

June Seminars

- Kitchener
- Waterloo
- Cambridge
- Starter Company Program
- Small Business Community Network (SBCN)

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
29	30	31	1 Startup Business Basics Waterloo 10.00-11.30	2
5 How to Select a Franchise – Cambridge 18:00-19:00	6	7 ATP- HR Consulting 9:30-11:30 Small Business Grows BIG Online-Kitchener 17:45-21:00	8 ATP - Accounting Waterloo 9.30-11.30 Business Plan Coaching- Waterloo 10.00-12.00	9
12 Business Plan Coaching- Kitchener 18:00-20:00	13 Startup Business Basics - Cambridge 10:00-11:30	14 Startup Business Basics: Kitchener 16:30-18:00 SBCN 19:00-21:00	15 Startup Business Basics Waterloo 10.00-11.30	16 ATP - Accounting 9:30-11:30 Discover Your Market Potential – Kitchener 9:30-11:00
19 What to Consider Before Purchasing a Franchise – Kitchener Lunch and Learn12:15-1:00	20 ATP-Legal 15:00-17:00	21 ATP- Etsy Online Sales/Marketing 17:00-19:00	22	23
26 Small Business Legal Fundamentals - Contracts 101 Cambridge 9:00-11:30	27 ATP - Accounting Waterloo 9.30-11.30	28 Startup Business Basics : Kitchener 13:00-14:30	29 ATP- Operations / Time Management Consultant 15:00-17:00	30 Discover Your Market Potential – Kitchener 9:30-11:00

Startup Business Basics

Facilitated by: WRSBC Staff

Starting a new business venture? Learn the necessary steps to start your business! Including:

- how to assess your entrepreneurial readiness
- the various forms of business ownership
- government regulations
- the importance of a business plan
- forecasting cash flow
- Mentorship, guidance, and coaching
- identifying your target market
- when and why to register for HST
- Business plan development

Access to Professionals

Facilitated by: WRSBC Staff

Through this unique program, entrepreneurs receive business solutions and advisory services relating to their business during a 40 minute one-on-one consultation. One-on-one consultations are by referral only and include:

- Legal - Giffen LLP Lawyers
- Accounting - Jacqueline Morris CGA accountant & Andrejus Civilis AC Cloud Inc.
- Etsy Online Sales/Marketing - Jessica Murphy, Rawkette
- Operations/Growth Consultant - Ada Y. Barlatt, OperationsAlly
- Social Media Marketing- Mallory Manchur, Mal&Co

Please contact our office to book an appointment; fee is refundable upon arrival for legal and accounting consultations only. To cancel, please contact us before noon on the Friday before the scheduled appointment. Cash payment is \$20+HST; online payment is \$22+HST.

Discover Your Market Potential

Facilitated by: Gian Mancuso

Go from a business idea to your first customer fast. Take this opportunity to learn how to test the market in less time, with less risk, and with minimal investment. In this hands-on, practical workshop, learn proven techniques for getting to 'product market fit' fast. See how other companies have done it, and get a step-by-step guide to doing it yourself. Time is our most precious commodity, make sure you're spending it heading in the right direction.

SBCN Networking Group

Facilitated by: WRSBC Staff

Welcome to the Small Business Community Network (SBCN) Relationship building • Networking with a purpose • Social media

We are your catalysts for continual growth and your connection to the business community across Canada. Enjoy business-to-business networking, mentoring, monthly seminars, special events and conferences, small business articles, videos, and broadcasts.

Small Business Legal Fundamentals

Facilitated by: WRSBC Staff

This seminar will provide an overview of the legal implications involved in operating your business as a sole proprietorship, partnership or corporation.

Small Business Grows BIG Online

Featuring: Shopify and More!

Whether your online business presence is at its conception, growth stage, or selling stage, this is the seminar for you. In addition to a panel discussion, you will have access to experts in Shopify, Social Media, Website Development, E-Marketing, E-Commerce and more. Have your questions answered and push your online sales to the next level.

How to Select a Franchise & What to Consider Before Purchasing a Franchise

Featuring: Facilitated by Robert Balthes, consultant FranNet

Thinking about buying a franchise? Robert is a past Tim Hortons franchisee with 20 years experience. Retired from Tim Hortons, he now works as a consultant. In this session Robert looks at some of the major points to consider when considering buying a franchise, helping prospective business owners find the right business that match's their goals, skills and needs.