



Harper College

Go Forward®

# Small Business Development Center at Harper College

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Presented by Joan Dubnicka, MBA  
Small Business Advisor  
ILSBDC at Harper College



# Illinois Small Business Development Center

## *Business Consulting for Established and Start-Up Businesses*

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*The SBDC at Harper College is funded in part through a cooperative agreement with the U.S. Small Business Administration, Department of Commerce and Economic Opportunity, and Harper College to help our local businesses start, grow, and expand.*



# Small Business Development Centers National Statistics



## *SBDC Clients Build the Economy*

- *SBDC clients experienced an average sales increase of 14.1% between 2011 and 2012 -- eight times greater than the average sales increase of 1.6% for businesses in general*

## *SBDC Clients Create New Businesses*

- *An estimated 55% of all pre-venture SBDC in-depth clients start new businesses. Between 2011 and 2012, SBDC in-depth clients started 14,440 businesses*



# The Harper College SBDC Helps Businesses...

## *Start, Survive, Expand, Prosper through*

- ***Workshops & seminars on key business topics***
- ***Free Confidential, One-to-One advising/coaching***
  - *Advising areas include Marketing, Finance & Accounting, Business Plans, Access to capital/funding, Operational issues, Strategy, & Starting a biz*
- **Client categories**
  - Pre-venture
  - Start-up
  - Established
- **SBDC Toolbox**
  - GrowthWheel
  - ProfitMastery
  - ReferenceUSA
  - IBISWorld





# The SBDC Helps Businesses...

## Seasoned Business Advisors



Tom Cassel, Director



Joan Dubnicka



Anthony Baldassano

- **Provide individual business counseling/coaching, *at no cost***
- **Financial, Marketing, and Management expertise**
- **All Successful Entrepreneurs**



# Workshops

- Starting a Business: First and Next Steps
- Small Business Marketing Boot Camp
- Small Business Financial Boot Camp
- Social Media Boot Camp
- QuickBooks for Entrepreneurs
- Email Marketing 101



*Register at [www.harpercollege.biz](http://www.harpercollege.biz)*



# Seminars for Fall 2015



- Using Facebook for Big Results
- SEO vs. On-line Advertising
- LinkedIn for Sales Prospecting
- Consulting as a Business
- And others - tba

*Join our mailing list to be notified of upcoming workshops and seminars.*



# Benefits of using the SBDC

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- An independent look at your business challenge, idea or opportunity
- New ideas/options generation
- Input/advise from seasoned professionals
- Expansion of your business skills and acumen
- Connections with other small business owners
- Use of SBDC business planning resources



# Testimonials for the SBDC

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- Helpful in formulating your plans and thinking through ideas.... Helps me pare down ideas and narrow my focus....
- Helped us think through long-range plans. Provided concrete, technical information as well as a lot of sage advice
- Helped with establishing goals, negotiating employee issues and long-term planning
- The SBDC really makes you think.



# Connecting with the SBDC

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- HarperCollege.biz — Select Small Business Development Center from menu
  - More info
  - Join mailing list
  - Request Advising appointments
  - Register for a workshop/seminar
- Join our email list
- 847-925-6520



# GrowthWheel

