

**New series of spring 2010  
training sessions start Friday,  
February 19 from 11 a.m. to 2 p.m.—  
“Creating Business Plans that Sell”**



# **Practical Entrepreneur Training Tools**

are designed to better leverage your business strengths in today's dynamic economic times. You want the answers. We have the resources to take you further. Let us provide you with the tools to lead you through the process of innovation and entrepreneurship. A start-up or established business—we will provide you the skills and the proven knowledge you need to succeed.

**\$35  
per session  
includes  
lunch**

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**WICHITA STATE  
UNIVERSITY  
W. FRANK BARTON  
SCHOOL OF BUSINESS**

## **Upcoming Training Sessions Fridays from 11 a.m. to 2 p.m.**

- Feb. 19** **Creating Business Plans that Sell** • *Chris Broberg*
- Feb. 26** **Guerrilla Marketing** • *Don Hackett*
- Mar. 5** **Navigate the Legal Aspects of Business** • *Dave Dahl*
- Mar. 12** **Master Financial Statements** • *Ron Christy*
- Mar. 26** **The Employee Factor & HR Issues** • *Gaylen Chandler*
- April 2** **How to Build a Powerhouse Advisory Board** • *Jim Wolf*
- April 9** **Product Innovation & Development** • *Chris Broberg*
- April 23** **Financing Aim for a Higher Level** • *Gaylen Chandler*
- May 7** **Capitalize on the Web** • *James Mock*
- May 14** **The Essence of Advertising** • *Ron Christy*
- May 21** **Building your Business with Social Media Savvy** • *Lou Heldman*