



CHICAGO STATE UNIVERSITY
**South Side Executive
 Entrepreneurial
 Training Program**
**Tuesday, September 10,-
 Tuesday, October 29, 2024**

Chicago State University
 9501 South King Drive • Chicago, IL 60628

Who can apply?

If you have been in business for at least two years, have \$50,000 in annual revenue and at least two employees [including yourself [1099s and part-time employees], then you qualify.

For additional information contact:
 773-995-4466

Matthew Howard
 773-916-6549

Sponsored by: **CIBC** 



SESSION HIGHLIGHTS:

- ✓ Business & Leadership: Organizational Management and Planning
- ✓ Marketing, Branding, Sales, and Advertising
- ✓ The Value of Certification
- ✓ Understanding Financial Management
- ✓ Long Term Business Strategies, Case Studies and Succession Planning
- ✓ Improving Your Credit Profile and Score
- ✓ Accessing Multiple Capital Resources



Program Dates

September 10th: Participant Introductions; Developing Your Business Dream Team; Your Business Organization & Operations Structure; Challenges and Stages of Growth

September 17th : Data Security, Five Fundamentals of Marketing; Servicing Your Internal and External Customers; Providing Excellent Customer Service; Your target customer today and tomorrow; The **value** of Certification and making the value work for you and your business.

September 24th : Accurate Financials & What They Say About your Business. An Overview of your financial statements and your tax returns (an accurate representation).

October 1st : Political contacts, Succession Planning; Case Studies on Successes and Failures of Business and Personal Relationships.

October 8th : Your Credit Issue; Personal and Business Credit.

October 15th : Access to Capital Panel Discussion, “All Money is not the Same Shade of Green.” Crowd Funding.

October 22nd : Developing the Perfect Pitch-One-on-One Sessions

October 23rd : One-on-One Sessions

October 29th : In Person Graduation

**Classes will meet via Zoom
 Class Time 6:00pm to 8:30pm**

The Chicago State University’s Continuing Education in partnership with CIBC, and Greater Roseland Chamber of Commerce is proud to present “The South Side Executive Entrepreneurial Training Program. An intensive 8-week program that gives established businesses insights and tools to grow. The South Side Executive Entrepreneurial Training Program is hosted by Chicago State University’s Continuing Education.