conference Center	Details to follow	Call: 641.787.8210 641.787.8209	Newton Development Corporation	Jenny Michael Frank Liebl

Above offerings provided at the Newton DMACC Campus, 600 N. 2nd Ave. W., Newton, Iowa – Use East Entrances Only. Class Descriptions on back.

DMACC Courses --- Fall 2010 Courses offered by DMACC Ankeny Campus – Courses assisting Small Business Owners & Entrepreneurs

- **Quickbooks – Basics & Advanced** Classes are offered at the Ankeny Campus. Go to <http://www.dmacc.edu/conteddesc/quickbooks.asp> for more information.
- **DMACC offers on-line classes** so you can learn what you're interested in from the comfort of your home, 24/7. Many of these classes may help you develop and grow your business. Check out the link for more information. <http://go.dmacc.edu/ceonline/Pages/welcome.aspx>

OPPORTUNITY OF LEARNING	Class/Seminar Descriptions
Personal 1:1 Pre-Business Counseling Sessions	These 1:1 pre-business counseling sessions are offered by the Service Corps of Retired Executives (SCORE), counselors to America's small businesses. These sessions are for individuals interested in starting a business as the counselor will cover business plans, cash flow projections and other information necessary when starting a small business. SCORE is a nonprofit association dedicated to entrepreneur education and the formation, growth and success of small businesses.
Personal 1:1 New/Existing Business Counseling Sessions	Lori Day is a professional business counselor that is available, by appointment only, to aspiring entrepreneurs and existing business owners that are seeking <u>extended</u> business counseling. Entrepreneurs should attend the Pre-Business Workshop if possible and complete a business plan prior to seeking extended counseling. Great professional services, call for an appointment!
Fast Trac Growth ----- <i>(For Fast Trac New Venture graduates or Existing Business Owners)</i>	Program designed for a business that's been established for at least 2-3 years or for entrepreneurs who have taken the Fast Trac New Venture course. You will be challenged to think critically about your business, practice decision-making skills, and ensure all aspects of your business are aligned for long-term sustainability and growth. Primary objectives are to enable you to effectively evaluate and improve your overall business strategy, to maintain competitive edge in marketplace and develop your readiness for growth and profitability potential.
USDA Programs ----- <i>Grants & Loans</i>	FREE, informal presentation from our area USDA expert, Jeff Kuntz. Jeff will talk about programs including grants, guaranteed loans, and combination grant/guaranteed loans to help rural small businesses (private entities including sole proprietorship, partnership, corporation and qualified cooperatives).
Small Business Workshop ----- <i>(Start Your Own Business?)</i>	SCORE provides opportunities to those interested in starting their own business or growing their existing business. Attendees have the opportunity to listen to various speakers, business owners & experts as they discuss some of the following topics: Creating a business and marketing plan; federal/state taxes, insurance, legal, cash flow projections and various financial statements.
NDC Hosts: "Salute To Business & Industry Luncheon"	4th Annual "Salute To Business & Industry Luncheon" sponsored by the Newton Development Corporation to honor and thank the businesses within our community for the many jobs they provide and investments they make in our community. During the lunch, NDC honors 3 local businesses in the categories of "New Business", "Existing Business", and Jim Tyler Entrepreneurial Award."

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