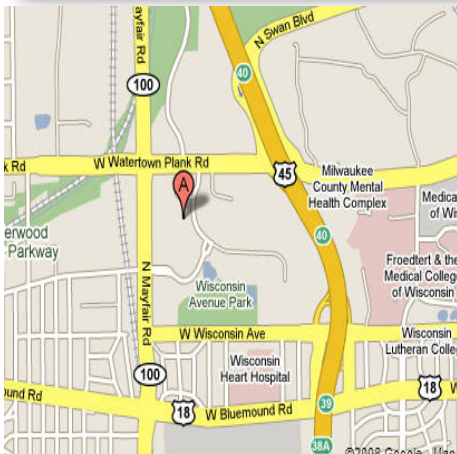




SCORE low cost workshops are designed to build the skills that small business owners need to develop to survive in today's competitive environment. SCORE workshops are presented by experienced instructors with real life experience and extensive business knowledge.

2011-2012 Workshop Schedule



**Workshop Location:
Milwaukee County
Research Park
Room 121
10437 Innovation Dr.
Wauwatosa, WI 53226**

**Fee: \$35 per person
\$20 for 2nd. person**

To Register:

Visit our Web Site:
www.scoresewisconsin.org

**SCORE SE Wisconsin
414-297-3942**

Business Basics	Dates
Starting a Business? Readiness Assessment	9/10/11, 1/12/12, & 4/14/12
How to Write a Short Effective Business Plan	9/24/11, 11/17/11, 2/11/12, 4/26/12
Building Credit and Obtaining a Loan	9/15/11, 12/8/11, 2/16/12, 5/10/12
Basic Finance & Marketing	Dates
Finance 101: Understanding Basic Financial Statements	9/17/11, 11/15/11, 2/4/12, 4/19/12
Marketing 101: Creating an Actionable Marketing Plan	10/1/11, 12/1/11, 2/25/12, 5/17/12
Business Management	Dates
Human Resources: Finding and Keeping Good People	10/29/11, 3/8/12, 6/2/12
Using a Business Plan as a Management Tool	10/8/11, 3/3/12
Selecting a Business System for Business Growth	10/22/11, 3/24/12
Advanced Business Planning & Finance	Dates
Business Planning 201: Preparing an Annual Operating Plan	11/10/11, 5/5/12
Finance 201: What Are Your Financial Statements Telling You?	11/12/11, 5/12/12
Advanced Marketing/Internet	Dates
Social Media: A Marketing Must	9/9/11, 2/3/12
10 Secrets to Achieving Marketing ROI	11/14/11, 4/13/12
Business Applications of Social Networking	1/21/12, 6/9/12

Review all of our workshops on our web site:
www.scoresewisconsin.org

Revised 10/1/11