



SBDC Business Stimulus Conference

77 Secrets Revealed – Guaranteed to Improve Profits

Keynote by National Speaker, Consultant & Author John Herman

John has owned 20+ companies and has served as a banker's "hit man" to turn around over a thousand businesses losing money.

Free Book to the First 100 People to Sign Up

In This Recession, Are You Making Money . . . or Wasting Time?



"John Herman is an entrepreneur with a lot to say about why business doesn't really understand itself." – NBC Radio

Tuesday, May 19

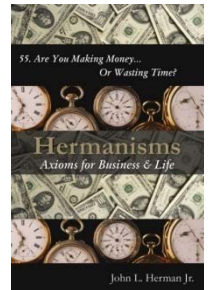
6:00 – 9:30 PM

Harford Community College's Chesapeake Center

\$35 – Advanced Registration

\$65 – Registration at the Door

6-6:45 PM Business Card Exchange with hot & cold hors d'oeuvres.



Breakout Session Topics:

- **"How much money do I need to make it work?"** Learn about how federal stimulus money has changed SBA lending, how to pay debt your business cannot afford, and current lending policies of banks.
- **"KNOW math or NO money."** Learn effective methods of cash flow management.
- **"If the customer wants vanilla, quit trying to sell him chocolate."** How to better market your business in this recession by using the latest marketing strategies.

Conference brought to you by Harford County Executive David Craig / Office of Economic Development and The Barbour Group with media sponsors *Harford Business Ledger* and brand3design.

Make check payable to: Harford Community College, mail to: SBDC, 401 Thomas Run Road, Bel Air, MD 21015

Or, to pay by credit card: <https://www.harford.edu/sbdc/SmallBusinessConference.asp>

Name (s): _____

Business Name: _____

Email: _____

Phone: _____ City/State: _____ Zip: _____

Type of Business (select one):

- Existing Business to Business / Government
- Existing Business to Consumer
- Pre-venture

This conference is part of:



**Managing
through the
Economy**

Instead of the Economy Managing You®

A Series of Solutions by the Small Business Development Center

HARFORD COUNTY



SBDC NETWORK
Maryland Small Business Development Center

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