



ENTREPRENEURS, BUSINESS OWNERS & CORPORATE EXECUTIVES

Take advantage of a new cutting-edge, interactive program designed to help you grow your business! This 4-week CORE program series features in-depth instruction in Marketing, Finance, and Operations, followed by special “growth” sessions offering 1-on-1 legal counseling, sustainable development, and assistance in understanding the Minority Business Certification process.

Core Program Schedule

YOUR BUSINESS - YOUR REVENUE MODEL

DATE: Tuesday, March 9, 2010

TIME: 6-9pm

LOCATION: 121 S. Broad St., 9th Floor Philadelphia, PA 19107

IN THIS WEEK’S SESSION:

- » What Problem are you Solving?
- » How Do You Make Money?
- » Who Pays You?
- » Your Channels of Distribution
- » Know Your Numbers - Profit Margins, Break-even Point, etc

MARKETING STRATEGY

DATE: Tuesday, March 16, 2010

TIME: 6-9pm

LOCATION: 121 S. Broad St., 9th Floor Philadelphia, PA 19107

IN THIS WEEK’S SESSION:

- » What is Your USP (Unique Selling Proposition)?
- » How to reach your Target Market
- » Business Development Strategy

FINANCIAL STATEMENTS & LITERACY

DATE: Tuesday, March 23, 2010

TIME: 6-9pm

LOCATION: 121 S. Broad St., 9th Floor Philadelphia, PA 19107

IN THIS WEEK’S SESSION:

- » Bookkeeping Basics
- » Financial Statement Analysis
- » Cashflow Management
- » Credit, Taxes and Your Business
- » Your Business Valuation

HOW TO PITCH TO INVESTORS

DATE: Tuesday, March 30, 2010

TIME: 6-9pm

LOCATION: 121 S. Broad St., 9th Floor Philadelphia, PA 19107

IN THIS WEEK’S SESSION:

- » Sources of Capital
- » Debt Financing
- » Equity Financing
- » The Perfect Pitch

Special “Growth” Sessions

The following workshops offer training and information in specialized areas, which are critical to maximizing growth potential and momentum.

BUILDING YOUR BUSINESS



DATE: Wednesday, February 24, 2010

TIME: 6-7:30pm

LOCATION: Free Library of Philadelphia – Wadsworth Branch 1500 Wadsworth Ave., Philadelphia, PA 19150

DESCRIPTION: Gain an understanding of For-Profit, Non-profit & Social Entrepreneurship Business Models; how to get started and which designation best suits your business idea.

(HIGHLY RECOMMENDED)

THE 8TH ANNUAL SOCIAL VENTURE INSTITUTE – SCHOLARSHIPS AVAILABLE FOR MINORITY-OWNED BUSINESSES

Sustainable Business Network’s (SBN) premier business conference about how to run a successful business that has a positive social and environmental impact.

CONFERENCE DATES:

Friday, February 26, 2010, 11am - 5:30pm

Saturday, February 27, 2010, 8am - 4:30pm



Triple Bottom Line Awards Reception:

Friday, February 26, 2010 6pm-9pm

LOCATION: The Hub Cira Center, 2929 Arch Street, Philadelphia, PA 19104

ATTENTION AACC MEMBERS & PROSPECTIVE MEMBERS

Over 80 scholarships are available for minority-owned companies. Applications must be received by Friday, February 18th at 5:00pm. Please contact SBN for more details: 215-922-7400, or email jen@sbnphiladelphia.org.

BUSINESS LEGALESE: 1-ON-1 WITH PHILLY VIP

DATE: Wednesday, March 24, 2010

TIME: (Morning Session) 10am-12noon – (Afternoon Session) 1pm-3pm

LOCATION: Community College of Philadelphia, Center for Business & Industry 18th & Callowhill, Philadelphia, PA 19130



Two hours of FREE Legal Counseling for your Business! Up to 40 Entrepreneurs and Small Business Owners will have the opportunity to discuss immediate and ongoing legal matters with volunteer attorneys.

ABOUT PHILLY VIP

In addition to referring cases to volunteer attorneys for direct representation in civil cases, VIP helps to organize legal clinics where volunteer attorneys and law students can provide short-term legal assistance, advice and education to clients in the community. Legal clinics help provide limited legal services and assistance to clients. These limited representation programs are an innovative way to give clients the information they need to be aware of their legal rights and be familiar with the legal process. The VIP staff works closely with volunteer attorneys and law students to provide the structure and training necessary to ensure that they are qualified to help in the specific legal area covered by the legal clinic.

*RSVP Required

DOING BUSINESS LOCALLY, STATEWIDE, AND INTERNATIONALLY

Hosted by the Greater Germantown Business Association

DATE: Tuesday, April 13, 2010

TIME: 8-10am

LOCATION: 6300 Germantown Ave., Philadelphia, PA 19144



Assistance completing forms required for doing business with the city, and find out everything you need to know about bid announcements, becoming a bidder, and competing for State contracts.



**AFRICAN-AMERICAN
CHAMBER OF COMMERCE**
Pennsylvania ♦ New Jersey ♦ Delaware

African-American Chamber of Commerce of PA, NJ, and DE | To RSVP, please call 215-751-9501 or email programs@aachamber.org



Funding for AACC programs is provided by the City of Philadelphia.