

Oakland County 2019 January and February Business Workshops

January Workshops

CEED Lending Small Business Loan Orientation

Time: 9:00am – 11:00am

January 9, 2019

Registration Link:

<https://www.eventbrite.com/e/ceed-lending-small-business-loan-orientation-jan-9-registration-52722346959>

Have a need for alternative financing for your business? Is your business located in Oakland County? Consider learning more about the CEED Lending Small Business Loan Program. Discover the requirements and processes necessary to apply for and obtain a small business loan. If you are interested in alternative financing for your Oakland County small business, then the CEED Lending Small Business Orientation is for you. CEED Lending is an initiative of the Great Lakes Women's Business Council.

Cost: Free ♦ Registration Required

Starting a Business

Time: 9:00am – 11:30am

January 10, 2019

Registration Link:

<https://clients.sbdcmichigan.org/reg.aspx?mode=event&event=90390003>

Thinking about starting a business? This workshop is designed for individuals who are at the beginning stages of starting a business. This workshop will help aspiring entrepreneurs assess their abilities to lead and manage a company as well as evaluate market and sales potential for their products and services. Topics like startup costs, financing options and business planning are introduced, along with the necessary steps to getting started. If you are ready to start your business this workshop is for you.

Cost: Free ♦ Registration Required

Understanding Cash Flow

Time: 9:00am – 11:30am

January 14, 2019

Registration Link:

<https://www.eventbrite.com/e/understanding-cash-flow-jan-14-registration-53094840096>

Understanding Cash Flow is designed for individuals who need a better understanding of the cash demands required to successfully start and manage a business. The use of Startup Cash Analysis and Cash Flow Projections will be discussed.

Forecasting cash flow more accurately and maintaining liquidity are two of the biggest issues facing businesses today. Having a good system in place to manage cash flow will contribute to your organization's success.

“This may be the most important class a small business owner will ever take!”

Presented by One Stop Shop Business Counselors

Cost: \$40 per person ♦ Registration Required

Tech248 January 2019 MeetUp

Time: 10:00 AM – 12:00 PM

January 16, 2019

Registration Link:

<https://www.eventbrite.com/e/tech248-january-2019-meetup-tickets-53395216530>

Please join us at Tech248's next MeetUp. Connect with some of the 2,000+ tech companies that call Oakland County home – find new partners, suppliers and customers.

Topic: Oracle Autonomous Database

Please join us for a networking and informational event at Cybernoor. Key speaker Ahmed Alomari, President of Cybernoor Corporation, will speak on the topic of Oracle Autonomous Database. Arrive at 10 a.m. for a networking activity. Presentation begins at 10:15 a.m.

Agenda

10:00 a.m. **Arrival & Networking**

10:15 **Welcome & Opening Remarks**

Greg Doyle, Tech248

10:20 **Topic: Oracle Autonomous Database**

Ahmed Alomari, President, Cybernoor Corporation

10:40 **Networking**

Noon **Wrap Up**

Cost: Free

[Event Flyer](#)

Advance registration required

If you have any questions about this event please email [Christopher Dinnan](mailto:Christopher.Dinnan) or call (248) 858-1922

Five Steps to Networking Mastery

Time: 9:00am – 11:30am

January 31, 2019

Registration Link:

<https://www.eventbrite.com/e/five-steps-to-networking-mastery-jan-31-registration-52723611742>

We have all heard that it is not what you know but whom you know. BARNACLES! It's all about how you are known. This brief, impactful training will teach you how to become an individual to whom people want to refer more business.

You will learn...

- why networking works
- how to be ready to network anywhere you are whenever you are there
- which online sites are worth your time
- how to identify your ideal referral partners
- the components of a solid ask
- how to grow your business

Consider attending if you are frustrated with the results of your current networking; uncomfortable networking but know you need to do it more; or have a new position and want to increase your pipeline. The better we all get at networking, the better all of our networking will be.

Speaker: Terry Bean, Founder of Networked Inc. and Motor City Connect

Cost: \$40 per person ♦ Registration Required

February Workshops

CEED Lending Small Business Loan Orientation

Time: 9:00am – 11:00am

February 13, 2019

Registration Link:

<https://www.eventbrite.com/e/ceed-lending-small-business-loan-orientation-feb-13-registration-52722435223>

Have a need for alternative financing for your business? Is your business located in Oakland County? Consider learning more about the CEED Lending Small Business Loan Program. Discover the requirements and processes necessary to apply for and obtain a small business loan. If you are interested in alternative financing for your Oakland County small business, then the CEED Lending Small Business Orientation is for you. CEED Lending is an initiative of the Great Lakes Women's Business Council.

Cost: Free ♦ Registration Required

Starting a Business

Time: 9:00am – 11:30am

February 14, 2019

Registration Link:

<https://clients.sbdcmichigan.org/reg.aspx?mode=event&event=90390004>

Thinking about starting a business? This workshop is designed for individuals who are at the beginning stages of starting a business. This workshop will help aspiring entrepreneurs assess their abilities to lead and manage a company as well as evaluate market and sales potential for their products and services. Topics like startup costs, financing options and business planning are introduced, along with the necessary steps to getting started. If you are ready to start your business this workshop is for you.

Cost: Free ♦ Registration Required

Understanding Cash Flow

Time: 9:00am – 11:30am

February 15, 2019

Registration Link:

<https://www.eventbrite.com/e/understanding-cash-flow-mar-18-registration-53095179110>

Understanding Cash Flow is designed for individuals who need a better understanding of the cash demands required to successfully start and manage a business. The use of Startup Cash Analysis and Cash Flow Projections will be discussed.

Forecasting cash flow more accurately and maintaining liquidity are two of the biggest issues facing businesses today. Having a good system in place to manage cash flow will contribute to your organization's success.

"This may be the most important class a small business owner will ever take!"

Presented by One Stop Shop Business Counselors

Cost: \$40 per person ♦ Registration Required

Market Research Basics

Time: 9:00am - 11:30am

February 27, 2019

Registration Link:

<https://www.eventbrite.com/e/market-research-basics-feb-27-registration-52724444232>

Ready to grow your business? Our Market Research Basics workshop helps you discover ways to find your ideal customers, identify your competitors, perform competitive analysis, identify new site locations, target direct mail campaigns, reveal untapped markets and expand to new and appropriate markets. If you are ready to grow your business, the Market Research Basics workshop is for you.

Cost: Free ♦ Registration Required

Team SBA Financing Roundtable

Time: 9:00am – Noon

February 28, 2019

Registration Link:

<https://www.eventbrite.com/e/team-sba-financing-roundtable-feb-28-registration-53388116293>

Do you know the secret to getting a business loan? Attend this free Financing Roundtable and find out how banks look at your application, what you can do to improve your chances for a loan and how Small Business Administration loan guarantee programs can help you get the financing you need.

This session is best suited to those who have good credit, a solid business idea and some money to invest in their business. NOTE: The SBA does not provide loan guarantees to real estate investment firms, including purchasing and rehabbing houses for resale and this type of financing will not be discussed.

Cost: Free ♦ Registration Required