

THE NEWINGTON CHAMBER OF COMMERCE PRESENTS:
WANT TO OPEN A BUSINESS! NOW WHAT?

Tuesday, September 30

Presenters: Joan-Alice Taylor, Owner, Taylor Therapy Center, P.C.
Roy Snider, Manager and Director of WOW at Stew Leonard's Newington; President and
CEO of Absolutely Necessary LLC; and Branch Manager of Newington SCORE

The Beginning: Developing a Successful Business Plan

ABC's of starting a new business

Business Plan - How, Where, What, Why
Demographics - Who?
Overview - Things we have learned that won't be in publications.

Tuesday, October 14

Presenters: David Williams, Vice-President, Webster Bank
Bob Polito, Senior Vice-President, Small Business Sales, Webster Sales

How to Pay for It

Finance

Small Business Lending - the options available for start-up businesses.

Tuesday, October 28

Presenter: John Kelly, Esquire, Nassau, Griffith & Kelly LLC

Make it Legal

What type of business - a sole proprietorship, partnership, corporation, LLC, or PC? Choices, choices!

Tuesday, November 11

Presenter: Steve Bafundo, A.J. Bafundo & Co., LLC

How to Make It Pay

Accounting

Payroll - in house, outside service?
Taxes - what types of filings are available and best for you.

Tuesday, November 25

Presenter: Christine Sparmer, former Business Owner and Vice President, Marketing and
Communications, OneBeacon Professional Partners

Marketing Small Businesses on a Shoestring Budget - Your marketing activities don't
have to break the bank. Learn how to market like a pro.

Cost

The cost of these seminars is \$25 per session OR \$100 for all five sessions. These seminars will be held at the
Newington Chamber of Commerce Office, 1046 Main Street, Newington beginning at 7:00 PM. Refreshments will
be served. Space is limited, so please register as soon as possible.

Registration Information:

Name: _____

Address: _____

Phone: _____ Email: _____

Seminar Selection:

_____ ABC's _____ Finance _____ Legal _____ Accounting _____ Marketing _____ All sessions

Enclosed please find payment (check/credit card) of _____ for the above-marked seminar(s).

Credit Card Number: _____

Name on Credit Card: _____

Total Amount: _____ Exp. Date: _____

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