

How to Do Business with the Federal Government

Date: Monday, February 1, 2010 - 10:00 - 12:00 PST

Price: \$0.00

Learn about the fundamentals of selling goods and services to the Government of Canada. This seminar provides information on how to market to the federal government, how the government does its buying, and how to keep track of opportunities to bid on Canadian government purchases. This is the first seminar in the series of three seminars on information about working with the Public Works.

An introduction to the MERX and SRI systems is included.

Business GPS – Growth, Planning and Succession

Date: Tuesday, February 2, 2010 - 09:00 - 12:00 PST

Price: \$59.00

Every business has a life cycle and knowing when to transition the business is critical in creating maximizing business value for you and your business. Deciding to hold and grow or sell and go requires planning, in this seminar you will learn about the state of Change Readiness™ necessary to make sound financial choices. Are you interested in attracting share holders to your business, planning for growth with tax advantages or planning for sale and seller advantages this seminar takes conscious knowledge + action to give you the results for growth, succession and sale. Understanding the value of capital assets, good will and the value drivers in your business will prepare you to make right decisions for you and your family.

Employment Law

Date: Wednesday, February 3, 2010 - 14:30 - 16:30 PST

Price: \$39.00

Hiring employees for your business? Come to this seminar and learn the differences in employee versus independent contractors and the laws and CRA consequences for each. This seminar will explain the elements of employee law, termination notice periods, severance pay, human rights code, workers compensation board and constructive dismissal. This seminar will touch on intellectual property and the importance of employee agreements to ensure your company knowledge and resources are protected.

This seminar is hosted at Small Business BC in Vancouver and delivered to other locations via live video conference.

Marketing for Small Business

Date: Thursday, February 4, 2010 - 09:00 - 12:00 PST

Price: \$59.00

Marketing tells the market what you do and attracts customers to you. A strong marketing plan is essential for the success of any small business, yet too many business owners waste money on ineffective marketing. This 3 hour course focuses on tools that allow you to identify profitable target markets and develop an efficient marketing system that will generate customers and revenue with less time and money.

This seminar is hosted at Small Business BC in Vancouver and delivered to other locations via live video conference.

Moving From a Proprietorship to Corporation - Tax Concerns

Date: Monday, February 8, 2010 - 13:00 - 16:00 PST

Price: \$59.00

At what financial point in your business is it a good idea to incorporate and separate your bank account from your business? This seminar discusses the advantages of moving your proprietorship to a corporation. Learn about the taxable advantages of being a registered corporation. Delivered by Gabrielle Loren, CGA of Loren, Nanke and Associates.

This seminar is hosted at Small Business BC in Vancouver and delivered to other locations via live video conference.

Cash Flow and Your Growing Business

Date: Tuesday, February 9, 2010 - 09:00 - 12:00 PST

Price: \$59.00

Profit is important – but the real danger for most businesses is cash flow. Cash flow problems are a symptom of a greater disease. Developing a cash flow forecast is an essential part of business planning, financial planning and loan applications. The cash flow forecast depends on the Revenue & Expense Forecast and the Capital Plan. We look at the factors that affect receipts and disbursements – how timing and seasonality affect cash flow – how poor debt management affects cash flow and the four leading causes of a cash flow crisis! We use a case study based on the information from Forecasting Revenue & Expenses and then turn the revenue & expense forecast into a monthly cash flow. We can then apply cash flow strategies to improve cash flow and save the business. You can apply these same techniques in your business as you plan for a profitable and liquid future.

This seminar is hosted at Small Business BC in Vancouver and delivered to other locations via live video conference.

Young Entrepreneurs Start-up Financing

Date: Wednesday, February 10, 2010 - 17:00 - 18:30 PST

Price: \$20.00

The Canadian Youth Business Foundation (CYBF) and Small Business BC present to new entrepreneurs between the ages of 18-34 years start-up financing opportunities and business plan tips to start your business right. CYBF can assist with financing your dream to be your own boss. Come to this interactive workshop to hear about the CYBF model and how we can help the youth in your community. This joint initiative with Small Business BC will explain start-up financing, mentoring and educational resources and important business planning tips to start your business right.

- 1) Learn what you need to start the path to successful financing

 - 2) Take the steps necessary to build a business plan that best positions you and your business

 - 3) Get access to the Small Business BC resources to start your new venture right!
- Presented by Brendan Cooper, Business Manager, BC Region CYBF and Belinda Mui, Small Business BC

Business Panel Discussions for Regional Business Growth - Surviving the First Year

Date: Monday, February 15, 2010 - 08:00 - 09:00 PST

Price: \$0.00

Come to this complimentary one hour session to share how you survived your first year in business; how you balanced your business, work, family and somehow found time for you too. Our small business virtual network of business owners in 50 cities around BC invites you to share how you learned to juggle all the balls necessary to run your business and learn some tips from others.

Small Business BC continues to work with our video conference partners and their clients to share business experience and create a virtual network of small business owners in the province of BC. These panel discussions invite existing business owners who have been in business for 1 or more years to discuss different topics of interest.

Business Panel Discussions for Regional Business Growth - Marketing on a Shoestring

Date: Wednesday, February 17, 2010 - 12:00 - 13:00 PST

Price: \$0.00

Come to this complimentary one hour session to discuss your marketing strategies and learn from other small business owners throughout BC. Our small business virtual network of business owners in 50 cities around BC invites you to share your marketing tips and learn from others around the province.

Small Business BC continues to work with our video conference partners and their clients to share business experience and create a virtual network of small business owners in the province of BC. These panel discussions invite existing business owners who have been in business for 1 or more years to discuss different topics of interest.

Regional BC Small Business Startup Program - eBusiness Startup Tips

Date: Friday, February 19, 2010 - 13:00 - 15:00 PST

Price: \$20.00

Small Business BC supports the start-up and growth of small businesses throughout British Columbia. As part of our Regional BC Small Business Startup Program we invite our video conference partners around BC to invite their clients to this 2 hour training session to learn about websites, web development, web marketing and how to analyze your website. Presented by eBusiness Connections (a division of Small Business BC) and industry experts you will learn the basics of getting started as well as a strategy to position your business in an online environment. Learn what web developers know about the web and its ROI for your business.

Business Panel Discussions for Regional Business Growth - Cash Flow in 2010

Date: Monday, February 22, 2010 - 08:00 - 09:00 PST

Price: \$0.00

Cash flow is one of the biggest challenges for most small business owners. How do you manage your clients, accounts, products, promotion and ensure there is cash flowing in your business enabling you to grow your business? This complimentary one hour session to discussion with other small business owners on our virtual network of 50 cities around BC invites you to share tips on cash flow management and defining terms and contracts that ensure you get paid.

Small Business BC continues to work with our video conference partners and their clients to share business experience and create a virtual network of small business owners in the province of BC. These panel discussions invite existing business owners who have been in business for 1 or more years to discuss different topics of interest.

Business Panel Discussions for Regional Business Growth - Social Media and Web Marketing

Date: Wednesday, February 24, 2010 - 12:00 - 13:00 PST

Price: \$0.00

Does your business need a social media campaign? Will Twitter, Blogs, Facebook help grow your business? Come to this complimentary one hour session to discuss how social media has helped your bottom line. Learn from other small business owners throughout BC on how to leverage social media for business growth and prospecting.

Small Business BC continues to work with our video conference partners and their clients to share business experience and create a virtual network of small business owners in the province of BC. These panel discussions invite existing business owners who have been in business for 1 or more years to discuss different topics of interest.

Business Panel Discussions for Regional Business Growth - Human Resource Hiring and Strategies

Date: Friday, February 26, 2010 - 08:00 - 09:00 PST

Price: \$0.00

Come to this complimentary one hour session to discuss your first steps into hiring your first employee. Share with other small business owners how you found good employees, what strategies and incentives you use to encourage business growth and where do you find the stars that help your business shine. Our small business virtual network of business owners in 50 cities around BC invites you to share your human resource strategies, recruitment tips and employee engagement programs that keep your employees invested in your business.

Small Business BC continues to work with our video conference partners and their clients to share business experience and create a virtual network of small business owners in the province of BC. These panel discussions invite existing business owners who have been in business for 1 or more years to discuss different topics of interest.