

Business Capacity Building Program (North End) - Monthly Sessions & Workshops 2012-2013

MODULE 1: SUCCESSFUL BUSINESS MODELS 1st Quarter : Session	Topic / Speaker or Facilitator
(June) Session 1 : Program Overview / Relationship Development	Intro. to Initial Assessment & Program Evaluation; Guest Speaker: Rocky Marcoux (City of Milwaukee)
(July) Session 2: Strategic Business Planning	Intro. to Business, Financial, Strategic Plan Development; Guest Presenter: Kamela Goodwyn (Business Planning Consultant)
(August) Session 3: Coaching for Success	Meet Business Coaches / Action Learning Kick-Off; Guests: BCBP Business Coaches (J. Milner; T. Rodriguez; D. Powell); Presenter: Gayle Peay (WOO)
(Sept.) WORKSHOP / BUSINESS TO BUSINESS NETWORKING	Guest Presenters: Margaret Henningson (Women's Fund) & Bill Beckett (Chryspac)
(Sept.) Session 4: Business Modeling & Planning	Intro to Business Model Generation & Business Planning Process Guest Presenters : Matt Richardson (SmartWave) and Deneine Powell (Lily & Hampton)
MODULE 2: MARKETING & LEVERAGING RELATIONSHIPS 2nd Quarter Sessions	Topic / Speaker or Facilitator
(Oct.) Session 5: Personal Branding	Connecting vs. Networking; Presenter: Genyne Edwards (WOO)
(Oct.) WORKSHOP / BUSINESS TO BUSINESS NETWORKING	Business Model Generation Workshop; Guest Presenter: Matt Richardson (SmartWave)
(Nov.) Session 6: Business Development; MAWIB On the Job Training Program; Trends in Sourcing & Diverse Business Relationships	Leveraging Relationships and Developing Strategic Business Alliances; Guest Presenters: MAWIB & Kimberly Casey (Chicago United)
(Nov.) WORKSHOP - Coach Intensive & Relationship Development	Action Learning – Module 1 & 2 Review; 2013 Goal Setting; Rubric Check-In Commitment Driven Action - Presenters: Genyne Edwards & Gayle Peay (WOO)
MODULE 3: FINANCING & CAPITAL MANAGEMENT 3rd Quarter Sessions	Topic / Speaker or Facilitator
(Jan.) Session 7: Deal Making	Creative Deal Flow w/ WHEDA; Guest Presenter: Farshad Maltes (WHEDA)
(Feb.) Session 8: Financial Statements	Reading and Understanding Financial Statements; Guest Presenters: Andrea Hayes & Chad Koski (Baker Tilly)
(Feb.) WORKSHOP - Personal Coaching Workshop	Breaking Through with Personal Coaching; Guest Presenter - Master Coach Sandye Brown (Wide Awake)
(Feb.) WORKSHOP / BUSINESS TO BUSINESS NETWORKING	Wealth Management for Small Business Owners -; Guest Presenter: Julie Murphy Casserly (Author of The Emotion Behind Money)
(Mar.) Session 9: Financial Planning	Financial Planning for Business Life Stage and Business Success; Guest Presenter: John Miller (MEDC)
MODULE 4: HUMAN CAPITAL & SUCCESSION PLANNING 4th Quarter Sessions	Topic / Speaker or Facilitator
(Apr.) Session 10: Managing people and processes	Professional Presentation Skills; Presenter: Genyne Edwards (WOO)
(May) Session 11: Staff Planning	Who's On Your Bus: Finding & Keeping the Right People; Guest Presenter: Steven Brown (GE HealthCare)
(May) WORKSHOP / BUSINESS TO BUSINESS NETWORKING (Small Business Week)	Succession Planning ; Guest Presenter: Dick Shuma (BMO Harris Bank)