

September Seminars

- Kitchener
- Waterloo
- Cambridge
- Starter Company Program
- Small Business Community Network (SBCN)

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
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4 Labour Day- Office Closed	5	6 Access to Professionals HR- Kitchener 9:30-11:30 Startup Business Basics- Kitchener 14:00- 15:30	7 3D's of Tax Planning – Cambridge 9:00-10:30 Startup Business Basics Waterloo 10.00-11.30	8
11	12 Startup Business Basics – Cambridge 10:00-11:00	13 Startup Business Basics- Kitchener 10:30- 12:00 Access to Professionals Accounting- Waterloo 9.30-11.30	14 Business Plan Coaching- Waterloo 10.00-12.00 Social Media for Small Business: Kitchener 14:00-15:30	15
18 Business Plan Coaching- Kitchener 18:00-20:00	19 Access to Professionals Legal: Kitchener 15:00-17:00	20 SBCN 19:00-21:00 Access to Professionals Etsy Sales & Marketing- Kitchener 17:00-19:00 Geeking Out on Small Biz- Kitchener 18:00- 20:30	21 Startup Business Basics Waterloo 10.00-11.30	22 Discover Your Market Potential – Waterloo 10.00-11.30
25 Employees vs Contractors – Cambridge 9:00-10:30	26 Sales 101 Waterloo 10.00-11.30	27 Legally Speaking, Incorporations- Kitchener 9:00-10:30 Startup Business Basics- Kitchener 14:00- 15:30	28	29

Startup Business Basics

Facilitated by: WRSBC Staff

Starting a new business venture? Learn the necessary steps to start your business! Including:

- how to assess your entrepreneurial readiness
- the various forms of business ownership
- government regulations
- the importance of a business plan
- forecasting cash flow
- identifying your target market
- when and why to register for HST

Access to Professionals

Facilitated by: WRSBC Staff

Through this unique program, entrepreneurs receive business solutions and advisory services relating to their business during a 40 minute one-on-one consultation. One-on-one consultations are by referral only and include:

- Legal - Giffen LLP Lawyers
- Accounting - Jacqueline Morris CGA accountant
- Etsy Online Sales/Marketing - Jessica Murphy, Rawkette
- Operations/Growth Consultant - Ada Y. Barlatt, OperationsAlly
- Social Media Marketing- Mallory Manchur, Mal&Co

Please contact our office to book an appointment; fee is refundable upon arrival for legal and accounting consultations only. To cancel, please contact us before noon on the Friday before the scheduled appointment. Cash payment is \$20+HST; online payment is \$22+HST.

SBCN Networking Group

Facilitated by: WRSBC Staff

Welcome to the Small Business Community Network (SBCN) Relationship building • Networking with a purpose • Social media

We are your catalysts for continual growth and your connection to the business community across Canada. Enjoy business-to-business networking, mentoring, monthly seminars, special events and conferences, small business articles, videos, and broadcasts.

Social Media for Small Business

Facilitated by: WRSBC Staff Bri

In this Social Media workshop, Bri walks you through simple strategies and exercises to grasp what you need to do on social media to be successful.

Sales 101

Facilitated by: WRSBC Staff Ryan

The Small Business Centre's Ryan Neceski provides a valuable seminar on sales basics, how to make a sale happen, and shares his own methods of success.

Business Plan Coaching

Facilitated by: WRSBC staff

This session will explore:

- Business Plan overview & why it's vital
- Thought mapping your business
- Research/information you'll need
- Business Model Canvas: 1 page plan
- Developing a plan for success

3 D's of Tax Planning

Facilitated by: WRSBC staff

This one hour session covers: Should I incorporate? Is it too late? What is deductible? What types of tax will I pay? How much? When will I need to pay tax?

Employees vs Contractors

Facilitated by: WRSBC staff

This seminar will provide small business owners with information about hiring and terminating employees, the Employment Standards Act, the importance of proper employment contracts, the legal differences between employees and independent contractors and an overview of independent contractor agreements.

Incorporations

Facilitated by: WRSBC staff

Over 40,000 Canadian incorporate a company a month. Why is incorporating a business the most popular vehicle to running your business? What impact will a company have for your legal exposure? Taxes? Costs? What is the difference between a Federal and Provincial Incorporation and which one is best for me? What are the advantages and disadvantages of incorporating? Attend the session and find out.