



## 2020 Session Training Topics

11/8/2019 1/23/2019	Applications Open Online Application Closes	
<b>1/28/2020</b> <b>6-8:30 PM</b>	<b>Ideas, Plans, &amp; Entrepreneurs!</b> <i>Review of Challenge; What I Wish I had Known; Entrepreneurship; Community Resources; Administrative; Network Building; planning for rest of challenge...</i>	<b>19<sup>th</sup> Hole at Castle Rock Golf</b> 900 Castle Rock Drive, Pembroke, VA
<b>2/4/2020</b> <b>6-8:30 PM</b>	<b>Ask the Experts</b> <i>Competitors have a unique opportunity to ask questions from a panel of professionals in accounting, legal and insurance about starting and growing a business, including pros and cons of the various business entity types, licensing and registration requirements and more.</i>	<b>Pearisburg Town Hall Council Chambers</b> 112 Tazewell Street, Pearisburg, VA  (parking behind building in Municipal lot or on street)
<b>2/11/2020</b> <b>6-8:30 PM</b>	<b>Operating My Business</b> <i>Explore the various parts of a credit report and how it can positively or negatively impact your business; Review various aspects of managing a business from record keeping, reporting and more; Best Practices for Day-to-Day</i>	<b>Pearisburg Fire Department</b> 720 Mountain Lake Ave, Pearisburg, VA  (parking to left and around back of building)
<b>2/18/2020</b> <b>6-8:30 PM</b>	<b>Marketing, Promotion and Customer Service</b> <i>Marketing, Advertising, Promotions, Public Relations, Customer Service... How do they all play a part in the success of your business &amp; how in the heck to do it all? Plus additional financial opportunities for participants.</i>	<b>Narrows Town Office Council Chambers</b> 210 Main Street, Narrows, VA (parking on street or across Main Street in parking lot)
<b>2/25/2020</b> <b>6-8:30 PM</b> Sarah Thwaites Monica/Debbie Sandy Ratliff	<b>Where's the Money? Financial Literacy</b> <i>Local and regional lending institutions and other funding opportunities for your business; Crowdfunding, Loans, Gap Financing, Grants, &amp; private investment</i>	<b>Narrows Fire Department</b> 137 Center St, Narrows, VA 24124
<b>3/3/2020</b> <b>6-8:30 PM</b> Nicole Price, Beth Osborne  <b>3/6/2020</b>  <b>3/6-16/2020</b>	<b>Written Business Plan Review &amp; How to Pitch</b> <i>Participants will have a working night to hone in business plan documents and presentation materials. Special consulting opportunities will be available to present on public speaking &amp; pitching.</i> <b>Business Plans Due</b>  <b>Business Plan Judging</b>	<b>Pembroke Town Hall</b> 500 Snidow St, Pembroke, VA (parking to right of building in parking lot)
<b>3/17/2020</b> <b>6-8:30 PM</b>	<b>Pitch Night &amp; Red Carpet Celebration!</b> <i>Participants pitch their business plans to panel of judges. While deliberation is ongoing enjoy celebrating and connecting with your community and fellow participants- you did it!</i>	

\*All workshops are open and free to the public. Walk-in's welcome any night. A representative from your team must attend every session to be eligible for Pitch Night Prizes.