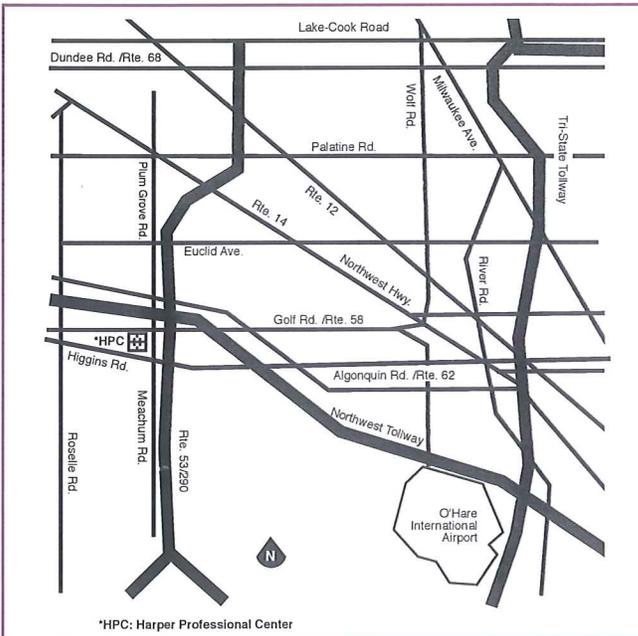




YOUR ROADMAP TO SUCCESS

THE ILLINOIS SMALL BUSINESS DEVELOPMENT CENTER AT HARPER COLLEGE



CONTACT INFO:

ILLINOIS SMALL BUSINESS DEVELOPMENT CENTER AT HARPER COLLEGE

650 E Higgins Rd., Suite 18 North
Schaumburg, IL 60173
Hours: 8:30 a.m.–4:30 p.m., Monday–Friday
847.925.6520
harpercollege.biz
email: sbdc@harpercollege.biz

The SBDC at Harper College is funded in part through a cooperative agreement with the U.S. Small Business Administration and the Department of Commerce and Economic Opportunity and Harper College.



NO COST BUSINESS COACHING FOR NEW AND GROWING COMPANIES

SBDC



Did you know there's a great resource for your small business right around the corner? A place where you can sit down with fellow entrepreneurs and get answers to your business questions? And the best part...there's no charge for this invaluable service.

Welcome to Harper College's Illinois Small Business Development Center. Our talented team of seasoned business advisors will help you identify, understand and overcome the challenges of running a successful business. As small business owners, we've been in your shoes.

No business is too big or too small. From someone who has an idea for a home-based business to an established company in need of capital to finance their next stage of growth, we work closely with our clients to find solutions that work best for them.

We look forward to meeting with you. Give us a call and set up an appointment today.

—The ISBDC Team at Harper College



VISIT **HARPERCOLLEGE.BIZ**
FOR MORE INFORMATION OR
CALL **847.925.6520**

HOW CAN WE HELP YOUR BUSINESS?

PRE VENTURE (BEFORE YOU START)

Don't make starting your business more complicated than it has to be. Before you launch, we can help you with:

- Business formation advice
- Feasibility Analysis
- Business Plan Development
- Startup financing ideas
- Negotiating a lease
- Pricing your product or service
- Electronic Commerce/Web site Development

STARTUP (1-3 YEARS)

You've opened your business, now it's time to fine tune and grow. Get help with:

- Financial Analysis
- Accounting and Bookkeeping
- Marketing and Research
- Marketing Plan Development
- Hiring Your First Employee
- Social Media Strategy

ESTABLISHED (4 + YEARS)

Looking to take your business to the next level? Our team will help you with:

- Access to Capital
- Business Valuation
- Succession and Strategic Planning
- Business systems analysis
- Strategies for growth
- General management issues
- Help with purchase of commercial property through SBA 504 program

WORKSHOPS AND CLASSES FOR ENTREPRENEURS

Our workshops and classes are tailored to what small business owners need to know most. Our workshops are taught by experienced business professionals.

- Starting a Business: First Steps (free)
- Starting a Business: Next Steps (free)
- Small Business Marketing Boot camp
- Small Business Financial Boot camp
- QuickBooks for Entrepreneurs
- Lunch and Learn Seminars and many more...

MEET OUR TEAM



TOM CASPELL, DIRECTOR

Tom has provided one-on-one business coaching to over 300 businesses across many industries. He has helped local businesses receive over \$10 million in financing.



CARL MATTES, JD, BUSINESS ADVISOR

Carl's 25 years of consulting experience provide a wealth of knowledge to clients in areas of initial investment, funding, choice of legal entity, and creation of a business flowchart.



TONY BALDASSANO, CPA, BUSINESS ADVISOR

Tony has worked as a financial analyst for a Fortune 500 company and served as operations manager for a business startup. Tony counsels entrepreneurs on best practices on financial issues.



JOAN DUBNICKA, MBA, BUSINESS ADVISOR

As a former small business owner, Joan shares her insight and enthusiasm for growing small businesses and small business marketing opportunities.



URSULA DIGMAN, GRANT SPECIALIST

Ursula is responsible for insuring Harper's ISBDC runs smoothly and stays client-focused. She advises our Spanish speaking clients and speaks several languages.



CONNIE PODGORSKI, ADMINISTRATIVE

Connie helps out with day to day operations at Harper's ISBDC. She coordinates all appointment scheduling as well as workshops and other vital projects.

COUPON



One free class at the
ILLINOIS SMALL BUSINESS
DEVELOPMENT CENTER
at Harper College.

Up to a \$50 value

Coupon expires 12/31/13. Coupon must be presented at time of class. Call 847.925.6520 to register.

Visit harpercollege.biz for class schedule.