

### What You Will Learn in Just 3 Hours...

- ❖ The advantages & disadvantages of owning your own business
- ❖ 5 characteristics of successful entrepreneurs
- ❖ Types of new businesses and business structures
- ❖ Questions you should ask yourself before jumping into a new venture
- ❖ The basic legalities of small business—business structures, registering for a name and EIN & common legal pitfalls
- ❖ The importance of a business plan—how to write one, what to include, and what lenders want to know
- ❖ How to obtain financing—the 5 C's of credit, the language of lending, and how to determine how much you money need to get started!

**Learn the basics of small business ownership by attending...**

## The First Step Workshop: Starting a Small Business

This workshop is intended to provide aspiring small business owners with an overview of many of the issues involved in planning and launching a new business venture. Topics include personal and lifestyle issues of the entrepreneur/business owner, the legal, financial and tax considerations of starting a small business, and the “how-to’s” of business registration, government regulations and compliance issues. Attendees will also be introduced to the beginning steps of developing a sound business plan. Upon completion of the workshop, attendees will be invited to schedule a free, one-on-one consulting support with an SBDC Business Consultant.

**January 23, 2008 ❖ 1-3:30 PM**

**March 13, 2008 ❖ 1-3:30 PM**

**Carlisle, PA**

*Co-sponsored by & Located at the  
Murata Business Center*

**February 12, 2008 ❖ 9-11:30 AM**

**April 29, 2008 ❖ 9-11:30 AM**

**Chambersburg, PA**

*Co-sponsored by & Located at the  
Greater Chambersburg Chamber of Commerce*

**Ask about similar workshop offerings in York!**

**Cost is just \$10!**  
**Free to veterans**

**Reserve your seat today. Call 717-477-1935!**