



**Now taking Applications for the Award Winning Clatsop
Community College Small Business Development
Center Small Business Management Program.**

One of the most dynamic and rewarding programs offered for existing businesses is the Clatsop Community College SBDC Small Business Management Program, a program the college has offered since 1979.

What is this program? It is a nine month program for established business owners in which YOUR business is the textbook. SBM covers management topics through a customized curriculum, helping you identify and prioritize outcomes and devise a plan to achieve them.

The program is built to suit all learning styles. It is designed for business people.

There are three ways to help you learn:

-Classroom sessions that are a combination of instructor-led learning along with discussion. These sessions are held one day a month for three hours at our Seaside CCC South County Center on the second Tuesday of each month, starting on Thursday October 1st.

-Monthly one-on-one coaching sessions with a business counselor providing you with a personal and confidential business consultant whose only goal is to see your business succeed.

The session is held one day a month at your business where you and the counselor roll up your sleeves and review critical issues pertaining to your business, and set a game plan in place.

-Opportunity to network with other business owners and learn from your peers. As we have seen from our sessions, it is energizing to be sitting with other business owners who may have nothing to do with your business, but have the same issues every business has to deal with, from cash flow to payroll, employee discipline and turnover, marketing, and so on.

The actual sessions are broken down into three main "pillars": Sales & Marketing, Finance & Accounting and Operational Management, and curriculum and instructional materials include "hands-on" exercises that are educational and fun at the same time.

Note there is a cost to this class, which at \$595.00 over the period of all the classroom session and counseling sessions at the business equates to an hourly rate of about \$12.00 per hour. Some private consultants charge over \$100.00 an hour.

Is this the program for you? Here are some things to think about:

- Are you a "for-profit" business owner or manager?
- Actively involved in the business?
- Are willing to commit time each month, to attend classes and prepare for the one-on-one visits?
- Want to develop yourself as a life-long learner?
- Are you willing to accept and try new ideas?
- Do you want to increase your business skills and grow your business?

SPACE IS LIMITED SO APPLY NOW.

Please contact myself or Small Business Management Program Manager, Mark Redwine, or advisors Dick Powell, Tom Leiner, or David Reid for more information.

Contact Information:

**Clatsop Community College South County Center
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[503-338-2402](tel:503-338-2402)**

Note our CCC SBDC was honored with the SBA District 10 "2015 Excellence & Innovation Award" that included the states of Alaska, Idaho, Oregon and Washington, and we are excited to expand our programs to businesses in Clatsop County.

**Kevin Leahy
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