



SEPTEMBER

MANAGEMENT TRAINING CALENDAR

Santa Ana District Office, 200 W. Santa Ana Blvd., Suite 700, Santa Ana, CA 92701 (714) 550-7420

SBA District Website: www.sba.gov/ca/santa

Serving Orange, Riverside, and San Bernardino Counties

<u>DATE/TIME</u>	<u>SUBJECT</u>	<u>FEE</u>	<u>LOCATION</u>	<u>CONTACT NUMBER</u>
Tuesday, 09/04/2012 9 am to 12 Noon Pre-registration Recommended	Align Social Media and Internet Marketing To Drive Business Objectives	\$30 if register online by 09/03 \$40 at the door (cash or check only)	National University 3390 Harbor Blvd. Costa Mesa, CA 92626	SCORE Orange County 714-550-7369 www.SCORE114.org
Tuesday, 09/04/2012 6 pm to 7 pm Pre-registration REQUIRED	** Google+ - A one hour presentation of Google+ which provides a general summary of the key tools and features available for businesses	FREE	Rabobank Regional Business Center 3111 East Tahquitz Canyon Way Palm Springs, CA 92262	Coachella Valley WBC Kim Scanlan Training Coordinator 760-345-9200 Kscanlan@cvwbc.org www.cvwbc.org
Wednesday, 09/05/2012 9 am to 12 Noon Pre-registration Recommended	Marketing Your Small Business - Presented by the Inland Empire Small Business Development Center, sponsored by the Temecula Valley Chamber of Commerce	FREE	Temecula Valley Chamber of Commerce 26790 Ynez Court Temecula, CA 92562	Inland Empire SBDC 951-781-2345 Register online at www.iesmallbusiness.com

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<p>Wednesday, 09/05/2012 2:30 pm to 4 pm Pre-registration Recommended</p>	<p>Small Business Orientation <i>Topics: Being an entrepreneur, business planning and financing</i></p>	<p>FREE</p>	<p>Rancho Santiago Community College District Center 2323 North Broadway, Room 107 Santa Ana, CA 92706</p>	<p>Orange County SBDC Elizabeth Arteaga 714-564-5200 arteaga_elizabeth@rscdd.edu www.ocsbdc.org</p>
<p>Wednesdays, 09/05, 09/12, 09/19, 09/26, 10/03, and 10/10/2012 5:30 pm to 7:30 pm Pre-registration REQUIRED</p>	<p>Control Your Business Finances With QuickBooks Pro - <i>Take control of your company's finances with the most popular and user-friendly software around, hosted by the Coachella Valley Women's Business Center</i></p>	<p>\$120</p>	<p>Workforce Development Center Skills Lab 44-199 Monroe Street Indio, CA. 92201</p>	<p>Coachella Valley WBC Kim Scanlan Training Coordinator 760-345-9200 Kscanlan@cvwbc.org www.cvwbc.org</p>
<p>Wednesday, 09/05/2012 6 pm to 8 pm Pre-registration Recommended</p>	<p>The ABC's of Starting a Business - <i>A workshop to help a pre-venture entrepreneur determine the feasibility of their small business idea in the current market, presented by the Inland Empire Women's Business Center</i></p>	<p>\$10 if register online by 09/04 \$15 at the door Free for Corona Residents with ID</p>	<p>Corona City Hall Multipurpose Room 400 South Vicentia Avenue Corona, CA 92882</p>	<p>Inland Empire WBC 909-890-1242 Register online at www.iewbc.org</p>
<p>Thursday, 09/06/2012 7:30 am to 9:30 am Pre-registration REQUIRED</p>	<p>There's Money Out There: Which Life Science CEO's are Getting Funded? Who is Funding Them? And How Are They Doing It?</p>	<p>\$50 for non-members \$25 for members</p>	<p>The Pacific Club 4110 MacArthur Blvd. Newport Beach, CA 92660</p>	<p>OCTANe 949-330-6569 info@OCTANeoc.org www.octaneoc.org</p>

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Thursday, 09/06/2012 9 am to 11 am Pre-registration Recommended	How to Start Your Small Business – <i>Presented by the Inland Empire Small Business Development Center, sponsored by the City of Rancho Cucamonga</i>	FREE	Rancho Cucamonga Chamber of Commerce 9047 Arrow Route, Suite 180 Rancho Cucamonga, CA 91730	Inland Empire SBDC 951-781-2345 Register online at www.iesmallbusiness.com
Thursday, 09/06/2012 10 am to 12 Noon Pre-registration Recommended	How to Qualify for a Business Loan	\$20 if register online by 09/05 \$25 at the door	Inland Empire Women's Business Center 202 East Airport Drive, Suite 100 San Bernardino, CA 92408	Inland Empire WBC 909-890-1242 Register online at www.iewbc.org
Thursday, 09/06/2012 5:30 pm to 8:45 pm Pre-registration Recommended	Demystifying Financial Statements - <i>Presented by Orange County SCORE</i>	FREE	Irvine Public Library Heritage Park Regional Branch 14361 Yale Avenue Irvine, CA 92604	SCORE Orange County 714-550-7369 www.SCORE114.org
Friday, 09/07/2012 7:30 am to 10:30 am Pre-registration Recommended	Women In Business Breakfast Series – Crowdfunding-What Is It and How Can I benefit From It? <i>Aggie Kobrin, Director of CEC Global Events talks about: how to create a powerful campaign, current legal changes for business ventures and more resources for women entrepreneurs; hosted by SCORE Orange County</i>	\$30 if register online by 09/06 \$35 at the door (cash or check only). Valet Parking included	Center Club 650 Town Center Dr. Costa Mesa, CA 92626	SCORE Orange County 714-550-7369 www.SCORE114.org

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<p>Mondays, 09/10, 09/17, 09/24, 10/01, 10/08, and 10/15/2012 5:30 pm to 7:30 pm Pre-registration REQUIRED</p>	<p>CVWBC Book Club Reads: Next Selection To Be Announced - <i>Select group of eight people will read and discuss classic books such as "The Seven Habits of Highly Effective People" by Stephen R. Covey</i></p>	\$35	<p>Coachella Valley Women's Business Center 77-806 Flora Road, Suite A Palm Desert, CA 92211</p>	<p>Coachella Valley WBC Kim Scanlan, Training Coordinator 760-345-9200 Kscanlan@cvwbc.org www.cvwbc.org</p>
<p>Tuesday, 09/11/2012 9 am to 11 am Pre-registration Recommended</p>	<p>Building Highly Effective Teams – <i>Sponsored by Fredericks Benefits, hosted by the University of Redlands School of Business and the Inland Empire Small Business Development Center</i></p>	FREE	<p>University of Redlands School of Business 3610 Central Avenue, Suite 101 Riverside, CA 92560</p>	<p>Inland Empire SBDC 951-781-2345 Register online at www.iesmallbusiness.com</p>
<p>Tuesday, 09/11/2012 9 am to 12 Noon Pre-registration Recommended</p>	<p>Sell More Of What You Already Sell: <i>Learn The Secrets Of Professional Selling</i></p>	<p>\$30 if register online by 09/10 \$40 at the door (cash or check only)</p>	<p>National University 3390 Harbor Blvd. Costa Mesa, CA 92626</p>	<p>SCORE Orange County 714-550-7369 www.SCORE114.org</p>
<p>Tuesday, 09/11/2012 9 am to 1:30 pm Pre-registration Recommended</p>	<p>Employee vs. Independent Contractor - <i>Presented by the California Employment Development Department, hosted by the High Desert Small Business Development Center</i></p>	FREE	<p>High Desert Small Business Development Center 15490 Civic Drive, Suite 102 Victorville, CA 92392</p>	<p>High Desert SBDC Register online at www.iesmallbusiness.com</p>

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Tuesday, 09/11/2012 9 am to 3:30 pm Pre-registration Recommended	Get the Tax Facts – <i>Presented by an enrolled agent with the Internal Revenue Service, hosted by the Inland Empire Small Business Development Center, sponsored by the City of Chino.</i>	FREE	Carolyn Owens Community Center 13201 Central Avenue, 2 nd Floor Chino, CA 91710	Inland Empire SBDC 951-781-2345 Register online at www.iesmallbusiness.com
Tuesday, 09/11/2012 12 Noon to 1:30 pm Pre-registration Recommended	Incorporating Your Business <i>Hosted by the Inland Empire Small Business Development Center, sponsored by the Temecula Valley Chamber of Commerce.</i>	FREE	Temecula Valley Chamber of Commerce 26790 Ynez Court Temecula, CA 92562	Inland Empire SBDC 951-781-2345 Register online at www.iesmallbusiness.com
Tuesday, 09/11/2012 6 pm to 8:45 pm Pre-registration Recommended	Sell More Of What You Already Sell: Learn The Secrets Of Professional Selling - <i>Presented by Orange County SCORE</i>	FREE	Rancho Santa Margarita Orange County Public Library 30902 La Promesa Rancho Santa Margarita, CA 92688	SCORE Orange County 714-550-7369 www.SCORE114.org
Wednesday, 09/12/2012 9 am to 11 am Pre-registration Recommended	Getting the Loan – <i>Presented by the Inland Empire Small Business Development Center and Wells Fargo, sponsored by the Riverside County Workforce Investment Board</i>	\$20	Riverside County Workforce Development Center – Hemet 749 North State Street Hemet, CA 92543	Inland Empire SBDC 951-781-2345 Register online at www.iesmallbusiness.com
Wednesday, 09/12/2012 9 am to 11:30 am Pre-registration REQUIRED	How to Get a Business Loan <i>Find out the many options of financing your small business, presented by the Coachella Valley SCORE</i>	\$25	Coachella Valley Economic Partnership Offices 3111 E. Tahquitz Canyon Way Palm Springs, CA 92262	SCORE Coachella Valley 760-773-6507 Register online at www.scorecv.org

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<p>Wednesday, 09/12/2012 6 pm to 8:30 pm Pre-registration REQUIRED</p>	<p>Five Never-Ending Fundamentals for Sales Success – <i>Being successful in sales requires consistent and never-ending expertise</i></p>	\$25	<p>SCORE Coachella Valley Whitewater Building 43-100 Cook Street, Suite 104 Palm Desert, CA 92211</p>	<p>SCORE Coachella Valley 760-773-6507 Register online at www.scorecv.org</p>
<p>Thursday, 09/13/2012 9 am to 11 am Pre-registration Recommended</p>	<p>The Power of Business Partnerships - <i>This workshop will educate attendees who are considering starting a business with a partner or forming a partnership in the best interest of the business, presented by the Inland Empire Women's Business Center</i></p>	FREE	<p>Inland Empire Women's Business Center 202 East Airport Drive, Suite 100 San Bernardino, CA 92408</p>	<p>Inland Empire WBC 909-890-1242 Register online at www.iewbc.org</p>
<p>Thursday, 09/13/2012 11:30 am to 1:30 pm Pre-registration Recommended</p>	<p>Basic Finance for Your Business – <i>Presented by the Orange County Small Business Development Center, in participation with the La Habra Chamber of Commerce</i></p>	\$25	<p>La Habra Community Center 101 West La Habra Blvd. La Habra, CA 90631</p>	<p>Orange County SBDC Elizabeth Arteaga 714-564-5200 arteaga_elizabeth@rscdd.edu www.ocsbdc.org</p>
<p>Thursday, 09/13/2012 3 pm to 6 pm Pre-registration REQUIRED</p>	<p>The ABC's of Starting Your Own Business - <i>Starting a business is a challenge in the best of circumstances. Join us to discover what you need to do to start a business that will flourish in today's economy, hosted by the Coachella Valley Women's Business Center</i></p>	FREE	<p>Workforce Development Center 44-199 Monroe Street, Room 424 Indio, CA. 92201</p>	<p>Coachella Valley WBC Kim Scanlan Training Coordinator 760-345-9200 Kscanlan@cvwbc.org www.cvwbc.org</p>

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Thursday, 09/13/2012 6 pm to 8 pm Pre-Registration Recommended	Writing a Winning Business Plan - <i>Presented by the Inland Empire Women's Business Center</i>	\$20 if register online by 09/12 \$25 at the door	Inland Empire Women's Business Center 202 East Airport Drive, Suite 100 San Bernardino, CA 92408	Inland Empire WBC 909-890-1242 Register online at www.iewbc.org
Thursday, 09/13/2012 6 pm to 8:30 pm Pre-registration Recommended	Legal Topics for The Small Business - <i>Presented by Orange County SCORE</i>	FREE	IKEA 1475 South Coast Drive Costa Mesa, CA 92626	SCORE Orange County 714-550-7369 www.SCORE114.org
Thursday, 09/13/2012 6 pm to 9 pm Pre-registration Recommended	Social Media Marketing Made Simple - <i>Presented by Orange County SCORE</i>	FREE	Yorba Linda Public Library 18181 Imperial Highway Yorba Linda, CA 92886	SCORE Orange County 714-550-7369 www.SCORE114.org
Friday, 09/14/2012 9 am to 11:30 am Pre-registration REQUIRED	FREE CARAT Webinar: "Website Development - How to Draw a Crowd to Your Website in the Digital Age" <i>In today's world, it is not whether or not your business needs a website; it is a question of how to construct it, who to trust to host it, and what content to offer. This webinar gives participants a glimpse into emerging technologies</i>	FREE	Webinar - Online	Coachella Valley WBC Kim Scanlan Training Coordinator 760-345-9200 Kscanlan@cvwbc.org www.cvwbc.org
Friday, 09/14/2012 9 am to 1 pm Pre-registration Recommended	State Labor Law and Payroll Tax Seminar – <i>Presented by the Employment Development Department (EDD)</i>	FREE	Rancho Santiago Community College District Center 2323 North Broadway, Room 107 Santa Ana, CA 92706	Orange County SBDC Elizabeth Arteaga 714-564-5200 arteaga_elizabeth@rscdd.edu www.ocsbdc.org

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Friday, 09/14/2012 5:30 pm to 8 pm Pre-registration Recommended	Business Plan Writing Clinic	FREE	Rancho Santiago Community College District Operations Building 2323 North Broadway, Room 304 Santa Ana, CA, 92706	Institute for Women Entrepreneurs 714-480-7455 iwe@rsccd.edu www.ociwe.org
Saturday, 09/15/2012 8:30 am to 12:30 pm Pre-registration Recommended	Starting A New Business: What You Should Know And Do	\$30 if register online by 09/14 \$40 at the door (cash or check only)	National University 3390 Harbor Blvd. Costa Mesa, CA 92626	SCORE Orange County 714-550-7369 www.SCORE114.org
Tuesday, 09/18/2012 9 am to 12 Noon Pre-registration Recommended	International Trade/Importing <i>Presented by Orange County SCORE</i>	\$30 if register online by 09/17 \$40 at the door (cash or check only)	National University 3390 Harbor Blvd. Costa Mesa, CA 92626	SCORE Orange County 714-550-7369 www.SCORE114.org
Tuesday, 09/18/2012 10 am to 12 Noon Pre-registration Recommended	The ABC's of Starting a Business – <i>A workshop to help a pre-venture entrepreneur determine the feasibility of their small business idea in the current market. The discussion centers on business plan development, entity formation, managing risk, financial projections and funding opportunities.</i>	\$10 if register online by 09/01 \$15 at the door	Inland Empire Women's Business Center 202 East Airport Drive, Suite 100 San Bernardino, CA 92408	Inland Empire WBC 909-890-1242 Register online at www.iewbc.org
Tuesday, 09/18/2012 11:30 am to 1:30 pm Pre-registration REQUIRED	Look Before You Leap – Avoiding Intellectual Property Problems When Starting a New IT Business	\$25 for non- members FREE for members	Knobbe Martens Olson 2 nd Floor Conference Room 2040 Main Street Irvine, CA 92614	OCTANe 949-330-6569 or info@OCTANeoc.org or www.octaneoc.org

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Tuesday, 09/18/2012 5:30 pm to 7 pm Pre-registration REQUIRED	New Marketing Strategies and Tactics – This workshop will explore traditional and innovative new marketing strategies designed to grow your business, presented by the Coachella Valley Women’s Business Center	\$15	Santa Barbara Business College 34275 Monterey Avenue Rancho Mirage, CA 92270	Coachella Valley WBC Kim Scanlan Training Coordinator 760-345-9200 Kscanlan@cvwbc.org www.cvwbc.org
Wednesday, 09/19/2012 9 am to 11 am Pre-Registration Recommended	Leading on Purpose <i>Presented by Inland Empire SCORE</i>	FREE	Greater Corona Valley Chamber of Commerce 904 E. Sixth Street Corona, Ca. 92879	Inland Empire SCORE 951-652-4390 Register online at www.inlandempire.score.org
Wednesday, 09/19/2012 9 am to 11:30 am Pre-registration REQUIRED	How to Get a Business Loan <i>Learn about the many options for financing your small business from a panel of lending experts</i>	\$25	Coachella Valley Economic Partnership Offices 3111 East Tahquitz Canyon Way Palm Springs, CA 92262	SCORE Coachella Valley 760-773-6507 Register online at www.scorecv.org
Wednesday, 09/19/2012 9 am to 12 Noon Pre-registration Recommended	Are You Doing Business with Government & Corporate America?	\$25	Rancho Santiago Community College District Center 2323 North Broadway, Room 107 Santa Ana, CA 92706	Orange County SBDC Elizabeth Arteaga 714-564-5200 arteaga_elizabeth@rscdd.edu www.ocsbdc.org
Wednesday, 09/19/2012 10 am to 4 pm Pre-registration REQUIRED	Day With an Expert: Government Procurement Meet one-on-one for a one hour appointment with a recognized expert regarding government procurement and doing business with the federal government	FREE	Coachella Valley Women’s Business Center 77-806 Flora Road, Suite A Palm Desert, CA 92211	Coachella Valley WBC Kim Scanlan Training Coordinator 760-345-9200 Kscanlan@cvwbc.org www.cvwbc.org

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<p>Wednesday, 09/19/2012 5:30 pm to 8 pm Pre-registration Recommended</p>	<p>Social Media for the Novice</p>	<p>FREE</p>	<p>Rancho Santiago Community College District Operations Building 2323 North Broadway, Room 340 Santa Ana, CA, 92706</p>	<p>Institute for Women Entrepreneurs 714-480-7455 iwe@rsccd.edu www.ociwe.org</p>
<p>Wednesday, 09/19/2012 6 pm to 8 pm Pre-registration Recommended</p>	<p>Understanding Your Financials - Presented by the Inland Empire Small Business Development Center and Inland Empire Women's Business Center.</p>	<p>\$20 if register online by 09/18 \$25 at the door FREE for Corona Residents with ID</p>	<p>Corona City Hall Multipurpose Room 400 South Vicentia Avenue Corona, CA 92882</p>	<p>Inland Empire WBC 909-890-1242 Register online at www.iewbc.org</p>
<p>Thursday, 09/20/2012 9 am to 12 Noon Pre-registration Recommended</p>	<p>Boost Marketing Results Using Social Media – Hosted by the Inland Empire Small Business Center, sponsored by the City of Rancho Cucamonga.</p>	<p>FREE</p>	<p>Rancho Cucamonga Chamber of Commerce 9047 Arrow Route, Suite 180 Rancho Cucamonga, CA 91730</p>	<p>Inland Empire SBDC 951-781-2345 Register online at www.iesmallbusiness.com</p>
<p>Thursday, 09/20/2012 6 pm to 9 pm Pre-registration Recommended</p>	<p>Internet Law and Your Business - Presented by Orange County SCORE</p>	<p>FREE</p>	<p>Fullerton Public Library 353 W Commonwealth Ave. Fullerton, CA 92832</p>	<p>SCORE Orange County 714-550-7369 www.SCORE114.org</p>
<p>Saturday, 09/22/2012 9 am to 12 Noon Pre-registration Recommended</p>	<p>Accounting for the Defense Contract Audit Agency - An Introduction - Presented by Orange County SCORE</p>	<p>\$30 if register online by 09/21 \$40 at the door (cash or check only)</p>	<p>National University 3390 Harbor Blvd. Costa Mesa, CA 92626</p>	<p>SCORE Orange County 714-550-7369 www.SCORE114.org</p>

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Monday 09/24/2012 6 pm to 9 pm Pre-registration Recommended	Is This Feasible? Developing Financial Projections <i>Presented by the Inland Empire Women's Business Center</i>	\$20 if register online by 09/23 \$25 at the door	Inland Empire Women's Business Center 202 East Airport Drive, Suite 100 San Bernardino, CA 92408	Inland Empire WBC 909-890-1242 Register online at www.iewbc.org
Tuesday, 09/25/2012 6 pm to 8:30 pm Pre-registration Recommended	Building a Consulting Business - <i>Presented by Orange County SCORE</i>	\$30 if register online by 09/24 \$40 at the door (cash or check only)	Mission Viejo City Hall Saddleback Room 200 Civic Center Mission Viejo, CA 92691	SCORE Orange County 714-550-7369 www.SCORE114.org
Tuesday, 09/25/2012 6 pm to 9 pm Pre-registration Recommended	Develop a Winning Business Plan - <i>Presented by Orange County SCORE</i>	FREE	Fountain Valley Library 17635 Los Alamos Fountain Valley, CA 92708	SCORE Orange County 714-550-7369 www.SCORE114.org
Wednesday, 09/26/2012 9 am to 11 am Pre-registration Recommended	How to Start Your Small Business – <i>Presented by the Inland Empire Small Business Development Center, sponsored by the City of Moreno Valley</i>	FREE	Moreno Valley Conference Center Alessandro Room A 14075 Frederick Street Moreno Valley, CA 92507	Inland Empire SBDC 951-781-2345 Register online at www.iesmallbusiness.com
Wednesday, 09/26/2012 9 am to 12 Noon Pre-Registration Recommended	California Wage and Hour Law - <i>Hosted by SCORE Inland Empire</i>	FREE	Redlands City Hall 35 Cajon Street Redlands, CA. 92373	City of Redlands 909-798-7629 Register online at www.inlandempire.score.org
Wednesday, 09/26/2012 1 pm to 3 pm Pre-registration Recommended	How to Start Your Small Business – <i>Presented by the High Desert Small Business Development Center, sponsored by the City of Hesperia Enterprise Zone</i>	FREE	Hesperia Branch Library Conference Room 9650 7 th Avenue Hesperia, CA 92345	High Desert SBDC 760-951-1592 Register online at www.iesmallbusiness.com

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Wednesday, 09/26/2012 6 pm to 8:30 pm Pre-registration Recommended	Creating Your Roadmap to Success-The Art & Science of Creating a Successful Business Plan	\$25	Rancho Santiago Community College District Center 2323 North Broadway, Room 107 Santa Ana, CA 92706	Orange County SBDC Elizabeth Arteaga 714-564-5200 arteaga_elizabeth@rscdd.edu www.ocsbdc.org
Thursday, 9/27/2012 9 am to 11 am Pre-Registration Recommended	The Fundamentals of Human Resources - <i>Sponsored by Fredericks Benefits, hosted by the County of San Bernardino Workforce Development Center and the Inland Empire Small Business Development Center</i>	FREE	West End Employment Resource Center 9650 9 th Street, Suite A Rancho Cucamonga, CA 91730	Inland Empire SBDC 951-781-2345 Register online at www.iesmallbusiness.com
Thursday, 09/27/2012 5 pm to 7 pm Pre-registration REQUIRED	Strategic Growth Series Mergers & Acquisitions: A CEO Perspective	\$25 for non-members FREE for members	Stradling Yocca Carlson 660 Newport Center Dr., Ste. 1600 Newport Beach, CA 92660	OCTANe 949-330-6569 info@OCTANeoc.org www.octaneoc.org
Thursday, 09/27/2012 5:30 pm to 8:30 pm Pre-registration Recommended	QuickBooks for Wholesale/Manufacturing <i>Presented by Orange County SCORE</i>	FREE	Tustin Branch Orange County Public Library 345 East Main Street Tustin, CA 927803	SCORE Orange County 714-550-7369 www.SCORE114.org
Thursday, 09/27/2012 6 pm to 8 pm Pre-registration Recommended	How to Start Your Small Business – <i>Presented by the Inland Empire Small Business Development Center, sponsored by the Riverside County Workforce Investment Board</i>	FREE	Riverside County Workforce Development Center – Southwest 30135 Technology Drive Murrieta, CA 92563	Inland Empire SBDC 951-781-2345 Register online at www.iesmallbusiness.com

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Thursday, 09/27/2012 6 pm to 8:30 pm Pre-registration REQUIRED	FREE CARAT Webinar: "E-Marketing": <i>Marketing will make or break a business — and knowing how to market online will place you far above the crowd. E-Marketing is fast becoming THE marketing solution</i>	FREE	Webinar - Online	Coachella Valley WBC Kim Scanlan Training Coordinator 760-345-9200 Kscanlan@cvwbc.org www.cvwbc.org
Thursday, 09/27/2012 6 pm to 9 pm Pre-registration Recommended	Intellectual Property Fundamentals for the Start-up - <i>Presented by Orange County SCORE</i>	FREE	Digital Media Center 1300 S. Bristol Santa Ana, CA 92704	SCORE Orange County 714-550-7369 www.SCORE114.org
Saturday, 09/29/2012 9 am to 12 Noon Pre-registration REQUIRED	The ABC's of Starting Your Own Business - <i>Starting a business is a challenge in the best of circumstances. Join us to discover what you need to do to start a business that will flourish in today's economy</i>	FREE	Coachella Valley Women's Business Center 77-806 Flora Road, Suite A Palm Desert, CA 92211	Coachella Valley WBC Kim Scanlan Training Coordinator 760.345.9200 Kscanlan@cvwbc.org www.cvwbc.org

UPCOMING EVENTS

Wednesday, 10/10/2012 thru Thursday, 10/11/2012 8 am to 9 pm Wednesday 7:30 am to 7 pm Thursday Pre-registration REQUIRED	Medical Device & Investor Forum	\$550 for non-members by 10/05/2012 \$250 for members by 10/05/2012	Hyatt Regency Irvine 17900 Jamboree Road Irvine, CA 92614	OCTANe 949-330-6569 info@OCTANeoc.org www.octaneoc.org
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Thursday, 10/18/2012 8:30 am to 12 Noon Pre-registration REQUIRED	8(a) Application Workshop – <i>8(a) is a business development program created to help small disadvantaged businesses compete in the American economy and access the federal procurement market</i>	FREE	U.S. Small Business Administration Santa Ana District Office 200 West Santa Ana Blvd., Ste. 700 Santa Ana, CA 92701	To register contact U.S. Small Business Administration Sandra Diaz 714-560-7446 sandra.diaz@sba.gov
Wednesday, 10/31/2012 9 am to 12 Noon Pre-registration REQUIRED	8(a) Application Workshop – <i>8(a) is a business development program created to help small disadvantaged businesses compete in the American economy and access the federal procurement market – this workshop is presented by the SBA, Santa Ana District Office</i>	FREE	High Desert Small Business Development Center 15490 Civic Drive, Suite 102 Victorville, CA 92392	To register contact U.S. Small Business Administration Sandra Diaz 714-560-7446 sandra.diaz@sba.gov

OTHER EVENTS

Thursday, 09/06/2012 8:30 am to 11:30 am Pre-registration REQUIRED	Understanding the Federal Government Acquisition Process	FREE	RCCD Procurement Assistance Center Office of Economic Development 152 E. Sixth Street Corona, CA 92879	RCCD / PAC Yvonne Hill 951-571-6459 Yvonne.hill@rccd.edu Register at www.rccpac.com
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Thursday, 09/06/2012 3 pm to 7 pm Pre-registration REQUIRED	Mission Viejo Chamber of Commerce Business Showcase – Hosted by the City of Mission Viejo Economic Development Program	FREE	Norman P. Murray Community & Senior Center 24032 Veterans Way Mission Viejo, CA 92691	City of Mission Viejo Karen Wylie 949-470-8409 kwylie@cityofmissionviejo.org
Wednesday, 09/12/2012 9 am to 2 pm Pre-registration REQUIRED	2012 Inland Empire West Job Fair – Presented by the County of San Bernardino Workforce Investment Board	FREE *Must register by 09/07/12	LA/Ontario International Airport Terminal Building 1 (Old Terminal) 1940 East Moore Way Ontario, CA 91761	County of San Bernardino Workforce Development Depart. Vanessa Gilmore 909-387-9851 vgilmore@wdd.sbcounty.gov
Wednesday, 09/25/2012 6 pm to 8:30 pm Pre-registration REQUIRED	Managing Tax Payments Electronically and Official Sales and Use Tax Information – Presented by the IRS, and the California Board of Equalization	FREE	Mission Viejo City Hall Saddleback Room 200 Civic Center Mission Viejo, CA 92691	City of Mission Viejo Karen Wylie 949-470-8409 kwylie@cityofmissionviejo.org Register at www.boe.ca.gov
Wednesday, 09/26/2012 and Thursday, 09/27/2012 8 am to 1 pm Pre-registration REQUIRED	Training, Knowledge and Opportunities (DLA) <i>Doing business with the Defense Logistics Agency</i>	FREE	RCCD Procurement Assistance Center Office of Economic Development 152 E. Sixth Street Corona, CA 92879	RCCD / PAC Yvonne Hill 951-571-6459 Yvonne.hill@rccd.edu Register at www.rccpac.com

<u>DATE/TIME</u>	<u>SUBJECT</u>	<u>FEE</u>	<u>LOCATION</u>	<u>CONTACT NUMBER</u>
Wednesday, 10/10/2012 8 am to 5 pm Pre-registration REQUIRED	2012 Procurement & Export / Import Opportunities Conference <i>Presented by the Asian Business Association of Orange County</i>	\$40 *Lunch and Free Parking Included	Disneyland Hotel Exhibit Hall 1500 Magic Way Anaheim, CA 92802	Asian Business Association of Orange County 949-222-2291 Register at www.procon.abaoc.org
Thursday, 10/11/2012 7:30 am to 2 pm Pre-registration REQUIRED	Fourth Annual Faith-Based Summit – Workshops <i>pertaining to non-profit and faith-based business groups</i>	\$45	City of Riverside Lemon Street Municipal Auditorium 3485 Mission In Avenue Riverside, CA 92501	AmPac TriState CDC Hilda Kennedy 909-915-1706 Register with the Inland Empire Women's Business Center at www.iewbc.org

“The U.S. Small Business Administration plays a vital role in enabling America’s entrepreneurs to start, grow and succeed. Through our wide array of services - loan guarantees, assistance for small businesses in federal contracting, and business counseling – the SBA has helped millions of individuals start and grow their small businesses.” This is a quote from the District Director of the SBA Santa Ana District Office, Adalberto Quijada.

The Santa Ana District monthly Management Training Calendar is one of those services. This calendar provides information on co-sponsored business workshops, expos, and conferences provided by our Resource Partners, other government agencies, local government agencies, and business organizations in the counties of Orange, Riverside and San Bernardino. Events pertaining to the small business community from non-cosponsored events are listed in the section called Other Events.

Visit the Santa Ana District Office website at www.sba.gov/ca/santa or to see all that the SBA has to offer small businesses view the national website at www.sba.gov. A list of U.S. Small Business Administration resources is on the next page.

THE U.S. SMALL BUSINESS ADMINISTRATION SPONSORES THE FOLLOWING RESOURCES:

SCORE “Counselors To America’s Small Business” - Provide FREE one-on-one counseling, monthly low-cost pre-business seminars, various workshops, and problem-solving assistance for those already in business.

ORANGE COUNTY: 714-550-7369, 200 West Santa Ana Blvd, Suite 700, Santa Ana 92701 – www.score114.org

SCORE Women’s Business Site: www.score.org/women

SCORE Women’s Business Blog: <http://womensblog.score.org>

COACHELLA VALLEY: 760-773-6507, 43-100 Cook Street, Suite 104, Palm Desert 92511 – www.scorecv.org

RIVERSIDE COUNTY: 951-652-4390 – 11801 Pierce Street, 2nd Floor, Riverside 92505 – www.inlandempire.score.org

SAN BERNARDINO COUNTY: Call your local Chamber of Commerce - www.inlandempire.score.org or www.score114.org

Small Business Development Centers (SBDC) - Provide training, consulting, and technical assistance in all aspects of small business management. For further information, contact the SBDC in your area.

INLAND EMPIRE:

“New Location” 951-781-2345; 603 North Euclid, Ontario, 91762 – www.iesmallbusiness.com

COACHELLA VALLEY: 760-340-1575; 3111 East Tahquitz Canyon Way, Palm Springs, 92262 – www.cvsbdc.com

HIGH DESERT: 760-951-1592; 15490 Civic Drive, Suite 102, Victorville 92392

ORANGE COUNTY: 714-564-5200; 2323 North Broadway, Suite 201, Santa Ana, 92706 – www.ocsbdc.org

TRITECH (TECHNOLOGY): 949-734-5635; 18552 MacArthur Blvd., Suite 208, Irvine, 92617 (**HI-TECH/HI-GROWTH ONLY**) “New Location”

“New Locations” 951-571-6480; 1650 Spruce Street, Suite 500, Riverside, 92507 - www.tritechsbdc.org

Satellite Office: 152 East Sixth Street, Corona, 92879 - www.tritechsbdc.org

(To schedule appointment at Corona Satellite Office use TriTech main Riverside telephone number)

Women’s Business Center (WBC) - Provides business counseling, workshops and mentoring events for start-up and existing women-owned businesses.

I.E. W.B.C.: 909-890-1242; 202 E. Airport Drive, Suite 100, San Bernardino, 92408 – www.iewbc.org

COACHELLA VALLEY: 760-345-9200; 77-806 Flora Road, Suite C, Palm Desert, 92211 – www.cvwbc.org

ORANGE COUNTY: **Institute for Women Entrepreneurs:**
714-480-7455; 2323 North Broadway, Suite 240, Santa Ana, 92706 – www.ociwe.org

U.S. Commercial Service - Provides counseling, financing, and market information for new to export and ready to export companies through SCORE, SBA, and the Department of Commerce. For further information call 949-660-1688 – www.trade.gov/cs

On-Line Resources:

SBA’s Official Website www.sba.gov — general information on SBA programs and services with links to local and outside resources. For the **Santa Ana District Office website:** www.sba.gov/ca/santa

National SCORE Website www.score.org — information on the SCORE organization and access to online counseling

National SCORE Hispanic Website www.score.org/hispanic.html — information on the SCORE organization and access to online counseling in Spanish.

SBA’s Official Web Site in Spanish www.sba.gov/español — general information on SBA programs and other resources available for small businesses.

Santa Ana District Small Business Resource Guide www.smallbusiness3.com – Guide includes a brief summary of SBA programs and local contact numbers for resources.

All of SBA's programs and services are extended to the public on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made, if requested at least two weeks in advance. Contact the U. S. Small Business Administration at 714-550-7420.