



NOVEMBER

SANTA ANA DISTRICT OFFICE

EVENTS CALENDAR

200 West Santa Ana Blvd., Suite 700, Santa Ana, CA 92701 (714) 550-7420

SBA District Website: www.sba.gov/ca/santa

Serving Orange, Riverside, and San Bernardino Counties

DATE/TIME

**SUBJECT - See Website For
Details on Each Event**

FEE

LOCATION

CONTACT NUMBER

Monday
November 3, 2014
1:30 pm to 3:00 pm
Pre-registration
Recommended

**How To Manage Payroll So You
Withhold The Correct Amount
From Employees AND How To
Make Tax Deposits & File A
Return To Report Your Payroll
Taxes:** *Presented by SCORE
Orange County*

FREE

Fullerton Public Library
353 W. Commonwealth Ave.
Fullerton, CA 92832

SCORE Orange County
714-550-7369
www.SCORE114.org

Monday
November 3, 2014
6:00 pm to 8:00 pm
Pre-registration
REQUIRED

**Using LinkedIn to Promote
Your Brand:** *Presented by
Inland Empire Women's Business
Center*

\$20

Inland Empire Women's
Business Center
Riverside Office
3780 Market Street
Riverside, CA 92501

Inland Empire WBC
909-890-1242
Register online at:
www.iewbc.org

<u>DATE/TIME</u>	<u>SUBJECT - See Website For Details on Each Event</u>	<u>FEE</u>	<u>LOCATION</u>	<u>CONTACT NUMBER</u>
Tuesdays November 4, 11, 18 and November 25, 2014 7:30 am to 8:30 am Pre-registration REQUIRED	Sunrise Business Mastermind Series: <i>Discussions of latest technology, presented by SCORE Coachella Valley</i>	\$5 *Includes continental breakfast	Coachella Valley SCORE Whitewater Building 43-100 Cook Street, #104 Palm Desert, CA 92211	SCORE Coachella Valley 760-773-6507 www.scorecv.org
Tuesday November 4, 2014 8:30 am to 12:30 pm Pre-registration REQUIRED	Facebook for Business Workshop: <i>Presented by SCORE Coachella Valley</i>	\$25	Coachella Valley SCORE Whitewater Building 43-100 Cook Street, #104 Palm Desert, CA 92211	SCORE Coachella Valley 760-773-6507 www.scorecv.org
Tuesday November 4, 2014 9:00 am to 11:00 am Pre-registration Recommended	Business Plan 101-Competitive Advantage: <i>Presented by SCORE Inland Empire</i>	\$15 if register online by 11/03 \$25 at the door	Paychex Facility Large Conference Room 1420 Iowa Avenue, Suite 100 Riverside, CA 92507	Inland Empire SCORE 951-652-4390 Register online at www.score503.org
Tuesday November 4, 2014 9:00 am to 11:30 am Pre-registration Recommended	Incorporating Your Small Business: <i>Presented by Inland Empire Small Business Development Center</i>	FREE	Menifee Valley Chamber of Commerce Upstairs Conference Room 29737 New Hub Menifee, CA 92586	Inland Empire SBDC Deirdre Marsac (909) 983-5005 dmarsac@iesmallbusiness.com www.iesmallbusiness.com
Tuesday November 4, 2014 9:00 am to 12:00 Noon Pre-registration Recommended	Demystifying Financial Statements: <i>Presented by SCORE Orange County</i>	\$35 if register online by 11/03 \$45 at the door (cash or check only)	National University 3390 Harbor Blvd. Costa Mesa, CA 92626	SCORE Orange County 714-550-7369 www.SCORE114.org
Tuesday November 4, 2014 9:00 am to 12:00 Noon Pre-registration Recommended	Marketing Your Small Business with LinkedIn: <i>Presented by Inland Empire Small Business Development Center</i>	FREE	Carolyn Owens Community Center 13201 Central Avenue Chino, CA 91710	Inland Empire SBDC Deirdre Marsac (909) 983-5005 dmarsac@iesmallbusiness.com www.iesmallbusiness.com

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Tuesday November 4, 2014 5:30 pm to 7:30 pm Pre-registration Recommended	Getting it "Write" – Business Writing for Professionals: <i>Presented by Coachella Valley Women's Business Center</i>	\$20 if register online by 10/03 \$25 at the door	Indio Workforce Development Center - Room 424 44-199 Monroe Street Indio, CA 92201	Coachella Valley WBC Kim Scanlan 760-345-9200 kscanlan@cvwbc.org www.cvwbc.org
Tuesday November 4, 2014 6:00 pm to 9:00 pm Pre-registration Recommended	Seven Proven Techniques To Make Social & Search Media Pay Off For Your Business: <i>Presented by SCORE Orange County</i>	\$35 if register online 11/04 \$45 at the door (cash or check only)	Anaheim Gordon Hoyt Conference Center 2nd Flr., Anaheim West Tower 201 South Anaheim Blvd. Anaheim, CA 92805	SCORE Orange County 714-550-7369 www.SCORE114.org
Wednesday November 5, 2014 9:00 am to 12:00 Noon Pre-registration Recommended	Advanced QuickBooks for Beginners: <i>Presented by Inland Empire Small Business Development Center</i>	FREE	Moreno Valley Conference Center 14075 Frederick Street Moreno Valley, CA 92552	Inland Empire SBDC Deirdre Marsac (909) 983-5005 dmarsac@iesmallbusiness.com www.iesmallbusiness.com
Wednesdays November 5, 12, and November 19, 2014 10:00 am to 12:00 pm Pre-registration REQUIRED	Three-Part Blogging Series <i>Presented by Inland Empire Women's Business Center</i>	\$60	Corona Innovation Center 815 W. Sixth Street Suite 145 Corona, CA 92882	Inland Empire WBC 909-890-1242 Register online at: www.iewbc.org
Wednesday November 5, 2014 11:30 pm to 2:15 pm Pre-registration REQUIRED	Food Science and Technology – Innovating What You Eat: <i>Presented by OCTANe</i>	\$50 for non-members \$25 for members	Chapman University One University Drive Orange, CA 92866	OCTANe 949-330-6565 info@OCTANeoc.org www.octaneoc.org

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<p>Wednesday November 5, 2014 1:30 pm to 3:00 pm Pre-registration Recommended</p>	<p>How To Manage Payroll So You Withhold The Correct Amount From Employees AND How To Make Tax Deposits & File A Return To Report Your Payroll Taxes: <i>Presented by SCORE Orange County</i></p>	<p>FREE</p>	<p>Mission Viejo City Hall Saddleback Room 200 Civic Center Mission Viejo, CA 92691</p>	<p>SCORE Orange County 714-550-7369 www.SCORE114.org</p>
<p>Wednesday November 5, 2014 2:30 pm to 4:30 pm Pre-registration REQUIRED</p>	<p>Small Business Orientation Workshop: <i>Presented by Orange County Small Business Development Center</i></p>	<p>\$10</p>	<p>Rancho Santiago Community College District Center 2323 North Broadway Decision Room 340 Santa Ana, CA 92706</p>	<p>Orange County SBDC Elizabeth Arteaga 714-564-5200 arteaga_elizabeth@rscdd.edu www.ocsbdc.org</p>
<p>Wednesday November 5, 2014 5:30 pm to 7:00 pm Pre-registration Recommended</p>	<p>The Forgotten Marketing Strategy - Public Relations: <i>Presented by Coachella Valley Women's Business Development Center</i></p>	<p>\$20 if register online by 11/04 \$25 at the door</p>	<p>Indio Workforce Development Center 44-199 Monroe Street Indio, CA 92201</p>	<p>Coachella Valley WBC Kim Scanlan 760-345-9200 kscanlan@cvwbc.org www.cvwbc.org</p>
<p>Wednesdays November 5, 12, 19, and December 3, 2014 5:30 pm to 8:30 pm Pre-registration REQUIRED</p>	<p>QuickBooks – Your Software Solutions Simplified: <i>Presented by Coachella Valley Women's Business Center</i></p>	<p>\$150 register by 11/04 *Includes textbook</p>	<p>Indio Workforce Development Center - Room 424 44-199 Monroe Street Indio, CA 92201</p>	<p>Coachella Valley WBC Kim Scanlan 760-345-9200 kscanlan@cvwbc.org www.cvwbc.org</p>
<p>Wednesday November 5, 2014 6:00 pm to 8:00 pm Pre-registration Recommended</p>	<p>The ABCs of Starting Your Own Business: <i>Presented by Inland Empire Women's Business Center</i></p>	<p>\$20 for non-residents FREE for Corona residents</p>	<p>Corona City Hall Multipurpose Room 400 South Vicentia Avenue Corona, CA 92882</p>	<p>Inland Empire WBC 909-890-1242 Register online at: www.iewbc.org</p>

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<p>Wednesday November 5, 2014 6:00 pm to 8:00 pm Pre-registration REQUIRED</p>	<p>The ABCs of Starting Your Own Business: <i>Presented by Inland Empire Women's Business Center</i></p>	<p>FREE</p>	<p>Colony High Branch Library 3850 E. Riverside Drive Ontario, CA 91761</p>	<p>Inland Empire WBC 909-890-1242 Register online at: www.iewbc.org</p>
<p>Wednesdays November 5, 12, 19, 26 and December, 3/2014 6:00 pm to 9:00 pm Pre-registration REQUIRED</p>	<p>Business Management Classes: <i>A series of five classes presented by SCORE Coachella Valley</i></p>	<p>\$75</p>	<p>Coachella Valley SCORE Office Whitewater Building 43-100 Cook Street, Ste. 104 Palm Desert, CA 92211</p>	<p>SCORE Coachella Valley 760-773-6507 www.scorecv.org</p>
<p>Wednesday November 5, 2014 6:30 pm to 8:30 pm Pre-registration REQUIRED</p>	<p>Prepare to Launch: Information & Resources to Start a Business: <i>Presented by Inland Empire Women's Business Center</i></p>	<p>FREE</p>	<p>Ovitt Family Community Library 215 East "C" Street Ontario, CA 91764</p>	<p>Inland Empire WBC 909-890-1242 Register online at: www.iewbc.org</p>
<p>Wednesday November 5, 2014 7:00 pm to 9:00 pm Pre-registration Recommended</p>	<p>Business Plan 201 - How To Write A Winning Business Plan: <i>Presented by SCORE Inland Empire</i></p>	<p>\$15 if register online by 11/04 \$25 at the door</p>	<p>Chaffey College Fontana Campus Bldg/Rm-FNFC-113 16855 Merrill Avenue Fontana, CA 92335</p>	<p>Inland Empire SCORE 951-652-4390 Register online at www.score503.org</p>
<p>Thursday November 6, 2014 9:00 am to 11:00 am Pre-registration Recommended</p>	<p>Open for Business: <i>Presented by Inland Empire Small Business Development Center</i></p>	<p>FREE</p>	<p>Rancho Cucamonga Chamber of Commerce 9047 Arrow Route, Suite 180 Rancho Cucamonga, CA 91730</p>	<p>Inland Empire SBDC Deirdre Marsac (909) 983-5005 dmarsac@iesmallbusiness.com www.iesmallbusiness.com</p>
<p>Thursday November 6, 2014 9:30 am to 12:30 pm Pre-registration REQUIRED</p>	<p>Getting Started with LinkedIn Marketing Hands-on Laptop Training: <i>Presented by SCORE Orange County</i></p>	<p>\$139</p>	<p>Mission Viejo City Hall Saddleback Room 200 Civic Center Mission Viejo, CA 92691</p>	<p>SCORE Orange County 714-550-7369 www.SCORE114.org</p>

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Thursday November 6, 2014 5:30 pm to 8:45 pm Pre-registration Recommended	So You Are On Social Media, Now What?: <i>Presented by SCORE Orange County</i>	FREE	Irvine Public Library, Heritage Park Regional Branch 14361 Yale Avenue Irvine, CA 92604	SCORE Orange County 714-550-7369 www.SCORE114.org
Thursday November 6, 2014 6:00 pm to 8:00 pm Pre-registration REQUIRED	Be The Star In Your Show: <i>Presented by Inland Empire Women's Business Center</i>	\$20	Inland Empire Women's Business Center Riverside Office 3780 Market Street Riverside, CA 92501	Inland Empire WBC 909-890-1242 Register online at: www.iewbc.org
Thursday November 6, 2014 6:00 pm to 8:00 pm Pre-registration Recommended	Open for Business: <i>Presented by Inland Empire Small Business Development Center</i>	FREE	High Desert Small Business Development Center 15490 Civic Drive, Suite 102 Victorville, CA 92392	High Desert SBDC Kristen Gerke (760) 951-1592 kgerke@iesmallbusiness.com www.iesmallbusiness.com
Thursday November 6, 2014 7:00 pm to 8:00 pm Pre-registration REQUIRED	Ignite Your Business A-Game (Webinar) : <i>Presented by Coachella Valley Women's Business Center</i>	\$10 register online by 11/05	Online Webinar	Coachella Valley WBC Kim Scanlan 760-345-9200 kscanlan@cvwbc.org www.cvwbc.org
Friday November 7, 2014 7:30 am to 10:30 am Pre-registration Recommended	Women's Breakfast – Reaching the Top in Business and Life: <i>Join us and find out what climbing Mt. Everest has to do with achieving success in business, presented by SCORE Orange County</i>	\$35 if register online by 11/06 \$40 at the door (cash or check only)	Center Club 650 Town Center Drive Costa Mesa, CA 92626	SCORE Orange County 714-550-7369 www.SCORE114.org

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<p>Wednesday November 12, 2014 7:30 am 9:30 am Pre-registration REQUIRED</p>	<p>Fireside Chat Series – Creativity in Business: <i>Covering Marketing, Sales, and Technology and more, Presented by Coachella Valley Small Business Development Center event</i></p>	<p>FREE</p>	<p>University of California Riverside Palm Desert Campus 75080 Frank Sinatra Drive Palm Desert, CA 92211</p>	<p>Coachella Valley SBDC Kyle Wagner 760-340-1575 Kyle@cvep.com www.CVSmallBusiness.com</p>
<p>Wednesdays November 12, 19, 26, 12/03 and December 10, 2014 9:00 am to 12:00 Noon Pre-registration REQUIRED</p>	<p>Business Management Classes: <i>A series of five classes presented by SCORE Coachella Valley</i></p>	<p>\$75</p>	<p>Coachella Valley Economic Partnership 3111 Tahquitz Canyon Way Palm Springs, CA 92262</p>	<p>SCORE Coachella Valley 760-773-6507 www.scorecv.org</p>
<p>Wednesday November 12, 2014 9:00 am to 12:00 Noon Pre-registration Recommended</p>	<p>Tom Patty & John Pietro Present Focus Your Marketing: Increase Your Sales: <i>Presented by SCORE Orange County</i></p>	<p>\$35 if register online by 11/11 \$45 at the door (cash or check only)</p>	<p>National University 3390 Harbor Blvd. Costa Mesa, CA 92626</p>	<p>SCORE Orange County 714-550-7369 www.SCORE114.org</p>
<p>Wednesday November 12, 2014 11:00 am to 1:00 pm Pre-registration REQUIRED</p>	<p>WEBINAR - How To Get Started With Social Media: <i>Hosted by SCORE Inland Empire</i></p>	<p>\$15 if register online by 11/11 \$25 day of the event</p>	<p>Online Webinar *Access given upon registration</p>	<p>Inland Empire SCORE 951-652-4390 Register online at www.score503.org</p>
<p>Wednesday November 12, 2014 1:30 pm to 4:30 pm Pre-registration Recommended</p>	<p>Branding & Website Strategy for Your Organization: <i>Presented by SCORE Orange County</i></p>	<p>\$35 if register online by 11/11 \$45 at the door (cash or check only)</p>	<p>Mission Viejo City Hall Saddleback Room 200 Civic Center Mission Viejo, CA 92691</p>	<p>SCORE Orange County 714-550-7369 www.SCORE114.org</p>

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<p>Wednesday November 12, 2014 5:30 pm to 7:30 pm Pre-registration REQUIRED</p>	<p>The ABC's of Starting Your Own Business: <i>Presented by Coachella Valley Women's Business Center</i></p>	<p>FREE</p>	<p>Coachella Valley Women's Business Center 77-806 Flora Road, Suite A Palm Desert, CA 92211</p>	<p>Coachella Valley WBC Kim Scanlan 760-345-9200 kscanlan@cvwbc.org www.cvwbc.org</p>
<p>Wednesday November 12, 2014 5:30 pm to 7:30 pm Pre-registration REQUIRED</p>	<p>What's Going on in OC? Technology Real Estate: <i>Presented by OCTANe</i></p>	<p>\$25 for non-members FREE for members</p>	<p>GEN2 Building West McDermott Irvine, CA 92814</p>	<p>OCTANe 949-330-6565 info@OCTANeoc.org www.octaneoc.org</p>
<p>Wednesday November 12, 2014 6:00 pm to 8:45 pm Pre-registration Recommended</p>	<p>Does Your Thinking Limit Your Success?: <i>Presented by SCORE Orange County</i></p>	<p>FREE</p>	<p>Newport Beach Public Library Friends Room 1000 Avocado Avenue Newport Beach, CA 92660</p>	<p>SCORE Orange County 714-550-7369 www.SCORE114.org</p>
<p>Thursday November 13, 2014 9:00 am to 11:30 am Pre-registration REQUIRED</p>	<p>Social Media Strategies to Attract New Customers: <i>Presented by Orange County Small Business Development Center</i></p>	<p>\$25</p>	<p>Rancho Santiago Community College District Center 2323 North Broadway Decision Room 340 Santa Ana, CA 92706</p>	<p>Orange County SBDC Elizabeth Arteaga 714-564-5200 arteaga_elizabeth@rscdd.edu www.ocsbdc.org</p>
<p>Thursday November 13, 2014 9:00 am to 12:00 Noon Pre-registration Recommended</p>	<p>QuickBooks for Beginners: <i>Presented by Inland Empire Small Business Development Center</i></p>	<p>FREE</p>	<p>Temecula Valley Entrepreneur's Exchange 43200 Business Park Drive Temecula, CA 92590</p>	<p>Inland Empire SBDC Deirdre Marsac (909) 983-5005 dmarsac@iesmallbusiness.com www.iesmallbusiness.com</p>
<p>Thursday November 13, 2014 9:30 am to 12:30 pm Pre-registration REQUIRED</p>	<p>Getting Started with Email Marketing Hands-on Laptop Training: <i>Presented by SCORE Orange County and Constant Contact</i></p>	<p>\$139</p>	<p>Mission Viejo City Hall Saddleback Room 200 Civic Center Mission Viejo, CA 92691</p>	<p>SCORE Orange County 714-550-7369 www.SCORE114.org</p>

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Thursday November 13, 2014 6:00 pm to 8:30 pm Pre-registration REQUIRED	Options for Financing a Growing Business: <i>Presented by Orange County Small Business Development Center</i>	FREE	Rancho Santiago Community College District Center 2323 North Broadway Board Room 107 Santa Ana, CA 92706	Orange County SBDC Elizabeth Arteaga 714-564-5200 arteaga_elizabeth@rscsd.edu www.ocsbdc.org
Thursday November 13, 2014 6:00 pm to 9:00 pm Pre-registration Recommended	Secrets To Buying A Franchise: <i>Presented by SCORE Orange County</i>	FREE	Fullerton Public Library 353 W. Commonwealth Ave. Fullerton, CA 92832	SCORE Orange County 714-550-7369 www.SCORE114.org
Saturday November 15, 2014 9:00 am to 5:00 pm Pre-registration REQUIRED	How to Get Massive Traffic with Paid Online Advertising: <i>Hosted by SCORE Coachella Valley</i>	\$295	Coachella Valley SCORE Whitewater Building 43-100 Cook Street, #104 Palm Desert, CA 92211	SCORE Coachella Valley 760-773-6507 www.scorecv.org
Monday November 17, 2014 6:00 pm to 8:00 pm Pre-registration REQUIRED	Dollars and Sense: Understanding Your Numbers and What They Really Mean: <i>Presented by Inland Empire Women's Business Center</i>	\$20	Inland Empire Women's Business Center Riverside Office 3780 Market Street Riverside, CA 92501	Inland Empire WBC 909-890-1242 Register online at: www.iewbc.org
Monday November 17, 2014 6:00 pm to 9:00 pm Pre-registration Recommended	The Best Customer Service...How To...The Basics: <i>Presented by SCORE Orange County</i>	FREE	Los Alamitos Branch OC Public Library 12700 Montecito Seal Beach, CA 90740	SCORE Orange County 714-550-7369 www.SCORE114.org
Tuesday November 18, 2014 9:00 am to 11:00 am Pre-registration Recommended	Open for Business: <i>Presented by Inland Empire Small Business Development Center</i>	FREE	Temecula Valley Chamber of Commerce 26790 Ynez Court Temecula, CA 92591	Inland Empire SBDC Deirdre Marsac (909) 983-5005 dmarsac@iesmallbusiness.com www.iesmallbusiness.com

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Tuesday November 18, 2014 9:00 am to 11:00 am Pre-registration Recommended	The Lease Doctor: <i>Hosted by SCORE Inland Empire</i>	\$15 if register online by 11/17 \$25 at the door	Mt. San Jacinto College-Menifee Campus Bldg 800 Room 805 28237 La Piedra Road Menifee, CA 92584	Inland Empire SCORE Menifee Chamber of Commerce 951-672-1991 Register online at www.score503.org
Tuesday November 18, 2014 9:00 am to 12:00 Noon Pre-registration Recommended	The Secrets of Selling: <i>Presented by SCORE Orange County</i>	\$35 if register online by 11/17 \$45 at the door (cash or check only)	National University 3390 Harbor Blvd. Costa Mesa, CA 92626	SCORE Orange County 714-550-7369 www.SCORE114.org
Tuesday November 18, 2014 2:30 pm to 4:30 pm Pre-registration REQUIRED	Business Start Up Basics: <i>Presented by Coachella Valley Small Business Center</i>	FREE	Coachella Valley Small Business Development Center 3111 E. Tahquitz Canyon Way Palm Springs, CA 92262	Coachella Valley SBDC Kyle Wagner 760-340-1575 Kyle@cvep.com www.CVSmallBusiness.com
Thursday November 18, 2014 5:30 pm to 7:00 pm Pre-registration Recommended	How To Obtain a Business Loan - What You Need to Know: <i>Presented by Coachella Valley Women's Business Development Center</i>	\$20 if register online by 11/17 \$25 at the door	Indio Workforce Development Center 44-199 Monroe Street Indio, CA 92201	Coachella Valley WBC Kim Scanlan 760-345-9200 kscanlan@cvwbc.org www.cvwbc.org
Tuesday November 18, 2014 5:30 pm to 8:30 pm Pre-registration Recommended	Legal Issues for the Small Business: <i>Presented by SCORE Orange County</i>	FREE	Aliso Viejo Branch OC Public Library 1 Journey Aliso Viejo, CA 92656	SCORE Orange County 714-550-7369 www.SCORE114.org

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Tuesday November 18, 2014 5:30 pm to 8:30 pm Pre-registration Recommended	Work Smarter, Not Harder - WordPress for Small Business: <i>Presented by SCORE Orange County</i>	FREE	Westminster Branch OC Public Library Community Room 8180 13th Street Westminster, CA 92683	SCORE Orange County 714-550-7369 www.SCORE114.org
Tuesday November 18, 2014 6:00 pm to 8:45 pm Pre-registration Recommended	Questions about Office Technology? Speak to a Geek: <i>Presented by SCORE Orange County</i>	FREE	Rancho Santa Margarita OC Public Library 30902 La Promesa Rancho Santa Margarita, CA 92688	SCORE Orange County 714-550-7369 www.SCORE114.org
Wednesday November 19, 2014 9:00 am to 11:00 am Pre-registration Recommended	Developing a Winning Business Plan: <i>Presented by Inland Empire Small Business Development Center</i>	FREE	New Day Church 7155 Hamner Avenue Eastvale, CA 92880	Inland Empire SBDC Deirdre Marsac (909) 983-5005 dmarsac@iesmallbusiness.com www.iesmallbusiness.com
Wednesday November 19, 2014 9:00 am to 11:00 am Pre-registration Recommended	Effective Leadership and Conflict Avoidance: <i>Presented by Inland Empire Small Business Development Center</i>	FREE	Riverside Workforce Development Center 1325 Spruce Street, Rm 1A Riverside, CA 92507	Inland Empire SBDC Deirdre Marsac (909) 983-5005 dmarsac@iesmallbusiness.com www.iesmallbusiness.com
Wednesday November 19, 2014 9:00 am to 11:00 am Pre-registration Recommended	Understanding Your Financial Statements: <i>Presented by SCORE Inland Empire</i>	\$15 if register online by 11/18 \$25 at the door	Redlands City Hall 35 Cajon Street Redlands, CA 92373	City of Redlands 909-798-7629 Register online at www.score503.org
Wednesday November 19, 2014 5:30 pm to 7:00 pm Pre-registration Recommended	Social Media - The Good, The Bad, and all the Rest: <i>Presented by Coachella Valley Women's Business Development Center</i>	\$20 if register online by 11/18 \$25 at the door	Indio Workforce Development Center 44-199 Monroe Street Indio, CA 92201	Coachella Valley WBC Kim Scanlan 760-345-9200 kscanlan@cvwbc.org www.cvwbc.org

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<p>Wednesday November 19, 2014 6:00 pm to 8:30 pm Pre-registration REQUIRED</p>	<p>The Art & Science of Creating a Successful Business Plan: <i>Presented by Orange County Small Business Center</i></p>	<p>\$25</p>	<p>Rancho Santiago Community College District Center 2323 North Broadway Decision Room 340 Santa Ana, CA 92706</p>	<p>Orange County SBDC Elizabeth Arteaga 714-564-5200 arteaga_elizabeth@rscdd.edu www.ocsbdc.org</p>
<p>Thursday November 20, 2014 9:00 am to 11:00 am Pre-registration Recommended</p>	<p>Email Marketing Strategies: <i>Hosted by SCORE Inland Empire</i></p>	<p>\$15 if register online by 11/19 \$25 at the door</p>	<p>Temecula Valley Entrepreneur's Exchange 43200 Business Park Drive Temecula, CA 92590</p>	<p>Inland Empire SCORE 951-652-4390 Register online at www.score503.org</p>
<p>Thursday November 20, 2014 5:30 pm to 8:30 pm Pre-registration Recommended</p>	<p>Retirement Planning For Small Business Owners: <i>Presented by SCORE Orange County</i></p>	<p>FREE</p>	<p>Tustin Branch OC Public Library 345 East Main Street Tustin, CA 92780</p>	<p>SCORE Orange County 714-550-7369 www.SCORE114.org</p>
<p>Thursday November 20, 2014 6:00 pm to 8:00 pm Pre-registration REQUIRED</p>	<p>The Keys to Having the Life You Desire: <i>Presented by Inland Empire Women's Business Center</i></p>	<p>\$20</p>	<p>Inland Empire Women's Business Center Riverside Office 3780 Market Street Riverside, CA 92501</p>	<p>Inland Empire WBC 909-890-1242 Register online at: www.iewbc.org</p>
<p>Thursday November 20, 2014 6:00 pm to 8:30 pm Pre-registration REQUIRED</p>	<p>Manage and Control Your Business using QuickBooks: <i>Presented by Orange County Small Business Development Center</i></p>	<p>\$25</p>	<p>Rancho Santiago Community College District Center 2323 North Broadway Board Room 107 Santa Ana, CA 92706</p>	<p>Orange County SBDC Elizabeth Arteaga 714-564-5200 arteaga_elizabeth@rscdd.edu www.ocsbdc.org</p>
<p>Thursday November 20, 2014 6:00 pm to 9:00 pm Pre-registration Recommended</p>	<p>Build a Great Credit Score to Get that Loan!: <i>Presented by SCORE Orange County</i></p>	<p>FREE</p>	<p>Digital Media Center 1300 South Bristol Santa Ana, CA 92704</p>	<p>SCORE Orange County 714-550-7369 www.SCORE114.org</p>

<u>DATE/TIME</u>	<u>SUBJECT - See Website For Details on Each Event</u>	<u>FEE</u>	<u>LOCATION</u>	<u>CONTACT NUMBER</u>
Thursday November 20, 2014 6:00 pm to 9:00 pm Pre-registration Recommended	Develop a Winning Business Plan: <i>Presented by SCORE Orange County</i>	FREE	La Palma Community Center Royal Palm Room 7821 Walker Street La Palma, CA 90623	SCORE Orange County 714-550-7369 www.SCORE114.org
Thursday November 20, 2014 6:00 pm to 9:00 pm Pre-registration Recommended	Email Marketing For Success - Newsletters & Announcements -PLUS- Mobile Marketing Solutions: <i>Presented by SCORE Orange County</i>	FREE	Fullerton Public Library 353 W. Commonwealth Ave. Fullerton, CA 92832	SCORE Orange County 714-550-7369 www.SCORE114.org
Tuesday November 25, 2014 9:00 am to 12:00 Noon Pre-registration Recommended	Buy/Sell and Valuation of a Business: <i>Presented by SCORE Orange County</i>	\$35 if register online by 11/24 \$45 at the door (cash or check only)	National University 3390 Harbor Blvd. Costa Mesa, CA 92626	SCORE Orange County 714-550-7369 www.SCORE114.org

GOVERNMENT CONTRACTING

Thursday November 13, 2014 8:30 am to 10:00 am Pre-registration REQUIRED	8(a) Application Workshop: <i>8(a) is a business development program created to help small dis-advantaged businesses compete in the American economy and access the federal procurement market</i>	FREE	SBA Santa Ana District Office Training Room 200 W. Santa Ana Blvd. #700 Santa Ana, CA 92701	U.S. Small Business Administration Sandra Anguiano 714-560-7446 sandra.anguiano@sba.gov www.sba.gov/ca/santa
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<u>DATE/TIME</u>	<u>SUBJECT - See Website For Details on Each Event</u>	<u>FEE</u>	<u>LOCATION</u>	<u>CONTACT NUMBER</u>
Thursday November 13, 2014 10:15 am to 11:30 am Pre-registration REQUIRED	HUBZone/WOSB Workshop: <i>SBA'S HUBZone program helps small businesses in urban and rural communities gain preferential access to federal procurement opportunities; the WOSB program is designed to help more women owned small businesses to win federal contracts by providing a level playing field for WOSBs to compete</i>	FREE	SBA Santa Ana District Office Training Room 200 W. Santa Ana Blvd. #700 Santa Ana, CA 92701	U.S. Small Business Administration Sandra Anguiano 714-560-7446 sandra.anguiano@sba.gov www.sba.gov/ca/santa
Thursday November 20, 2014 9:30 am to 11:00 am Pre-registration REQUIRED	8(a), HUBZone, and WOSB Informational Webinar: <i>8(a) is a business development program created to help small disadvantaged businesses gain access to the federal procurement market, HUBZone program helps small businesses in urban and rural communities gain preferential access to federal procurement opportunities, WOSB program is designed to help more women owned small businesses win federal contracts</i>	FREE	Online Webinar	U.S. Small Business Administration Sandra Anguiano sandra.anguiano@sba.gov Register online at http://goo.gl/tobsli

INTERNATIONAL TRADE

Friday November 14, 2014 8:30 am to 12:00 Noon Pre-registration REQUIRED	Export Workshops on Internet Export Marketing: <i>Presented by Port of Los Angeles TradeConnect</i>	FREE	California State University Channel Islands Malibu Hall 100 One University Drive Camarillo, CA 93012	Port of Los Angeles TradeConnect Jean Coronel jcoronel@portla.org www.LAtradeconnect.org
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<u>DATE/TIME</u>	<u>SUBJECT - See Website For Details on Each Event</u>	<u>FEE</u>	<u>LOCATION</u>	<u>CONTACT NUMBER</u>
Tuesday November 18, 2014 8:30 am to 12:00 Noon Pre-registration REQUIRED	How to do Business with the Airport, the Port and Department of Water and Power: <i>Presented by Port of Los Angeles TradeConnect</i>	FREE	California State University Northridge - University Student Union – Northridge Center 18111 Nordhoff Street Northridge, CA 91330	Port of Los Angeles TradeConnect Jean Coronel jcoronel@portla.org www.LAtradeconnect.org Register at: http://goo.gl/S9WlOb
Thursday November 20, 2014 1:30 pm to 5:00 pm Pre-registration REQUIRED	Market Research Tools For Export Success: <i>Presented by Port of Los Angeles TradeConnect</i>	FREE	LA Law Library 391 West 1 st Street Los Angeles, CA 90012	Port of Los Angeles TradeConnect Jean Coronel jcoronel@portla.org www.LAtradeconnect.org Register at: www.lalawlibrary.org
Thursday November 20, 2014 6:00 pm to 9:00 pm Pre-registration REQUIRED	Global Access Program: <i>Provides a unique opportunity for local companies to enter into the global market, presented by CITD and California State University San Bernardino</i>	FREE	California State University San Bernardino 6500 University Parkway San Bernardino, CA 92407	CITD Robert Corona 951-571-6443 robert.corona@rccd.edu CSUSB Jessica Chavez 909-537-3881 jessicac@csusb.edu Register at: https://globalaccess.eventbrite.com
Tuesday December 9, 2014 8:30 am to 12:00 Noon Pre-registration REQUIRED	SAVE THE DATE! Internet Export Marketing – Inaugural Launch for Micro Entrepreneurs: <i>Presented by Port of Los Angeles TradeConnect</i>	FREE	Los Angeles City Hall Tom Bradley Tower, 26 th Floor 200 North Spring Street Los Angeles, CA 90012	Port of Los Angeles TradeConnect Jean Coronel jcoronel@portla.org www.LAtradeconnect.org Register at: http://tinyurl.com/MicEnt14

<u>DATE/TIME</u>	<u>SUBJECT - See Website For Details on Each Event</u>	<u>FEE</u>	<u>LOCATION</u>	<u>CONTACT NUMBER</u>
Wednesday November 5, 2014 9:00 am to 11:00 am Pre-registration REQUIRED	Midweek Marketing Series – Marketing Plan: <i>Presented by Temecula Valley Entrepreneur's Exchange and City of Temecula</i>	FREE	Temecula Valley Entrepreneur's Exchange 43200 Business Park Drive Temecula, CA 92590	Temecula Valley Entrepreneur's Exchange 951-506-5180 info@tve2.org Register at: http://goo.gl/BtOAHY
Thursday November 6, 2014 8:00 am to 6 :00 pm Pre-registration Recommended	Woven – Women Veteran Entrepreneurs Network: <i>Join CAMEO as our team of local small business experts delivers advice on how to start and grow your business, presented by CAMEO and U.S. Small Business Administration</i>	FREE	Bob Hope Patriotic Hall 1816 Figueroa Street Los Angeles, CA 90015	For more information contact cameo@microbiz.org Register online at: www.bit.ly/comeowoven
Thursday November 6, 2014 9:00 am to 6:30 pm Pre-registration REQUIRED	Innovate, Connect, Grow: <i>One day event bringing together experts from various disciplines with common goal of assisting entrepreneurs at all stages in advancing their business, presented by Temecula Entrepreneurs Exchange</i>	FREE	Temecula Valley Entrepreneur's Exchange 43200 Business Park Drive Temecula, CA 92590	Temecula Valley Entrepreneur's Exchange 951-506-5180 info@tve2.org Register online at: http://ow.ly/C5gKQ
Thursdays November 6, 13, and November 20, 2014 11:00 am to 1:00 pm Pre-registration REQUIRED	Corona Networking Solutions: <i>A different guest speaker will preside over each event, giving time for elevator speeches and networking opportunities, presented by Corona Chamber of Commerce</i>	\$20 for non- members \$15 for members	Valencia Terrace 2300 South Main Street Corona, CA 92882	Corona Chamber of Commerce Stephanie Shapiro 951-737-3531 stephanie@mychamber.org www.mychamber.org

<u>DATE/TIME</u>	<u>SUBJECT - See Website For Details on Each Event</u>	<u>FEE</u>	<u>LOCATION</u>	<u>CONTACT NUMBER</u>
Wednesday November 12, 2014 11:30 am to 1:00 pm Pre-registration REQUIRED	Pitch Practice Lunch: <i>Networking lunch for tech startups and entrepreneurs with a Pitch at 12:00 noon</i>	FREE	Temecula Valley Entrepreneur's Exchange 43200 Business Park Drive Temecula, CA 92590	City of Temecula Cheryl Kitzerow 951-694-6409 cheryl.kitzerow@cityoftemecula.org Register online at: http://goo.gl/fhJNiZ
Thursday November 13, 2014 9:00 am to 2:45 pm Pre-registration REQUIRED	Orange Small Business Seminar: <i>Presented by Board of Equalization and the City of Orange</i>	FREE	City of Orange City Council Chambers 300 East Chapman Avenue Orange, CA 92866	Board of Equalization www.boe.ca.gov/sutax/sbf.htm
Thursday November 13, 2014 9:00 am to 4:00 pm Pre-registration REQUIRED	4th Annual Small Business Summit – Veteran's Outreach: <i>Presented by Southwest Veteran's Resource Center, Inc.</i>	FREE	Caesar Chavez Library 101 North "D" Street Perris, CA 92570	Southwest Veteran's Business Resource Center Register at: http://goo.gl/Axlb8A
Thursday November 13, 2014 6:30 pm to 8:30 pm Pre-registration REQUIRED	Laguna Beach is Open For Business: <i>Starting and operating a business in the City of Laguna Beach</i>	FREE	Laguna Beach Community & Susi Q Senior Center 380 Third Street Laguna Beach, CA 92651	City of Laguna Beach Monica Tuchscher 949-497-0745 Mtuchscher@lagunabeachcity.net www.lagunabeachcity.net
Friday November 14, 2014 9:00 am to 11:00 Pre-registration REQUIRED	Professional Development Series Women in Business – Stylemaker Social Media Secrets: <i>Presented by Temecula Valley Entrepreneur's Exchange and City of Temecula</i>	FREE	Temecula Valley Entrepreneur's Exchange 43200 Business Park Drive Temecula, CA 92590	Temecula Valley Entrepreneur's Exchange Tiffany Clark Tiffany@Temecula.org Register at: http://goo.gl/iK8MoZ

<u>DATE/TIME</u>	<u>SUBJECT - See Website For Details on Each Event</u>	<u>FEE</u>	<u>LOCATION</u>	<u>CONTACT NUMBER</u>
Monday November 17, 2014 9:00 am to 10:00 am Pre-registration REQUIRED	Board of Equalization – Record Keeping Workshop: <i>Presented by BOE, hosted by Temecula Valley Entrepreneur’s Exchange</i>	FREE	Temecula Valley Entrepreneur’s Exchange 43200 Business Park Drive Temecula, CA 92590	Board of Equalization www.boe.ca.gov/sutax/sbf.htm
Tuesday November 18, 2014 1:30 pm to 5:30 pm Pre-registration REQUIRED	Coachella Valley Sales and Use Tax in the Food Industry: <i>Presented by Board of Equalization and Cathedral City</i>	FREE	ShareKitchen 68805 East Palm Canyon Drive Cathedral City, CA 92234	Board of Equalization www.boe.ca.gov/sutax/sbf.htm
Friday November 21, 2014 9:00 am to 11:00 am Pre-registration REQUIRED	Professional Development Series Women in Leadership & Management: <i>Presented by Temecula Valley Entrepreneur’s Exchange and City of Temecula</i>	FREE	Temecula Valley Entrepreneur’s Exchange 43200 Business Park Drive Temecula, CA 92590	Temecula Valley Entrepreneur’s Exchange Tiffany Clark Tiffany@Temecula.org Register at: http://goo.gl/iK8MoZ

The U.S. Small Business Administration plays a vital role in enabling America’s entrepreneurs to start, grow and succeed. Through **our wide array of services - loan guarantees, assistance for small businesses in federal contracting, and business counseling –** the SBA has helped millions of individuals start and grow their small businesses.

The Santa Ana District monthly Management Training Calendar is one of those services. This calendar provides information on co-sponsored business workshops, expos, and conferences provided by our Resource Partners, other government agencies, local government agencies, and business organizations in the counties of Orange, Riverside and San Bernardino. Events pertaining to the small business community from non-cosponsored events are listed in the section called Other Events.

Visit the Santa Ana District Office website at www.sba.gov/ca/santa or to see all that the SBA has to offer small businesses view the national website at www.sba.gov. A list of U.S. Small Business Administration resources is on the next page.

SBA Partners and Small Business Resources:

SCORE “Counselors To America’s Small Business” - Provide FREE one-on-one counseling, monthly low-cost pre-business seminars, various workshops, and problem-solving assistance for those already in business.

ORANGE COUNTY:

714-550-7369, 200 West Santa Ana Blvd, Suite 700, Santa Ana 92701 – www.score114.org

SCORE Women's Business Site: www.score.org/women

SCORE Women's Business Blog: <http://womensblog.score.org>

COACHELLA VALLEY: 760-773-6507, 43-100 Cook Street, Suite 104, Palm Desert 92211 – www.scorecv.org
RIVERSIDE COUNTY: 951-652-4390 – 11801 Pierce Street, 2nd Floor, Riverside 92505 – www.iescore503.org
SAN BERNARDINO COUNTY: Call your local Chamber of Commerce – www.iescore503.org or www.score114.org

Small Business Development Centers (SBDC) - Provide training, consulting, and technical assistance in all aspects of small business management. For further information, contact the SBDC in your area.

INLAND EMPIRE:

Outreach Center 909-983-5005; 603 North Euclid, Ontario, 91762 – www.iesmallbusiness.com

Outreach Center 951-781-2345; 3780 Market Street, Riverside, 92501 – www.iesmallbusiness.com

COACHELLA VALLEY: 760-340-1575; 3111 East Tahquitz Canyon Way, Palm Springs, 92262 – www.cvsbdc.com

HIGH DESERT: 760-951-1592; 15490 Civic Drive, Suite 102, Victorville 92392 – www.iesmallbusiness.com

ORANGE COUNTY: 714-564-5200; 2323 North Broadway, Suite 201, Santa Ana, 92706 – www.ocsbdc.org

LAUNCHPAD (OCTANE): 949-330-6565; 65 Enterprise, Aliso Viejo, CA 92656 – www.octaneoc.org

TRITECH (TECHNOLOGY): 949-734-5635; 18552 MacArthur Blvd., Suite 208, Irvine, 92617 (HI-TECH/HI-GROWTH ONLY)

951-571-6480; 1650 Spruce Street, Suite 500, Riverside, 92507 - www.tritechsbdc.org
Satellite Office: 152 East Sixth Street, Corona, 92879 - www.tritechsbdc.org

(To schedule appointment at Corona Satellite Office use TriTech main Riverside telephone number)

Women's Business Center (WBC) - Provides business counseling, workshops and mentoring events for start-up and existing women-owned businesses.

I.E. W.B.C.: 909-890-1242; 3780 Market Street, Riverside, 92501 – www.iewbc.org “New Location”

I.E. W.B.C.: 909-890-1242; 600 North Arrowhead Avenue, Suite 200, San Bernardino, 92401 - www.iewbc.org “2nd Location”

COACHELLA VALLEY: 760-345-9200; 77-806 Flora Road, Suite C, Palm Desert, 92211 – www.cvwbc.org

U.S. Commercial Service - Provides counseling, financing, and market information for new to export and ready to export companies through SCORE, SBA, and the Department of Commerce. For further information call 949-660-1688 – www.trade.gov/cs

California Centers for International Trade Development (CITD) – Provides counseling and training information for new export and ready to export companies

Orange County: 714-564-5415; 2323 North Broadway, Suite 328-3, Santa Ana, 92701 – www.ranchosantiagocitd.org

Riverside County: 951-571-6443; 14745 Riverside Drive, Riverside, 92518 – www.citd.org

On-Line Resources:

SBA's Official Website: www.sba.gov — general information on SBA programs and services with links to local and outside resources. For the **Santa Ana District Office website:** www.sba.gov/ca/santa

National SCORE Website: www.score.org — information on the SCORE organization and access to online counseling

National SCORE Hispanic Website: www.score.org/hispanic.html — information on the SCORE organization and access to online counseling in Spanish.

SBA's Official Web Site in Spanish: www.sba.gov/español – general information on SBA programs and other resources available for small businesses.

Santa Ana District Small Business Resource Guide: www.smallbusiness3.com – Guide includes a brief summary of SBA programs and local contact numbers for resources.

All of SBA's programs and services are extended to the public on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made, if requested at least two weeks in advance. Contact the U. S. Small Business Administration at 714-550-7420.