



APRIL

MANAGEMENT TRAINING CALENDAR

Santa Ana District Office, 200 W. Santa Ana Blvd., Suite 700, Santa Ana, CA 92701 (714) 550-7420

SBA District Website: www.sba.gov/ca/santa

Serving Orange, Riverside, and San Bernardino Counties

<u>DATE/TIME</u>	<u>SUBJECT</u>	<u>FEE</u>	<u>LOCATION</u>	<u>CONTACT NUMBER</u>
April 1, 2009 Wednesday 9 am to 11 am Pre-registration REQUIRED	Filing Your Sales and Use Tax Returns Using eFile – <i>Cosponsored by the Board of Equalization and the University of Redlands</i>	FREE	Coachella Valley SBDC 500 South Palm Canyon Dr., Ste. 222 Palm Springs, CA 92236	Coachella Valley SBDC 760-864-1311 or www.iesmallbusiness.com
April 1, 2009 Wednesday 9 am to 11 am Pre-registration REQUIRED	Managing the Four Generations Found in Today's Workplace – <i>Cosponsored by the County of San Bernardino, Fredericks Benefits, PCS Consultants, and Logue & Associates</i>	FREE	Inland Empire SBDC 1201 Research Park Drive, Ste. 100 Riverside, CA 92507	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com
April 1, 2009 Wednesday 5:30 pm to 8:30 pm Pre-registration Recommended	Business Marketing Part Two <i>Presented by the Coachella Valley WBC</i>	\$25 per session if pre-register online by 03/31, \$30 at the door	Coachella Valley Economic Partnership 73-710 Fred Waring Drive, Suite 106 Palm Desert, CA 92260	Coachella Valley WBC Kim Scanlan 760-898-1510 kscanlan@csusb.edu or www.cvwbc.org

<u>DATE/TIME</u>	<u>SUBJECT</u>	<u>FEE</u>	<u>LOCATION</u>	<u>CONTACT NUMBER</u>
April 2, 2009 Thursday 9 am to 11 am Pre-registration REQUIRED	How to Start Your Small Business – <i>Cosponsored by the City of Rancho Cucamonga</i>	FREE	Rancho Cucamonga Chamber of Commerce 7945 Vineyard Avenue, Suite D-5 Rancho Cucamonga, CA 91730	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com
April 2, 2009 Thursday 9 am to 11 am Pre-registration REQUIRED	Safeguarding Your Business	\$20	Inland Empire SBDC 1201 Research Park Drive, Ste. 100 Riverside, CA 92507	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com
April 2, 2009 Thursday 6 pm to 8 pm Pre-registration REQUIRED	“Financing Options for Your Business”	FREE	CHARO-Riverside SBA WBC 1825 Chicago Avenue, Ste. 130 Riverside, CA. 92507	CHARO-Riverside SBA WBC 951-320-7002 Tempriv@charocorp.com
April 4, 2009 Saturday 9 am to 12 Noon Pre-registration Recommended	ABC’s of Starting Your Own Business – <i>Presented by the Coachella Valley WBC</i>	\$15 if pre-register online by 04/03 \$20 at the door	Coachella Valley Economic Partnership 73-710 Fred Waring Drive, Suite 106 Palm Desert, CA 92260	Coachella Valley WBC Kim Scanlan 760-898-1510 kscanlan@csusb.edu or www.cvwbc.org
April 4, 2009 Saturday 9 am to 12 Noon Pre-registration Recommended	ABC’s of Starting Your Own Business	\$15 if pre-register online by 04/03 \$20 at the door	I.E.C.E. Business Resource Center 202 East Airport Drive, Suite 155 San Bernardino, CA 92408	Inland Empire Women’s Business Center Carla Ulloa 909-890-1242 or culloa@iewbc.org or www.iewbc.org
April 6, 2009 Monday 9 am to 11 am Pre-registration Recommended	Careers in Franchise Ownership-A Roadmap to Success	\$15 if pre-register online by 04/05 \$20 at the door	I.E.C.E. Business Resource Center 202 East Airport Drive, Suite 155 San Bernardino, CA 92408	Inland Empire Women’s Business Center Carla Ulloa 909-890-1242 or culloa@iewbc.org or www.iewbc.org

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April 7, 2009 Tuesday 9 am to 12 Noon Pre-registration Recommended	How to Get and Keep More Customers	\$30 if pre-register online by 04/06 \$40 at the door	National University 3390 Harbor Blvd. Costa Mesa, 92626	Orange County SCORE 714-550-7369 or www.score114.org or workshops@score114.org
April 7, 2009 Tuesday and April 9, 2009 Thursday 4 pm to 7 pm Pre-registration REQUIRED	Advanced E-commerce Training	\$99	Inland Empire SBDC 1201 Research Park Drive, Ste. 100 Riverside, CA 92507	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com
April 7, 2009 Tuesday 5:30 pm to 8:30 pm Pre-registration Recommended	Writing a Business Plan Series Part Five – Presented by the Coachella Valley WBC	\$25 per session if pre-register online by 04/06, \$30 at the door	Coachella Valley Economic Partnership 73-710 Fred Waring Drive, Suite 106 Palm Desert, CA 92260	Coachella Valley WBC Kim Scanlan 760-898-1510 kscanlan@csusb.edu or www.cvwbc.org
April 7, 2009 Tuesday 6 pm to 8 pm Pre-registration REQUIRED	“I Want to Be My Own Boss, What Now?”	FREE	CHARO-Riverside SBA WBC 1825 Chicago Avenue, Ste. 130 Riverside, CA. 92507	CHARO-Riverside SBA WBC 951-320-7002 Tempriv@charocorp.com
April 7, April 21, 2009 Tuesdays and May 5, May 19, 2009 Tuesdays 6 pm to 9 pm Pre-registration Recommended	Maximum Impact! Four Part Business Plan Module (1B)	\$80 for series	I.E.C.E. Business Resource Center 202 East Airport Drive, Suite 155 San Bernardino, CA 92408	Inland Empire Women’s Business Center Carla Ulloa 909-890-1242 or culloa@iewbc.org or www.iewbc.org

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April 8, 2009 Wednesday 9 am to 11 am Pre-registration REQUIRED	Avoiding the Perils of Employee Benefit Plans – <i>Cosponsored by Fredericks Benefits</i>	FREE	Inland Empire SBDC 1201 Research Park Drive, Ste. 100 Riverside, CA 92507	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com
April 8, 2009 Wednesday 6 pm to 8 pm Pre-registration Recommended	ABC's of Starting Your Own Business	FREE	Corona Public Library Community Room 650 S. Main Street Corona, CA 92882	Inland Empire Women's Business Center Carla Ulloa 909-890-1242 or culloa@iewbc.org or www.iewbc.org
April 8, 2009 Wednesday 6 pm to 9 pm Pre-registration REQUIRED	Controlling Cash Flow – For Childcare Operators – <i>Sponsored by First 5 Riverside</i>	FREE	Coachella Valley SBDC 500 South Palm Canyon Dr., Ste. 222 Palm Springs, CA 92236	Coachella Valley SBDC 760-864-1311 or www.iesmallbusiness.com
April 8, 2009 Wednesday 6 pm to 9 pm Pre-registration REQUIRED	Controlling Cash Flow – For Childcare Operators – <i>Sponsored by First 5 Riverside</i>	FREE	Inland Empire SBDC 1201 Research Park Drive, Ste. 100 Riverside, CA 92507	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com
April 8, 2009 Wednesday 6 pm to 9 pm Pre-registration REQUIRED	Controlling Cash Flow – For Childcare Operators – <i>Sponsored by First 5 Riverside</i>	FREE	Murrieta Chamber of Commerce 41870 Kalmia Avenue, Suite 135 Murrieta, CA 92562	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com
April 9, 2009 Thursday 9 am to 11 am Pre-registration REQUIRED	CPR / First Aid Training for the Workplace – <i>the County of San Bernardino, Fredericks Benefits, PCS Consultants, and Logue & Associates</i>	\$40	San Bernardino County West End Business Resource Center 9650 Ninth Street, Room 2 Rancho Cucamonga, CA 91730	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com

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April 9, 2009 Thursday 9 am to 12 Noon Pre-registration REQUIRED	The Science of Buying a Franchise	FREE	Inland Empire SBDC 1201 Research Park Drive, Ste. 100 Riverside, CA 92507	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com
9 abril 2009 Jueves 6 pm to 8 pm Pre-registracion es REQUERIDA	“ ABC’s de Cómo Financiar Su Proprio Negocio”	GRATIS!	CHARO-Riverside SBA WBC 1825 Chicago Avenue, Ste. 130 Riverside, CA. 92507	CHARO-Riverside SBA WBC 951-320-7002 Tempriv@charocorp.com
April 11, 2009 Saturday 8:30 to 4 pm Pre-registration Recommended	Be Your Own Boss <i>A full day workshop</i>	\$40 if you pre-register online by 04/10 \$50 at the door	National University 3390 Harbor Blvd. Costa Mesa, 92626	Orange County SCORE 714-550-7369 or www.score114.org or workshops@score114.org
April 13, 2009 Monday 6 pm to 8 pm Pre-registration Recommended	Obtain more Customers Through Online Social Networks	\$20 if pre-register online by 04/12 \$25 at the door	I.E.C.E. Business Resource Center 202 East Airport Drive, Suite 155 San Bernardino, CA 92408	Inland Empire Women’s Business Center Carla Ulloa 909-890-1242 or culloa@iewbc.org or www.iewbc.org
April 14, 2009 Tuesday 9 am to 12 Noon Pre-registration Recommended	Develop a Winning Business Plan	\$30 if pre-register online by 04/13 \$40 at the door	National University 3390 Harbor Blvd. Costa Mesa, 92626	Orange County SCORE 714-550-7369 or www.score114.org or workshops@score114.org
April 14, 2009 Tuesday 9 am to 12 Noon Pre-registration REQUIRED	Understanding Your Financial Statements	\$30	Inland Empire SBDC 1201 Research Park Drive, Ste. 100 Riverside, CA 92507	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com

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14 abril 2009 Martes 6 pm to 8 pm Pre-registracion es REQUERIDA	"ABC's De Como Empezar Su Propio Negocio"	GRATIS!	CHARO-Riverside SBA WBC 1825 Chicago Avenue, Ste. 130 Riverside, CA. 92507	CHARO-Riverside SBA WBC 951-320-7002 Tempriv@charocorp.com
April 14, 2009 Tuesday 6 pm to 8 pm Pre-registration Recommended	Business Plan Review	FREE	I.E.C.E. Business Resource Center 202 East Airport Drive, Suite 155 San Bernardino, CA 92408	Inland Empire Women's Business Center Carla Ulloa 909-890-1242 or culloa@iewbc.org or www.iewbc.org
April 14, 2009 Tuesday 6 pm to 8 pm Pre-registration REQUIRED	How to Start Your Small Business – Cosponsored by the Murrieta Library	FREE	Murrieta Public Library 24700 Adams Avenue Murrieta, CA 92562	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com
April 14, 2009 Tuesday 6:30 pm to 9 pm Pre-registration Recommended	How to Get and Keep More Customers – <i>Presented by the Orange County SCORE</i>	FREE	Heritage Park Regional Branch Orange County Library 14361 Yale Avenue Irvine, CA 92604	Orange County SCORE 714-550-7369 or www.score114.org or workshops@score114.org
April 15, 2009 Wednesday 9 am to 12 Noon Pre-registration REQUIRED	Controlling Cash Flow – <i>Cosponsored by the City of Moreno Valley</i>	FREE	Moreno Valley Conference Center 14075 Frederick Street Alessandro Room A Moreno Valley, CA 92552	Inland Empire SBDC 951-781-2345 or www.iesmalibusiness.com
April 15, 2009 Wednesday 5:30 pm to 8:30 pm Pre-registration Recommended	Business Marketing Series Part Three – <i>Presented by the Coachella Valley WBC</i>	\$25 per session if pre-register online by 04/14, \$30 at the door	Coachella Valley Economic Partnership 73-710 Fred Waring Drive, Suite 106 Palm Desert, CA 92260	Coachella Valley WBC Kim Scanlan 760-898-1510 kscanlan@csusb.edu or www.cvwbc.org

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April 15, 2009 Wednesday 6 pm to 8:30 pm Pre-registration Recommended	Essential Steps to Starting a Successful Business	\$20	Rancho Santiago Community College District Office 2323 North Broadway, Room 107 Santa Ana, CA 92706	Orange County SBDC 714-564-5200 or oc_sbdc@rscsd.org www.ocsbdc.com
April 15, 2009 Wednesday 6 pm to 9 pm Pre-registration Recommended	Preparing to Sell Your Business <i>Presented by the Orange County SCORE</i>	FREE	Fullerton Public Library Osborne Auditorium 353 West Commonwealth Avenue Fullerton, CA 92832	Orange County SCORE 714-550-7369 or www.score114.org or workshops@score114.org
April 16, 2009 Thursday 9 am to 11 am Pre-registration REQUIRED	How to Start Your Small Business – <i>Cosponsored by the City of Murrieta</i>	FREE	Murrieta Chamber of Commerce 41870 Kalmia Avenue, Suite 135 Murrieta, CA 92562	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com
April 16, 2009 Thursday 9 am to 12 Noon Pre-registration REQUIRED	Loans to Expand Your Business <i>Cosponsored by the City of Rancho Cucamonga</i>	FREE	Rancho Cucamonga Chamber of Commerce 7945 Vineyard Avenue, Suite D-5 Rancho Cucamonga, CA 91730	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com
16 abril 2009 Jueves 6 pm to 8 pm Pre-registration Recommended	“ABC’s De Como Empezar Su Propio Negocio”	GRATIS!	Corona Public Library Community Room 650 S. Main Street Corona, CA 92882	Inland Empire Women’s Business Center Carla Ulloa 909-890-1242 or culloa@iewbc.org or www.iewbc.org
April 17, 2009 Friday 1 pm to 4 pm Pre-registration Recommended	Develop a Winning Business Plan – <i>Presented by the Orange County SCORE</i>	\$30 if pre-register online by 04/06 \$40 a the door	Chapman University Beckman Hall, 1 st Floor 1 University Drive Orange, CA 92866	Orange County SCORE 714-550-7369 or www.score114.org or workshops@score114.org

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April 20, 2009 Monday 9 am to 4 pm and April 21, 2009 Tuesday 9 am to 12 Noon Pre-registration REQUIRED	Successful Strategies for Winning Government Contracts <i>Cosponsored by the California Construction Contracting Program</i>	FREE	Inland Empire SBDC 1201 Research Park Drive, Ste. 100 Riverside, CA 92507	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com
April 21, 2009 Tuesday 9 am to 11 am Pre-registration REQUIRED	How to Start Your Small Business – Cosponsored by the City of Chino	FREE	Chino Business Resource Center 13160 Seventh Street Chino, CA 91710	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com
April 21, 2009 Tuesday 9 am to 12 Noon Pre-registration Recommended	Buy / Sell & Valuation of a Business	\$30 if pre-register online by 04/20, \$40 at the door	National University 3390 Harbor Blvd. Costa Mesa, 92626	Orange County SCORE 714-550-7369 or www.score114.org or workshops@score114.org
April 21, 2009 Tuesday 6 pm to 8:30 pm Pre-registration Recommended	Expanding Your Small Business Into Global Business – <i>Cosponsored by the Center for International Trade Development (CITD)</i>	\$25	Rancho Santiago Community College District Office 2323 North Broadway, Room 107 Santa Ana, CA 92706	Orange County SBDC 714-564-5200 or oc_sbdc@rscdd.org www.ocsbdc.com
April 21, 2009 Tuesday 6 pm to 9 pm Pre-registration Recommended	Develop a Winning Business Plan – Presented by the Orange County SCORE	FREE	Orange County Public Library Westminster Branch Community Room 8180 13 th Street Westminster, CA 92683	Orange County SCORE 714-550-7369 or www.score114.org or workshops@score114.org

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April 21, 2009 Tuesday 6 pm to 9 pm Pre-registration REQUIRED	Marketing Your Childcare Services – <i>Cosponsored by First 5 Riverside</i>	FREE	Inland Empire SBDC 1201 Research Park Drive, Ste. 100 Riverside, CA 92507	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com
April 22, 2009 Wednesday 6 pm to 8:30 pm Pre-registration Recommended	Effective Marketing Strategies to Grow Your Business - <i>Presented by the OCSBDC and Nine Dot Marketing CEO Mitch Siegel</i>	\$25	Rancho Santiago Community College District Office 2323 North Broadway, Room 107 Santa Ana, CA 92706	Orange County SBDC 714-564-5200 or oc_sbdc@rscsd.org www.ocsbdc.com
April 22, 2009 Wednesday 6 pm to 9 pm Pre-registration Recommended	Introduction to Internet Marketing – <i>Presented by the Orange County SCORE</i>	FREE	Orange County Public Library Los Alamitos-Rossmoor Branch 12700 Montecito Road Seal Beach, CA 90740	Orange County SCORE 714-550-7369 or www.score114.org or workshops@score114.org
April 22, 2009 Wednesday 6 pm to 9 pm Pre-registration REQUIRED	Marketing Your Childcare Services – <i>Cosponsored by First 5 Riverside</i>	FREE	Coachella Valley SBDC 500 South Palm Canyon Dr., Ste. 222 Palm Springs, CA 92236	Coachella Valley SBDC 760-864-1311 or www.iesmallbusiness.com
April 22, 2009 Wednesday 6 pm to 9 pm Pre-registration REQUIRED	Marketing Your Childcare Services – <i>Cosponsored by First 5 Riverside</i>	FREE	Murrieta Chamber of Commerce 41870 Kalmia Avenue, Suite 135 Murrieta, CA 92562	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com
April 23, 2009 Thursday 9 am to 11 am Pre-registration REQUIRED	California Salary and Wage Issues – <i>Cosponsored by the County of San Bernardino, Fredericks Benefits, PCS Consultants, and Logue & Associates</i>	\$30	San Bernardino County West End Business Resource Center 9650 Ninth Street, Room 2 Rancho Cucamonga, CA 91730	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com

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April 23, 2009 and April 30, 2009 Thursdays 5:30 pm to 8:30 pm Pre-registration Recommended	Business Accounting Part One Business Accounting Part Two <i>Presented by the Coachella Valley WBC</i>	\$25 per session if pre-register online by 04/22, \$30 at the door *\$100 for entire series if pre-register online by 04/22	Coachella Valley Economic Partnership 73-710 Fred Waring Drive, Suite 106 Palm Desert, CA 92260	Coachella Valley WBC Kim Scanlan 760-898-1510 kscanlan@csusb.edu or www.cvwbc.org
April 23, 2009 Thursday 6 pm to 9 pm Pre-registration REQUIRED	Develop Your Plan for Success <i>Cosponsored by the County of San Bernardino</i>	\$30	High Desert Business Resource Center 15555 Main Street, Suite G-4 Hesperia, CA 92346	High Desert SBDC 760-951-1592 www.iesmallbusiness.com
April 24, 2009 Friday 9 am to 11 am Pre-registration REQUIRED	"April Networking Breakfast"	\$10	TBD	CHARO-Riverside SBA WBC 951-320-7002 Tempriv@charocorp.com
April 25, 2009 Saturday 10 am to 4 pm Pre-registration REQUIRED	Business Boot Camp: From Concept to Concrete	\$30 if pre-register by Noon on 4/23 \$40 there after	Inland Empire SBDC 1201 Research Park Drive, Ste. 100 Riverside, CA 92507	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com
April 27, 2009 Monday Pre-registration Recommended	How to Negotiate a Lease	\$15 if pre-register online by 04/26 \$20 at the door	I.E.C.E. Business Resource Center 202 East Airport Drive, Suite 155 San Bernardino, CA 92408	Inland Empire Women's Business Center Carla Ulloa 909-890-1242 or culloa@iewbc.org or www.iewbc.org
April 28, 2009 Tuesday 9 am to 11:30 am Pre-registration REQUIRED	Incorporating Your Business	FREE	High Desert SBDC 15490 Civic Drive, Suite 102 Victorville, CA 92392	High Desert SBDC 760-951-1592 www.iesmallbusiness.com

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April 28, 2009 Tuesday 9 am to 12 Noon Pre-registration Recommended	Start Up Capital & Financing	\$30 if pre-register online by 04/27 \$40 at the door	National University 3390 Harbor Blvd. Costa Mesa, 92626	Orange County SCORE 714-550-7369 or www.score114.org or workshops@score114.org
April 28, 2009 Tuesday 6 pm to 9 pm Pre-registration Recommended	Consulting as a Successful Business – <i>Presented by the Orange County SCORE</i>	\$30 if pre-register online by 04/27 \$40 at the door	City of Mission Viejo Saddleback Room 200 Civic Center Mission Viejo, CA 92691	Orange County SCORE 714-550-7369 or www.score114.org or workshops@score114.org
April 29, 2009 Wednesday 9 am to 11 am Pre-registration REQUIRED	How to Start Your Small Business	FREE	Coachella Valley SBDC 500 South Palm Canyon Dr., Ste. 222 Palm Springs, CA 92236	Coachella Valley SBDC 760-864-1311 or www.iesmallbusiness.com
April 29, 2009 Wednesday 9 am to 11 am Pre-registration REQUIRED	How to Start Your Small Business	FREE	Moreno Valley Conference Center 14075 Frederick Street Alessandro Room A Moreno Valley, CA 92552	Inland Empire SBDC 951-781-2345 or www.iesmallbusiness.com
April 29, 2009 Wednesday 5:30 pm to 8:30 pm Pre-registration Recommended	Business Marketing Series Part Four – <i>Presented by the Coachella Valley WBC</i>	\$25 per session if pre-register online by 04/28, \$30 at the door	Coachella Valley Economic Partnership 73-710 Fred Waring Drive, Suite 106 Palm Desert, CA 92260	Coachella Valley WBC Kim Scanlan 760-898-1510 kscanlan@csusb.edu or www.cvwbc.org
April 29, 2009 Wednesday 6 pm to 8:30 pm Pre-registration Recommended	Increasing Your Website's Marketing and Profit Performance	\$25	Rancho Santiago Community College District Office 2323 North Broadway, Room 107 Santa Ana, CA 92706	Orange County SBDC 714-564-5200 or oc_sbdc@rscdd.org www.ocsbdc.com

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April 30, 2009 Thursday 5:30 pm to 8:30 pm Pre-registration Recommended	Business Accounting Part Two <i>Presented by the Coachella Valley WBC</i>	\$25 per session if pre-register online by 04/29, \$30 at the door	Coachella Valley Economic Partnership 73-710 Fred Waring Drive, Suite 106 Palm Desert, CA 92260	Coachella Valley WBC Kim Scanlan 760-898-1510 kscanlan@csusb.edu or www.cvwbc.org

UPCOMING EVENTS

May 8, 2009 Friday 7:30 am to 10:30 am Pre-registration Recommended	The Women In Business Breakfast Series – <i>Presented by Orange County SCORE & featuring Nadar Nemati, OCSCORE Counselor -- Internationally recognized Technology and Business Expert- Internet & Digital Marketing – “10 Steps to Accelerate and Align Internet Marketing with Your Business Strategy”</i>	\$30 advanced registration \$35 at the door (<i>exhibit table reservations add \$35</i>)	The Center Club – Costa Mesa 650 Town Center Drive Costa Mesa, CA 92626	SCORE 714-550-7369 or www.score114.org
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OTHER EVENTS

April 2, 2009 Thursday 7:30 am to 10 am Pre-registration Recommended	Orange County Workshop: Successful Off-Shoring Strategies – <i>Breakfast and Workshop</i>	\$35 if pre-register online by 04/01 \$45 at the door	Manatt, Phelps & Phillips, LLP 695 Town Center Drive Costa Mesa, CA 92626	Tech Coast Venture Network Tanya Zabalegui 949-824-3425 tanyaz@uci.edu or www.tcvn.com
April 2, 2009 Thursday 9 am to 12 Noon Pre-registration Recommended	Introduction to Lean Manufacturing Workshop	FREE	RCCD's Corporate Connection Classroom #3 14745 Riverside Drive Riverside, CA 92518	Riverside Community College Procurement Assistance Center 951-571-6459 or linda.martinez@rcc.edu

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April 2, 2009 Thursday 11:30 am to 1:30 pm Pre-registration Recommended	Concordia University's 6th Annual Faith & Business Forum	\$55 per person <i>Includes lunch & parking</i>	Irvine Hyatt Regency 17900 Jamboree Road Irvine, CA 92614	Concordia University 800-229-1200 ext. 1808 or Register online at www.centerforfaithandbusiness.com RSVP by Friday, March 27, 2009
April 8, 2009 Wednesday 9 am to 12:30 pm Pre-registration Recommended	Employee or Independent Contractor – <i>Presented by the Employment Development Department (EDD)</i>	FREE	Riverside County ED Workforce Development Center 44199 Monroe Street, Room 416 Indio, CA 92201	Employment Development Department (EDD) – Reservation Desk 866-873-6082 or Reserve your space online – www.edd.ca.gov
April 14, 2009 Tuesday 9 am to 12:30 pm Pre-registration Recommended	Employee or Independent Contractor – <i>Presented by the Employment Development Department (EDD)</i>	FREE	San Bernardino County West End Business Resource Center 9650 Ninth Street, Suite A, Room 3 Rancho Cucamonga, CA 91730	Employment Development Department (EDD) – Reservation Desk 866-873-6082 or Reserve your space online – www.edd.ca.gov
April 16, 2009 Thursday 9 am to 12 Noon Pre-registration Recommended	“Understanding the Federal Government Acquisition Process”	FREE	RCCD's Corporate Connection Classroom #3 14745 Riverside Drive Riverside, CA 92518	Riverside Community College Procurement Assistance Center 951-571-6459 or linda.martinez@rcc.edu
April 23, 2009 Thursday 9 am to 3:30 pm Pre-registration Recommended	Federal / State Basic Payroll Tax Seminar – <i>Presented by the Employment Development Department (EDD)</i>	FREE	Inland Empire SBDC 1201 Research Park Drive, Ste. 100 Riverside, CA 92507	Employment Development Department (EDD) – Reservation Desk 866-873-6082 or Reserve your space online – www.edd.ca.gov
April 23, 2009 Thursday 6 pm to 9 pm Pre-registration Recommended	Orange County Forum: Bootstrapping Your Business, Get Real, Get Started	\$45 if pre-register online by 04/22 \$55 at the door	Knobbe Martens Olson & Bear LLP 2040 Main Street, 2 nd Floor Irvine, CA 92614	Tech Coast Venture Network Tanya Zabalegui 949-824-7866 or www.tcvn.com

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April 24, 2009 Friday 9 am to 1 pm Pre-registration Recommended	Employee or Independent Contractor – Presented by the Employment Development Department (EDD)	FREE	Anaheim City Hall West Gordon Hoyt Conference Room 201 South Anaheim Blvd. Anaheim, CA 92885	Employment Development Department (EDD) – Reservation Desk 866-873-6082 or Reserve your space online – www.edd.ca.gov
April 25, 2009 Saturday 12 Noon to 6 pm Pre-registration Recommended	2009 Laguna Niguel Chamber Business & Community Expo	FREE	Blocking off city streets Expo on El Lazo Road between Alicia Parkway and Dorine Road in the city of Laguna Niguel	To register or for more information contact the Laguna Niguel Chamber of Commerce at 949-363-0136 or info@lagunaniguelchamber.net
April 28, 2009 Tuesday 9 am to 3:30 pm Pre-registration Recommended	Federal / State Basic Payroll Tax Seminar – Presented by the Employment Development Department (EDD)	FREE	Chino University Hall 13201 Central Avenue Chino, CA 91710	Employment Development Department (EDD) – Reservation Desk 866-873-6082 or Reserve your space online – www.edd.ca.gov

UPCOMING OTHER EVENTS

May 18 2009 and May 19, 2009 Monday and Tuesday 9 am to 5 pm Pre-registration Recommended	The 17th Annual Keeping the Promise (KTP2009) Conference and Exposition – bringing together 200 corporate and government procurement professionals meeting fact-to-face with 400 qualified, competitive, certified disabled veteran businesses. Hosted by the California Disabled Veteran Enterprise Alliance – Expo and Business Matchmaking Session	FREE	Irvine Marriott 18000 Von Karman Avenue Irvine, CA 92612	The California Disabled Veteran Enterprise Alliance – Rich Dryden 916-446-3510 or Email rich.dryden@cadvbe.org or www.ktpexpo.org
May 21, 2009 Thursday 10 am to 12 Noon Pre-registration Recommended	“How to Obtain a GSA Schedule Contract”	FREE	RCCD's Corporate Connection Classroom #3 14745 Riverside Drive Riverside, CA 92518	Riverside Community College Procurement Assistance Center 951-571-6459 or linda.martinez@rcc.edu

ASK SCORE

Find the Right Investor for Your Business

For a business start-up, loans may be difficult to obtain, for example, if your bank has loaned you money in the past but now considers you overextended. Perhaps the solution is an equity partner or investor. For a profitable business, finding investors is seldom difficult. Whether you're in the start-up phase or are already showing a profit, the real challenge is finding the right investors for your company.

And whether your prospective investors are family members, friends, sophisticated investors, angels (private investors) or venture capitalists, you owe it to your business to find a good fit. Here are seven tips to jump-start your thinking about the type of investor you may be considering:

1. Ask yourself whether, in exchange for financing, you are willing to accept advice and management assistance from the investor. A potential investor who is keenly interested in the operational details of your enterprise may want a larger role in day-to-day management than you're prepared for.
2. Discover how much reporting the investor will expect from you, and how often. Monthly financial statements are one thing. The expectation of special financial or operating reports that you wouldn't normally take the time to produce, on the other hand, should give you pause.
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7. Identify an outside party with the expertise to review the deal. If you don't see a source of expertise and good judgment in your own network, consider hiring a consultant to look at the big picture.
8. Research the backgrounds of any investors you are considering to ensure that they are reliable. Engage a reference search service if necessary.
9. Understand what draws the investor to your company and the level of the investor's commitment. A good return on investment may not be the only reason for his or her interest.
10. Consider whether the investor is knowledgeable about the markets, products and technologies that characterize a business like yours. At times, an investor's know-how can be more important than capital.
11. Make sure the investor shares your vision for the company.

To learn more about involving investors in your business contact SCORE "Counselors to America's Small Business." SCORE is a nonprofit association of more than 10,500 volunteer business counselors dedicated to the formation, growth, and success of small business. Contact the SCORE chapter nearest you:

Orange County – (714) 550-7369 or www.score114.org
Coachella Valley – (760) 320-6682 or
www.coachellavalley.scorechapter.org
Inland Empire – (951) 652-4390 or www.iescore503.org

SCORE is a nonprofit organization that provides free and confidential business counseling as a community service. Cyber counseling is also available

THE U.S. SMALL BUSINESS ADMINISTRATION SPONSORS THE FOLLOWING RESOURCES:

SCORE “Counselors To America’s Small Business” - Provide FREE one-on-one business counseling, monthly low-cost pre-business seminars, various workshops, and problem-solving assistance for those already in business. For the counseling center closest to you, contact one of the following locations.

ORANGE COUNTY: 714-550-7369 - www.score114.org
SCORE Women’s Business Site: www.score.org/women
SCORE Women’s Business Blog: <http://womensblog.score.org>
COACHELLA VALLEY: 760-320-6682 – www.coachellavalley.scorechapter.org
RIVERSIDE COUNTY: 951-652-4390 - www.iescore503.org
SAN BERNARDINO COUNTY: Call your local Chamber of Commerce - www.iescore503.org or www.score114.org

Small Business Development Centers (SBDC) - Provide training, consulting, and technical assistance in all aspects of small business management. For further information, contact the SBDC in your area.

INLAND EMPIRE: 951-781-2345; 1201 Research Park Drive, Suite 100, Riverside 92507 – www.iesbdc.org or www.iesmallbusiness.com
COACHELLA VALLEY: 760-864-1311; Alan Ladd Building, 500 S. Palm Canyon Dr., Suite 222, Palm Springs 92264
HIGH DESERT: 760-951-1592; 15490 Civic Drive, Suite 102, Victorville 92392
ORANGE COUNTY: 714-564-5200; 2323 North Broadway, Suite 201, Santa Ana, 92706 – www.ocsbdc.com
TRITECH (TECHNOLOGY): 949-794-7226; 2 Park Plaza, Suite 100, Irvine 92614 (HI-TECH/HI-GROWTH ONLY) and 951-571-6477; 14745 Riverside Drive, Riverside, CA 92518 www.tritechsbdc.org

Women’s Business Center (WBC) - Provides business counseling, workshops and mentoring events for start-up and existing women-owned businesses.

I.E. W.B.C.: 909-890-1242; 202 E. Airport Drive, Suite 155, San Bernardino, 92408 – www.iewbc.org
COACHELLA VALLEY: 760-898-1510 – www.cvwbc.org
CHARO SBA WBC: 951-320-7002; 1825 Chicago Avenue, Suite 130, Riverside, 92507 – www.charocorp.com
ORANGE COUNTY: **Institute for Women Entrepreneurs:**
714-480-7455; 2323 North Broadway, Suite 330, Santa Ana, 92706 – www.ociwe.org

U.S. Commercial Service - Provides counseling, financing, and market information for new to export and ready to export companies through SCORE, SBA, and the Department of Commerce. For further information call 949-660-1688 – www.trade.gov/cs

On-Line Resources:

SBA’s Official Website www.sba.gov — general information on SBA programs and services with links to local and outside resources. For the **Santa Ana District Office website:** www.sba.gov/ca/santa
National SCORE Website www.score.org — information on the SCORE organization and access to online counseling
National SCORE Hispanic Website www.score.org/hispanic.html — information on the SCORE organization and access to online counseling in Spanish.
SBA’s Official Web Site in Spanish www.sba.gov/español – general information on SBA programs and other resources available for small businesses.
Santa Ana District Small Business Resource Guide www.sbaguides.com – Guide includes a brief summary of SBA programs and local contact numbers for resources.

All of SBA's programs and services are extended to the public on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made, if requested at least two weeks in advance. Contact the U. S. Small Business Administration at 714-550-7420.