

Highlight

Website Design

16th—The Small Business Development Center at The University of Texas-Pan American and the Texas Veterans' Business Outreach Center are proud to host web design expert **Tony Navarra**.

Join him on **July 16 from 10 am to 12 pm at the UTPA Annex** as he guides audience members through a step-by-step training on how to develop and customize websites to fit the unique needs and styles of small business owners. Audience members leave with a ready-made web page at the end of the session!

Registration is required as computer lab seating is limited! To sign up, please call the SBDC at (956)292-7535 or VBOC at (956)292-7555.

SBDC Calendar of Events JULY 2009



Funded in part through a cooperative agreement with the U.S. Small Business Administration. Reasonable arrangements for persons with disabilities will be made, if requested at least two weeks in advance. Assistance for the hearing impaired can be attained by calling the TDD at (956) 384-5071. For additional information, call us at (956) 292-7535 or visit the SBDC website at www.utpa.edu/sbdc.

SUN	MON	TUE	WED	THU	FRI	SAT
			1 Pasaporte al Éxito-E	2 Power of Business Planning-E	3	4 Independence Day
5	6 Dale Carnegie Sneak Peak/ Class 1-E	7 Customer Service Plus-B	8 Disaster Preparedness-E Basics in Business-E RFP-E	9 The 7 Keys to Small Business Marketing-E	10	11
12	13 Dale Carnegie Class 2-E	14 Basics in Business-E BDMIS-B	15 Export Basics-E	16 Hub & 8(a)-0 Power of Business Planning-E Website Design-E	17	18
19	20 Disaster Prep-O Dale Carnegie Class 3-E	21 Power of Business Planning-B Texas Friendly™ -E	22 Basics in Business-E	23 The Language of Business-E Marketing Your Business-O	24	25
26	27 Dale Carnegie Class 4-E	28 Basics in Business-E	29 HyperGrow Your Business-H	30 Trade Webinar- E Power of Business Planning- E TAMACC: Doing Business Internation- ally / International Labor Issues-O	31	

E—EDINBURG

H—HARLINGEN

B—BROWNSVILLE

O—OTHER

The University of Texas-Pan American Small Business Development Center

EDINBURG

- 7/1 Pasaporte al Éxito: Estrategias Claves de Inmigración de los EE.UU. Para el 2009 y en Adelante—Individuos que desean invertir en los EE.UU. podrán obtener información sobre Visas de Inversión, requisitos de elegibilidad, los beneficios y desventajas de inversiones extranjeras, y mucho más. Curso ideal para comerciantes. Cuota: Gratis (UTPA Annex, Edinburg) 6 – 8 pm.
- 7/2 7/16 7/30 The Power of Business Planning—Learn about the components of a business plan, a necessary tool for obtaining financing. Recommended for active clients. Fee: None (UTPA Annex, Edinburg) 7/2, 7/30 from 6 pm—8 pm **AND** 7/16 from 2-4 pm.
- 7/6 Dale Carnegie Training: A “Sneak Peak” (12 Week Program Orientation/Class 1)—A FREE SESSION! Get a “sneak peak” on the secrets to personal & professional success by Dale Carnegie! Hear an overview of THE leadership course for those striving for excellence by taking class 1 for free! Call (361) 692-1912 for course, waiting list, schedule, and fee information. (UTPA Annex, Edinburg) 6 pm—9:30 pm. **Presented in partnership with Dale Carnegie Training of South Texas*
- 7/8, 7/14/ 7/22 7/28 Basics in Business—Learn about permits, licenses, etc. to get your business started. Recommended course for new clients. Fee: None (UTPA Annex, Edinburg) from 7/8, 7/22 from 6—8 pm **AND** 7/14, 7/28 from 2 —4 pm.
- 7/8 Emergency Preparedness for the Work Place—This session reviews what small businesses need to consider when developing an emergency preparedness plan. Listen to tips from CPA Agustin Negrete, Dr. John Thomas from Blue Thing, Leo Rodriguez from State Farm Insurance, and the City of McAllen Emergency Management Team on how to prepare for unforeseen events in your small business. Recommended for active clients. Fee: None (UTPA Annex, Edinburg) 9-11 am.
- 7/9 The 7 Keys to Small Business Marketing Success—This seminar is a basic guide for small business owners looking to improve or develop their marketing strategy for their business. Recommended for new clients. Fee: None (UTPA Annex, Edinburg) 2 pm—4 pm.
- 7/8 Responding to an RFP This seminar is designed to provide knowledge, insight, and tips useful in responding to a request for a proposal for government contracts. Fee: None (UTPA Annex, Edinburg) 2—4 pm. **Presented in partnership with Rio South Texas Regional PTAC*
- 7/13, 7/20, 7/27 Dale Carnegie Training: The 12-Week Program—leadership classes 2 through 12 for those wanting to excel professionally and personally! Call (361) 692-1912 for course, waiting list, and fee information. (UTPA Annex, Edinburg) 6 pm—9:30 pm. **Presented in partnership with Dale Carnegie Training of South Texas.*
- 7/15 SBDC Trade: The Basics of Exporting: “Laying the Foundation” - Determine the reasons for exporting, recognize export risks, observe common export mistakes, determine product classifications Fee: None (UTPA Annex, Edinburg) 2-4 pm.
- 7/16 Website Design See Calendar Highlight! Fee: None (UTPA Annex, Edinburg) 10 am-12pm.
- 7/21 Texas Friendly™ Home-Grown Customer Service - This comprehensive training by Texas Friendly™ focuses on the six hospitality habits necessary for quality customer service! Other topics emphasized include business etiquette, phone courtesy, working with difficult people, handling complaints, cultural etiquette, and communication. Fee: ~~\$25~~ **FREE for a limited time only!** (UTPA Annex, Edinburg) 6-8 pm.
- 7/23 The Language of Business—Learn about the financial statements in your business. What are they for and how to they relate to each other? Recommended for active clients. Fee: None (UTPA Annex, Edinburg) 6—8 pm.
- 7/30 “Benefits of Leveraging Inbound Warehouses and Trading Companies (Comercializadoras) When Selling to Mexico” Webinar— Learn about the benefits of inbound warehouses and trading companies (Comercializadoras) in order to leverage your supply chain management and facilitate your exports to Mexico. Fee: None (UTPA Annex, Edinburg) 1-3 pm.

HARLINGEN

- 7/29 HyperGrow!® Your Small Business!—“Double, triple, or quadruple any business by harnessing the natural laws of growth!” Learn key laws that every business must comply with to grow revenues and profits—Based on the book by Curtis Clinkenbeard. Recommended for active clients. Fee: None (Harlingen Chamber of Commerce) 2 —4 pm.

BROWNSVILLE

- 7/7 Customer Service Plus—Nowadays, customers are smarter, more demanding, and more mobile than ever. Exceeding customer expectations may seem almost impossible, but this seminar will help you meet and exceed customers’ expectations. Recommended for active clients. Fee: None (Brownsville Chamber of Commerce) 2 —4 pm.
- 7/14 BDMIS :The Electronic Application Process This seminar describes the new internet based system that allows small business owners to organize and complete the materials to obtain certification in the 8(a) business development program. This new system facilitates the process of getting 8(a) certified while also making the process much faster than the old paper-based system. A highly recommended seminar for those looking to contract with the federal government with an 8(a) certification Fee: None (Brownsville Chamber of Commerce, Brownsville) 9 am-12 pm. **Presented in partnership with Rio South Texas Regional PTAC*
- 7/21 The Power of Business Planning—Learn about the components of a business plan, a necessary tool for obtaining financing. Recommended for active clients. Fee: None (Brownsville Chamber of Commerce, Brownsville) 2-4 pm.

OTHER

- 7/16 Hub & 8(a). What is 8A? How does HUB certification help my business? Being 8A and HUB certified can help your business obtain contracts for greater success! Learn more about minority business certifications from SBA and HUB specialists. Recommended for active clients. Fee: None (The Monitor, McAllen) 9-11 am. ** Presented in partnership with SBA, the UTPA HUB Program, Rio South Texas Regional PTAC*
- 7/20 Emergency Preparedness for the Work Place—This session reviews what small businesses need to consider when developing an emergency preparedness plan. Listen to tips on how to prepare for unforeseen events in your small business. Recommended for active clients. Fee: None (Pharr Chamber of Commerce, Pharr) 2-4 pm.
- 7/23 Marketing Your Business— Join Shopping del Valle, Social Life Magazine, and Val Pack for a roundtable discussion on low cost marketing strategies. Fee: None (Greater Mission Chamber of Commerce, Mission) 12-2 pm.
- 7/30 TAMACC: Doing Business Internationally—Join the McAllen Hispanic Chamber as they host TAMACC! The conference include this seminar which aims to help attendees determine their reasons for exporting, recognize export risks, observe common export mistakes, and how to obtain assistance from the U.S. Export Assistance Center. (McAllen Convention Center, McAllen) 10-11 am. **Call MHCC at 956/928-0060 for registration information.**
- 7/30 TAMACC: International Labor Issues—This TAMACC seminar will help attendees identifying and assessing the risks in international trade transactions, labor issues, and explain the international legal environment. (McAllen Convention Center, McAllen) 11 am– 12 pm. **Call MHCC at 956/928-0060 for registration information.**