



## 8 Weeks to a Better Business!

- Are you working in your business without a business plan, or with an outdated one?
- Are you thinking of starting a business and need a business plan?
- Are you ready to spend time working **ON** your business instead of working **IN** it?

**The SpringBoard Business Planning Series** provides the structure and framework to complete a business plan over 8 sessions. Even if you don't need a formal business plan, a review of business basics is always valuable. SpringBoard is interactive with activities each week, not just lectures.

**Session 1 Sept. 9 Licensing and Legal Structures**

**Session 2 Sept. 16 Credit, Start-up Costs, Overhead Costs**

**Session 3 Sept. 23 Sales, Break Even Point**

**Session 4 Sept. 30 Sales and Profit Goals, Cash Flow**

**Session 5 Oct. 7 Target Markets, Research, Mission and Marketing Message**

**Session 6 Oct. 14 Competition, Pricing, Marketing Goals & Timelines**

**Session 7 Oct. 21 Financing Sources, The Loan Process**

**Oct. 28 ONE WEEK BREAK**

**Session 8 Nov. 4 Presentation of Business Plans, Certificates**

*\$150 per participant.*



**MONDAYS 5:30-8:30PM**  
**Cumberland Business Incubator**  
**2569 Cook Road**  
**Crossville, TN 38571**



**Space is limited to 12 participants.**

**Register by August 30, 2013 by calling Bonnie at 931-456-4910.**