

Business Training

December 2007



When Cash is King...

Smart Cash Flow

Cash is king when it comes to a growing company. The lag time between paying your suppliers and the time you collect from your customers is the problem.

The solution is smart cash flow management.

Join us in **Clarksburg** as Christina Lundberg gives you the tools to speed up cash collections, get help with accounts payable, and use your financial statements to better manage your cash. Two hours. \$45

December 4 Clarksburg
[Register](#)



Rev Up Your Marketing in 2008!

ABCs of Marketing

With this workshop, you'll have a 4 step strategy for developing a first-rate marketing plan, including smart market segmentation, cost-effective research tips, and branding tools. This session was designed for business owners who want to get back to marketing basics and for new marketing people. Two hours. \$25



Exporting & Taxes



December 10
Morgantown

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[Training Calendar](#)

[More about the SBDC](#)



Questions?

Call
888-982-7232

December 3 Romney [Register](#)
December 14 Martinsburg [Register](#)

Be Your Own Boss

Licensing & Registering a New Business

Learn the rules and regulations about going into business in WV. Compare the differences in sole proprietorships, partnerships and corporations. Find out what licenses and permits you will need, the types of insurance required and how to find the best location for your business. Two hours. \$25

December 14 Winfield [Register](#)
December 18 Martinsburg [Register](#)

Need a question answered right now?

Try the Business **Ask Me** Line.

Dial 888-982-7232 or [Email](#) Today.

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