

## nextSTEP BUSINESS CLASSES | TUESDAYS & THURSDAYS 6-8pm

A 15 week series starting Tuesday, August 24 through Thursday, December 7, 2010

All classes are held at the Chicago Urban League

- > Receive the tools to fully execute a business plan
- > One-on-One Business Support Clinics
- > Network with other business owners
- > Learn how to improve your business skills

These entrepreneurial education classes are hands-on learning experiences that assist entrepreneurs in learning how to write a business plan, forecast financial potential, how to conduct market research and take the right steps to start or grow an existing business.



### August

Tues	8/24/2010	Are you Ready to be an Entrepreneur?
Thur	8/26/2010	Passion, Purpose and Profit
Tues	8/31/2010	Untangling the Legal Web of Running a Business

### September

Thur	9/2/2010	Understanding Insurance for Your Small Business
Tues	9/7/2010	How to Start a Business
Thur	9/9/2010	Register Your Business
Tues	9/14/2010	Marketing Research
Thur	9/16/2010	Developing a Solid Marketing Strategy for Your Business
Tues	9/21/2010	Your Roadmap to Success — The Business Plan!
Thur	9/23/2010	Financial Management for Your Small Business
Tues	9/28/2010	Developing Cash Flow and Financial Statements
Thur	9/30/2010	QuickBooks 101- Learn How to Set-up Your Books!

### October

Tues	10/5/2010	Business Processes and Operations
Thur	10/7/2010	Business Process Improvement
Tues	10/12/2010	Creating and Marketing Your Brand
Thur	10/14/2010	Marketing on a Shoestring Budget
Tues	10/19/2010	Creating an Effective Digital Marketing Strategy
Thur	10/21/2010	Social Media Marketing: Facebook, Twitter, LinkedIn
Tues	10/26/2010	Strategies for Developing Phenomenal Sales Techniques
Thur	10/28/2010	Grants 101

### November

Tues	11/2/2010	How to Start a Not-For-Profit Business Part I
Thur	11/4/2010	How to Start a Not-For-Profit Business Part II
Tues	11/9/2010	How to Get Media Coverage for Your Business
Thur	11/11/2010	I have an idea for an invention. What next?
Tues	11/16/2010	Developing a Business Plan for an Online Business
Thur	11/18/2010	Effective Technology in a Small Business
Tues	11/23/2010	Developing a Basic Website
Thur	11/25/2010	No Class - Thanksgiving
Tues	11/30/2010	The Power of Networking

### December

Thur	12/2/2010	Financing Your Business
Tues	12/7/2010	Graduation - Present to Us Your Business... Are you on Track?

Don't Delay! Reserve your seat today! Maximize the benefits by taking the full series!

**Space is Limited!**

**ONLINE REGISTRATION REQUIRED!**

Register now at [www.TheChicagoUrbanLeague.org](http://www.TheChicagoUrbanLeague.org) (click on "Entrepreneurship")

Take one class or take the whole series! Payment methods...

Online \$20 per class | At the door \$25 per class | Full Semester \$200

Chicago Urban League | 4510 S. Michigan | Chicago, IL 60653

\$620  
Value!