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**Oakland County  
Michigan**

**Planning & Economic Development Services**

**NEWS  
RELEASE**

**FOR IMMEDIATE RELEASE**

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**November Business Workshops Offered By Oakland County**

**Waterford, Michigan – October 30, 2009** - Business owners and entrepreneurs who need assistance are invited to attend seminars in November, 2009 offered by the Oakland County Business Center. Business Basics workshops are now offered in the evenings on alternating months.

**Women's Business Certification (WBE) Orientation**- Learn about the benefits and process of becoming a Women's Business Enterprise. Benefits include certification to private sector WBE's and access to procurement opportunities with major national companies. The class is held on Wednesday, November 4, from 9:00 a.m. to 11:00 a.m. at the Oakland County Executive Office Building Conference Center, 2100 Pontiac Lake Road, west of Telegraph, Waterford. Registration is \$25, with checks made payable to C.E.E.D. For location specifics and pre-registration, visit our website at [oakgov.com/peds/calendar](http://oakgov.com/peds/calendar), or call (248) 858-0783. Presented by the Michigan Women's Business Council. No refunds.

**Pre-Business Research** - Are you thinking of starting your own business and want to research your business idea? Are you a business owner who wants to understand which research sources to use for your business plan and where to find the information you need? The class is held on Thursday, November 5, from 9:00 a.m. to 12:30 p.m. at the Oakland County Executive Office Building Conference Center, 2100 Pontiac Lake Road, west of Telegraph, Waterford. For location specifics and pre-registration, visit our website at [oakgov.com/peds/calendar](http://oakgov.com/peds/calendar), or call (248) 858-0783. Presented by The Entrepreneur's Source, Oakland County's Business Center, Market Research Department, and the Oakland County Public Library Business Librarian. This workshop is free, but pre-registration is required.

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**L. Brooks Patterson, Oakland County Executive**

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**Small Business Loan Workshop** - Getting a small business loan can be a challenging process. Learn the "5 C's of Credit", how to develop a winning loan proposal and what you need to know to position your business to be "bankable" **before** you meet with a lender. The class is held on Thursday, November 12, from 8:45 a.m. to noon at the Oakland County Executive Office Building Conference Center, 2100 Pontiac Lake Road, west of Telegraph, Waterford. For location specifics and pre-registration, visit our website at [oakgov.com/peds/calendar](http://oakgov.com/peds/calendar), or call (248) 858-0783. The fee is \$20/person. Please make checks payable to S.C.O.R.E. Cost includes handouts and SBA Source Book. No refunds.

**Start a Business** is a seminar for anyone thinking about going into business. Participants examine their entrepreneurial skills, learn how to implement their ideas and receive a list of pitfalls to avoid when starting a business. The class runs from 9:00 a.m. to noon on Thursday, November 12, at the Oakland County Executive Office Building Conference Center, 2100 Pontiac Lake Road, west of Telegraph, Waterford. For location and pre-registration, visit our website at [oakgov.com/peds/calendar](http://oakgov.com/peds/calendar), or call (248) 858-0783. The fee is \$30. No refunds.

**Write a Business Plan** is a workshop for small business owners who are developing a plan to serve as their road map to success. The class is held on Thursday, November 19, from 9:00 a.m. to noon at the Oakland County Executive Office Building Conference Center, 2100 Pontiac Lake Road, west of Telegraph, Waterford. For location specifics and pre-registration, visit our website at [oakgov.com/peds/calendar](http://oakgov.com/peds/calendar), or call (248) 858-0783. The fee is \$40, which includes all materials. No refunds.

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### **Future Workshops**

(AM) Morning Class 9 a.m. to 12/12:30 p.m.

(PM) Evening Class 6 p.m. to 9/9:30 p.m.

### **December 2009**

03: How to Start a Business Workshop (PM)

08: Pre-Business Research Workshop (PM)

09: How to Increase Your Sales & Grow Your Business

10: How to Write a Business Plan Workshop (PM)

### **January 2010**

07: Pre-Business Research Workshop (AM)

14: How to Start A Business Workshop (AM)

15: Listening to Your Business (AM)

21: How to Write a Business Plan (AM)

26: Legal & Financial Basics (AM)

28: Market Your Business (AM)

The Web site address for Oakland County Planning & Economic Development Services Workshops is [www.oakgov.com/peds/calendar](http://www.oakgov.com/peds/calendar).

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