

Go! Network Agenda for July 21, 2009

I. Introduction

-Brian Bauer and Chuck Aranda

- A) Explanation of entrepreneurship track
- B) Overview of program

II. Entrepreneur Panel: Brenda Newberry, Chairman and Founder of Newberry Group Inc, Dave Nations, President of American Institute of Medical Professionals, LLC, and Bill Collier, CEO of Collier Business Advisors, LLC

9:00-10:00

A) Questions

- 1) How did you get started?
- 2) Why was going at it on your own the right answer for you?
- 3) When did you KNOW it would work?
- 4) Why have you been successful?
- 5) With everything going on in the world today, what keeps you up at night?
- 6) Why is now a good time to be your own boss?
- 7) What's the ONE piece of advice you have for our budding entrepreneurs?

B) Question and answer from GO! Network participants

BREAK: 10:00-10:15

III. Discussion led by Francis Chmelir, Blair Forlaw, Jim Brasunas, Kevin Hogarty, and Randy Hove

10:15-11:15

A) Brief overview of organization

- 1) What services does your organization provide?
- 2) How can I become involved with your organization?
- 3) How will these services help me as I prepare to become my own boss?

B) Discuss various avenues of entrepreneurship

- 1) Become a consultant--Kevin Hogarty, Lee Hecht Harrison
- 2) Buying a business vs. buying a franchise--Randy Hove, FRANNET
- 3) Start a business--Jim Brasunas, ITEN, Blair Forlaw, Bounce Back
- 4) Identify a startup to join, mentor, purchase--Francis, Jim, and Blair

C) Questions for Panel

- 1) How did you decide to go down this path of entrepreneurship?
- 2) What strategies and tactics did you utilize in order to make it work?

- 3) Can you differentiate between these different types of entrepreneurship?
- 4) How did you know which path to pursue?
- 5) How should budding entrepreneurs prepare for these type of careers?

D) Question and answer for GO! Network participants

IV. Wrap Up

A) Explanation of assessment

-Participants interested in the entrepreneurship program, should complete the free SBA assessment at <http://web.sba.gov/sbtn/sbat/index.cfm?Tool=4> and sign up for the DISC assessment (\$25) and finish prior to July 27 meeting

*You can sign up for the DISC assessment by visiting Amy at the table located in the front left corner of the auditorium after the completion of today's program.

B) Brief description of where the program is headed

CONTACT INFORMATION for Speakers

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