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- If already registered, just sign in



SELECT A CENTER

- Click on 'My Trainings', then select an SBDC center from our various locations and specialty centers



BROWSE COURSE LISTINGS

- Click on the magnifying glass at the top to browse all course offerings



SELECT A TRAINING

- Find one you like and click 'sign up'
- If there is a fee associated with the course, the site will take you to an external page for payment processing



SEE YOU AT THE TRAINING!

STRATEGIC PARTNERS



CORPORATE AFFILIATES

GOLD LEVEL



Kenan Pankau | 210.945.3800



Community Relations | 210.856.5133



Business Banking | 210.220.4011



Rick Nelson | 210.483.6747



Cheryl L. Pyle | 830.708.2445

SILVER LEVEL



Alex Polanco | 210.408.5771



Yvonne Fernandez | 210.476.4449



Jeanette Flores Westbrook | 210.283.6500

Institute for Economic Development

The University of Texas at San Antonio

UTSA DOWNTOWN CAMPUS

501 W. César E. Chávez Blvd., San Antonio, TX 78207
210.458.2020

The UTSA Institute for Economic Development is centered around the small business owner's experience. We are dedicated to creating jobs, growing businesses, and fostering economic development. Our ten centers serve San Antonio and the Texas-Mexico border area, as well as regional, national, and international stakeholders. Our centers and programs provide professional business advising, technical training, research, market analysis, and strategic planning for entrepreneurs, business owners, and community leaders. From the aspiring entrepreneur to the experienced owner, we have a program that can help you with your small business needs.

www.iedtexas.org



Knowledge Enterprise



UTSA | Institute for Economic Development

2020 TRAINING SCHEDULE

JANUARY | MARCH

▶ SMALL BUSINESS TRAINING

PREREGISTRATION & PREPAYMENT ARE STRONGLY RECOMMENDED AS SEATING IS LIMITED

TRAINING LOCATIONS ARE LISTED ON REGISTRATION WEBPAGES

BUSINESS ESSENTIALS

Start Smart

| | | | |
|-------------------|---------------|--------|---------------|
| No Fee DB 2.316 | | | |
| Jan 9 | 10 AM – 12 PM | Feb 27 | 10 AM – 12 PM |
| Jan 22 | 6 PM – 8 PM | Mar 5 | 10 AM – 12 PM |
| Feb 5 | 6 PM – 8 PM | Mar 18 | 4 PM – 6 PM |
| Feb 21 | 10 AM – 12 PM | | |

The Business Plan

| | | | |
|-----------------------------------|--|--|--|
| \$40 Advance/\$60 Door DB 1.402 | | | |
| Jan 23 | 10 AM – 1 PM | | |
| Feb 19 | 6 PM – 9 PM | | |
| Mar 26 | 9 AM – 12 PM (NB Chamber Honors Hall No Fee) | | |
| Mar 26 | 10 AM – 1 PM | | |

Avoiding Legal Pitfalls

| | |
|-------------------|----------|
| No Fee DB 2.316 | |
| Feb 4 | 4 – 6 PM |

Business Model Canvas

| | | | |
|-----------------------------------|--------------|--|--|
| \$40 Advance/\$60 Door DB 2.316 | | | |
| Jan 16 | 10 AM – 1 PM | | |
| Feb 12 | 6 PM – 9 PM | | |
| Mar 19 | 10 AM – 1 PM | | |

Women's Entrepreneurship Bootcamp

| | | | |
|-----------------------------------|---------------------------------|--|--|
| No Fee DB 2.316 & Rural Webcast | | | |
| Jan 6 | 8 AM – 5 PM | | |
| Feb 24 | 8 AM – 5 PM – <i>En Español</i> | | |
| Mar 30 | 8 AM – 5 PM | | |

Basic Business Math – Start Here

| | |
|-------------------|---------------|
| No Fee DB 2.316 | |
| Jan 8 | 10 AM – 12 PM |

Look at Your Business Like an Expert In 7 Minutes Per Month

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|-------------------|---------------|
| No Fee DB 2.316 | |
| Jan 15 | 10 AM – 12 PM |

Fundamental Tax and Accounting Tips for Small Business

| | | | |
|-------------------|--------------------------------------|--|--|
| No Fee DB 2.316 | | | |
| Jan 16 | 1 PM – 3 PM (NB Chamber Honors Hall) | | |
| Jan 24 | 10 AM – 12 PM | | |

Business Insurance 101

| | |
|-------------------|---------------|
| No Fee DB 2.316 | |
| Jan 17 | 10 AM – 12 PM |

Introduction to Networking: The Basics

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| No Fee DB 2.316 | |
| Jan 23 | 9 AM – 12 PM |

Overcome Credit Challenges to Get Small Business Financing

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| No Fee DB 2.316 | |
| Feb 6 | 4 PM – 6 PM |

Commercial Lending/Finance Overview

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|-------------------|---------------|
| No Fee DB 2.316 | |
| Feb 7 | 10 AM – 12 PM |

How to Reduce Risk When Starting a Business

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| No Fee DB 2.316 | | | |
| Feb 28 | 10 AM – 12 PM | | |
| Feb 28 | 6 PM – 8 PM | | |

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Financing for Small Businesses

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|------------------------|---------------|
| No Fee Security Bank | |
| Mar 13 | 10 AM - 12 PM |

SPECIALTY RESOURCES

Buying/ Selling a Business

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|-------------------|---------------|
| No Fee DB 2.316 | |
| Jan 10 | 10 AM - 12 PM |

Discover Your Unique Leadership Signature

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|-------------------|---------------|
| No Fee DB 1.402 | |
| Jan 22 | 10 AM – 12 PM |

Getting Started with Your Airbnb: The Basics

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| No Fee DB 2.316 | |
| Feb 5 | 10 AM – 12 PM |

Restaurant Ready: Basics

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|-------------------|---------------|
| No Fee DB 2.316 | |
| Feb 6 | 10 AM – 12 PM |

Restaurant Ready: Marketing

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|-------------------|---------------|
| No Fee DB 2.316 | |
| Feb 13 | 10 AM – 12 PM |

Commercial Real Estate for the Small Business Owner

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| No Fee DB 2.316 | |
| Feb 20 | 4 PM – 6 PM |

Restaurant Ready: By the Numbers

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|-------------------|---------------|
| No Fee DB 2.316 | |
| Feb 20 | 10 AM – 12 PM |

Business Confidential: Protecting Your Business IP

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|-------------------|-------------|
| No Fee DB 2.316 | |
| Mar 4 | 4 PM – 6 PM |

Process Improvements for Small Business

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|---------------------|--------------|
| Fee \$30 DB 2.316 | |
| Mar 18 | 9 AM – 12 PM |

Smart Quality Management Implementations (ISO 9001) for Leadership Teams

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|-------------------|---------------|
| No Fee DB 1.402 | |
| Mar 25 | 10 AM – 12 PM |

Common Contracts for Small Businesses and What You Need to Know

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| No Fee DB 1.402 | |
| Mar 25 | 4 PM – 6 PM |

EMPLOYER SERVICES

TWC Decoded: How to Win Unemployment Claims

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|-------------------|--------------|
| No Fee DB 1.402 | |
| Jan 24 | 11 AM - 1 PM |

Employee Handbook Clinic

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| Fee \$30 DB 3.202 | |
| Jan 15 | 9 AM - 4 PM |

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HR Hot Topics

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|-------------------------|-------------|
| No Fee Seguin Library | |
| Feb 4 | 1 PM – 3 PM |

OSHA Certification – *Ten Hour Course*

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|-------------------------------|--------------------|--|--|
| \$150.00 DB 1.402, DB 2.316 | | | |
| Feb 13 | 8:30 AM - 4:30 PM | | |
| Feb 14 | 8:30 AM - 12:30 PM | | |

Hiring Smart: Avoid Small Employer Pitfalls

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|-------------------|--------------|
| No Fee DB 1.402 | |
| Feb 20 | 11 AM - 1 PM |

How to Start an Internship Program

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|-------------------|---------------|
| No Fee DB 2.316 | |
| Mar 20 | 10 AM - 12 PM |

How to Be an Awesome Intern Manager

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|-------------------|---------------|
| No Fee DB 1.402 | |
| Mar 27 | 10 AM - 12 PM |

HR Solutions: How to Recruit Effectively

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|-------------------|--------------|
| No Fee DB 2.316 | |
| Mar 27 | 11 AM - 1 PM |

CONTRACTING

Understanding Government Contracting 101

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|-------------------|-------------|
| No Fee DB 3.202 | |
| Jan 16 | 1 PM – 4 PM |

Defense Contract Audit Agency (DCAA) Training

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|-------------------|--------------|
| No Fee DB 3.202 | |
| Jan 21 | 9 AM – 12 PM |

Building a Proposal and Submitting an Offer

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| No Fee DB 3.202 | |
| Jan 28 | 1 PM – 4 PM |

GSA: Selling to the Federal Government

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| No Fee DB 3.202 | |
| Feb 6 | 9 AM – 12 PM |

How to Respond to Sources Sought

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| No Fee DB 3.202 | |
| Feb 13 | 1 PM – 4 PM |

FAR 101

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| No Fee DB 3.202 | |
| Feb 20 | 1 PM – 4 PM |

Davis-Bacon Act

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|---------------------|--------------|
| Fee \$30 DB 3.202 | |
| Feb 25 | 9 AM – 12 PM |

Service Contract Act

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|---------------------|-------------------|
| Fee \$30 DB 3.202 | |
| Feb 25 | 1:30 PM – 4:30 PM |

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Building a Dynamic Marketing Capability Briefing

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|-------------------|-------------|
| No Fee DB 3.202 | |
| Mar 3 | 1 PM – 4 PM |

How to Research the Federal Market

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|-------------------|-------------|
| No Fee DB 3.202 | |
| Mar 26 | 1 PM – 4 PM |

MARKETING

Tips to Strengthen Your Online Presence

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|-------------------|---------------|--|--|
| No Fee DB 1.402 | | | |
| Jan 14 | 10 AM – 12 PM | | |
| Jan 14 | 4 PM – 6 PM | | |

Specialize or Perish

| | |
|-------------------|-------------|
| No Fee DB 2.316 | |
| Jan 15 | 4 PM – 6 PM |

Tik Tok 101 – The Hottest New Social Media Platform

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|-------------------|---------------|
| No Fee DB 2.316 | |
| Feb 19 | 10 AM – 12 PM |

Marketing Mapping: How is Your Marketing?

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|-------------------|-------------|
| No Fee DB 2.316 | |
| Feb 26 | 6 PM – 8 PM |

Creating A Brand Infrastructure

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| No Fee DB 3.16 | |
| Mar 4 | 10 AM – 12 PM |

Facebook Mastery for Businesses

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|-----------------------------------|-------------|
| No Fee NB Chamber – Honors Hall | |
| Mar 4 | 1 PM – 4 PM |

TECHNOLOGY

QuickBooks Online Series – *Two Part Course*

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|----------------------|--------------|--|--|
| Fee \$100 DB 1.402 | | | |
| Feb 26 | 9 AM – 12 PM | | |
| Feb 27 | 9 AM – 12 PM | | |

- TO REGISTER VISIT EVENT BRITE / WBC

Beginning with QuickBooks

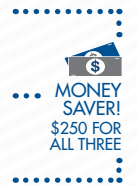
| | | | |
|-------------------------------------|-------------|--|--|
| Advance \$100/Door \$120 DB 1.402 | | | |
| Feb 21 | 9 AM – 1 PM | | |

Working with QuickBooks

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|-------------------------------------|-------------|--|--|
| Advance \$100/Door \$120 DB 1.402 | | | |
| Feb 28 | 9 AM – 1 PM | | |

Customizing QuickBooks

| | | | |
|-------------------------------------|-------------|--|--|
| Advance \$100/Door \$120 DB 1.402 | | | |
| Mar 6 | 9 AM – 1 PM | | |



TO REGISTER VISIT:

UTSAPTAC.ECENTERDIRECT.COM | UTSA.ECENTERDIRECT.COM

❖ = UTSA PTAC (DLA) | □ = SBDC CENTER FOR GOVERNMENT CONTRACTING | ALL OTHERS ARE UTSA SBDC COURSES