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CONTACT 404-331-0121  
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JUNE 2004 SMALL BUSINESS SEMINARS

## **Small Business Loan Secrets: Finding and Persuading Lenders**

*A Plan to Attract Essential Capital for your Small Business*

- ! Find lenders for your deal.
- ! Learn if Venture Capital is possible.
- ! Find your best funding source.
- ! Discover Secrets of Borrowing.
- ! Negotiate your best deal.
- ! Make an awesome presentaion.

**Wednesday, June 9, 7:00pm - 9:30pm**  
**American Red Cross Center**

**1925 Monroe Drive (off I-85), Atlanta – 2<sup>nd</sup> floor Conference Room**

Fee: \$40 pre-registered / \$50 at the door

Register at [www.scoreatlanta.org](http://www.scoreatlanta.org) or 404-331-0121

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## **How To Create A Winning Business Plan**

Learn what is at the heart of a winning business plan.

Find out how to focus your thoughts into a convincing business case.

Make your business plan stand out from the crowd.

Understand how to maximize value creation and win against the competition.

Package your thoughts in a cohesive, well-organized document.

**Tuesday, June 15, 10:00am - 1:00pm**  
**SBA Georgia District Office**

**233 Peachtree Street, 1900 Harris Tower, Atlanta (Peachtree Center)**

Fee: \$40 pre-registered / \$50 at the door

Register at [www.scoreatlanta.org](http://www.scoreatlanta.org) or 404-331-0121

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## **How To Start A Successful New Business**

# Essential Information to Help You Succeed

**From first idea to first dollar, business development case studies will outline the right way to launch a business or tune up an existing one.**

**Learn how to determine how much money is needed to open a business and sustain it over the startup period.**

**Explore initial marketing concepts to full scale plans, with a focus on how to mount cost-effective promotions that result in profitability.**

**Study basic business legal issues and government requirements as well as the steps needed to protect your interests.**

**Wednesday, June 23, 9:30am - 4:00pm**

**SBA Georgia District Office, Peachtree Center**

**233 Peachtree St., N.E., Atlanta — Harris Tower, Suite 1900**

**Fee: \$55 pre-registered / \$65 at the door**

**Register at [www.scoreatlanta.org](http://www.scoreatlanta.org) or 404-331-0121**

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Note to editor: For more info on SCORE/Atlanta, e-mail [office@scoreatlanta.org](mailto:office@scoreatlanta.org) or call 404-331-0121. For detailed background material visit the SCORE national site or [www.sba.gov](http://www.sba.gov). The SCORE Association is a nonprofit association and SBA resource partner dedicated to entrepreneur education and the formation, growth and success of small business nationwide. The association is headquartered in Washington, D.C. with 390 chapters throughout the United States and its territories, and has counseled some 6 million entrepreneurs. Atlanta chapter 48 is one of the largest and ranks as the top chapter in number of consultations.