



WORKSHOP SCHEDULE January - March 2019

SCORE East Bay, Serving Alameda, Contra Costa & Solano Counties

To Learn More and Register, go to www.eastbayscore.org

Date	Workshop	Location	Cost
Mon Jan 7 3:00 pm - 5:30 pm	Retail Basics - A Seminar for Online and Brick & Mortar Retailers with Larry Tessler	Cal State University East Bay 1000 Broadway, Suite 109, Oakland	\$40
Tues Jan 15 9:00 am - 12:00 pm	Guerrilla Marketing With Peter Slosberg	SBA Entrepreneur Center 455 Market St., 6th Floor San Francisco	\$45
Thurs Jan 17 8:30 am - 12:30 pm	Finding Customers / Marketing Your Idea with Larry Tessler	Cal State University East Bay 1000 Broadway, Suite 109, Oakland	\$40
Thurs Jan 17 9:00 am - 4:00 pm	Effective Consulting with Joel Kaufmann	Cal State University East Bay 1000 Broadway, Suite 109, Oakland	\$70
Thurs Jan 24 12:00 pm - 5:30 pm	How To Write a Compelling Business Plan with James Carlson	Cal State University East Bay 1000 Broadway, Suite 109, Oakland	\$45
Thurs Jan 24 1:00 pm - 4:00 pm	What You Need to Know Before Buying a Franchise With Diane Pleuss	Cal State University East Bay 1000 Broadway, Suite 109, Oakland	\$40
Thurs Feb 7 1:00 pm - 4:00 pm	Franchising Roundtable with Diane Pleuss	SCORE East Bay 492 9th St., Suite 350, Oakland	\$40
Fri Feb 8 1:00 pm - 4:00 pm	Legal Issues for the Small Business with Neil Rubenstein	Cal State University East Bay 1000 Broadway, Suite 109, Oakland	\$40
Mon Feb 18 9:00 am - 12:00 pm	Planning for Profit with Sid Landman and Mike Harris	Cal State University East Bay 1000 Broadway, Suite 109, Oakland	\$40
Mon Feb 25 1:00 pm - 4:00 pm	Business Accounting with Sid Landman	Cal State University East Bay 1000 Broadway, Suite 109, Oakland	\$40
Mon Mar 4 10:00 am - 1:00 pm	Starting a Restaurant with Leland Dear	Cal State University East Bay 1000 Broadway, Suite 109, Oakland	\$40
Wed Mar 6 12:00 pm - 5:30 pm	How To Write a Compelling Business Plan with James Carlson	Wells Fargo Bank 1755 Grant St., Building C, Concord	\$45
Mon Mar 11 1:00 pm - 4:00 pm	Business Accounting with Sid Landman	Cal State University East Bay 1000 Broadway, Suite 109, Oakland	\$40
Thurs Mar 14 9:30 am - 1:00 pm	Finding Money to Start and Grow Your Business with Kathy Donovan and Jo Baig	Cal State University East Bay 1000 Broadway, Suite 109, Oakland	\$40
Thurs Mar 14 1:00 pm - 4:00 pm	Doing Business With the Federal Government and Top 10 Rules of Proposal Writing with Hanh Kent and Dru Burks	SBA Entrepreneur Center 455 Market St., 6th Floor San Francisco	\$45
Mon Mar 18 9:00 am - 12:00 pm	Planning for Profit with Sid Landman and Mike Harris	Cal State University East Bay 1000 Broadway, Suite 109, Oakland	\$40
Thurs Mar 21 8:30 am - 12:00 pm	Introduction to QuickBooks with Walter Moeller	Cal State University East Bay 1000 Broadway, Suite 109, Oakland	\$40