

**Confidential one-on-one business counseling is always free of charge.
Call (315) 792-7547 to schedule an appointment.**

New Webinar: Cybersecurity for Your Business and Value Chain

February 8; Noon – 1:00 PM

Co-sponsored by the MV SBDC and thINCubator



The pace of cybersecurity breaches has reached epic proportions. Organizations large and small need to take steps to protect themselves. This webinar will provide an overview of how cybercrime affects your business and recent legislation, regulations, and frameworks that impact your business. Presented by Xahive, an internationally recognized cybersecurity firm and consultant. The webinar is **FREE**.

Register today at: <https://attendee.gotowebinar.com/register/5937102592848276225>

QuickBooks Training

One-day training, offered **March 6 or June 5**; 10:00 AM – 3:00 PM (Break for lunch)

Beginner-level, hands-on QuickBooks training for people who have never used QuickBooks and those just starting to use the program.

SUNY Polytechnic Institute, Kunsela Hall, B232. **Class limited to 8. Fee: \$100.00**, includes free 1-hr follow-up session.

New! – Discount for multiple attendees from same company. Call to request a specific topic for Level 2 training.

Pre-registration and payment are required. Call the SBDC @315-792-7547 or email palazzp@sunyit.edu



New Monthly Workshop: Small Business Startup

Jump-start your new business by attending this condensed training covering multiple topics all in one day!

If you are thinking about the possibility of owning your own business or have recently opened a new business, this workshop is for you!

Taught by SBDC business advisors, the workshop is intended to give you a comprehensive understanding of business start-up information.

Includes Q&A. The workshop is offered once a month from 10:00 AM – 4:00 PM at SUNY Polytechnic. **Fee: \$75:**

- February 22
- April 26
- June 21
- March 22
- May 24

Pre-registration and payment are required. Call the SBDC @ 315-792-7547 or email palazzp@sunyit.edu

SEAP participants: This is the introductory seminar to fulfill part of your SEAP training requirement.

Business Plan Workshop

February 21; 9 am – 11 am @ SUNY Polytechnic Institute

Designed for business owners and entrepreneurs who are ready to create a business plan, this workshop will included:

- Designing a business plan and why it is needed
- Assessing the target audience
- Learning the typical sections of a business plan
- Writing the Executive Summary
- Analyzing the industry, market and business location, including competitors
- Forecasting sales
- Identifying financial objectives and preparing a financial plan.

Business plan and market resources will be provided.

Fee: \$20.00. Pre-registration and payment are required. Call the SBDC @ 315-792-7547 or email palazzp@sunyit.edu