South Side Executive Entrepreneurial Training Program
Monday, March 14-Monday, May 9, 2022

Chicago State University
9501 South King Drive • Chicago, IL 60628

Who can apply?
If you have been in business for at least two years, have $50,000 in annual revenue and at least two employees [including yourself [1099s and part-time employees], then you qualify.

For additional information contact: 773-995-4466
Matthew Howard
773-916-6549

Sponsored by:

Program Dates
March 14th: Participant Introductions; Developing Your Business Dream Team; Your Business Organization & Operations Structure; Challenges and Stages of Growth
March 21st: Data Security, Five Fundamentals of Marketing; Servicing Your Internal and External Customers; Providing Excellent Customer Service; Your target customer today and tomorrow; The value of Certification and making the value work for you and your business.
March 28th: Accurate Financials & What They Say About your Business. An Overview of your financial statements and your tax returns (an accurate representation).
April 4th: Political contacts, Succession Planning; Case Studies on Successes and Failures of Business and Personal Relationships.
April 11th: Your Credit Issue; Personal and Business Credit.
April 18th: Access to Capital Panel Discussion, “All Money is not the Same Shade of Green,” Crowd Funding.
April 25th: Developing the Perfect Pitch-One-on-One Sessions
May 2nd: One-on-One Sessions
May 9th: In Person Graduation

Classes will meet via Zoom
Class Time 6:00pm to 8:30pm

SESSION HIGHLIGHTS:
✓ Business & Leadership: Organizational Management and Planning
✓ Marketing, Branding, Sales, and Advertising
✓ The Value of Certification
✓ Understanding Financial Management
✓ Long Term Business Strategies, Case Studies and Succession Planning
✓ Improving Your Credit Profile and Score
✓ Accessing Multiple Capital Resources

The Chicago State University’s Continuing Education in partnership with CIBC, and Greater Roseland Chamber of Commerce is proud to present “The South Side Executive Entrepreneurial Training Program. An intensive 8-week program that offers established businesses insights and tools to grow. The South Side Executive Entrepreneurial Training Program is hosted by Chicago State University’s Continuing Education.

Who can apply?
If you have been in business for at least two years, have $50,000 in annual revenue and at least two employees [including yourself [1099s and part-time employees], then you qualify.

For additional information contact: 773-995-4466
Matthew Howard
773-916-6549

Sponsored by:

Program Dates
March 14th: Participant Introductions; Developing Your Business Dream Team; Your Business Organization & Operations Structure; Challenges and Stages of Growth
March 21st: Data Security, Five Fundamentals of Marketing; Servicing Your Internal and External Customers; Providing Excellent Customer Service; Your target customer today and tomorrow; The value of Certification and making the value work for you and your business.
March 28th: Accurate Financials & What They Say About your Business. An Overview of your financial statements and your tax returns (an accurate representation).
April 4th: Political contacts, Succession Planning; Case Studies on Successes and Failures of Business and Personal Relationships.
April 11th: Your Credit Issue; Personal and Business Credit.
April 18th: Access to Capital Panel Discussion, “All Money is not the Same Shade of Green,” Crowd Funding.
April 25th: Developing the Perfect Pitch-One-on-One Sessions
May 2nd: One-on-One Sessions
May 9th: In Person Graduation

Classes will meet via Zoom
Class Time 6:00pm to 8:30pm

SESSION HIGHLIGHTS:
✓ Business & Leadership: Organizational Management and Planning
✓ Marketing, Branding, Sales, and Advertising
✓ The Value of Certification
✓ Understanding Financial Management
✓ Long Term Business Strategies, Case Studies and Succession Planning
✓ Improving Your Credit Profile and Score
✓ Accessing Multiple Capital Resources

The Chicago State University’s Continuing Education in partnership with CIBC, and Greater Roseland Chamber of Commerce is proud to present “The South Side Executive Entrepreneurial Training Program. An intensive 8-week program that offers established businesses insights and tools to grow. The South Side Executive Entrepreneurial Training Program is hosted by Chicago State University’s Continuing Education.

Who can apply?
If you have been in business for at least two years, have $50,000 in annual revenue and at least two employees [including yourself [1099s and part-time employees], then you qualify.

For additional information contact: 773-995-4466
Matthew Howard
773-916-6549

Sponsored by:

Program Dates
March 14th: Participant Introductions; Developing Your Business Dream Team; Your Business Organization & Operations Structure; Challenges and Stages of Growth
March 21st: Data Security, Five Fundamentals of Marketing; Servicing Your Internal and External Customers; Providing Excellent Customer Service; Your target customer today and tomorrow; The value of Certification and making the value work for you and your business.
March 28th: Accurate Financials & What They Say About your Business. An Overview of your financial statements and your tax returns (an accurate representation).
April 4th: Political contacts, Succession Planning; Case Studies on Successes and Failures of Business and Personal Relationships.
April 11th: Your Credit Issue; Personal and Business Credit.
April 18th: Access to Capital Panel Discussion, “All Money is not the Same Shade of Green,” Crowd Funding.
April 25th: Developing the Perfect Pitch-One-on-One Sessions
May 2nd: One-on-One Sessions
May 9th: In Person Graduation

Classes will meet via Zoom
Class Time 6:00pm to 8:30pm

SESSION HIGHLIGHTS:
✓ Business & Leadership: Organizational Management and Planning
✓ Marketing, Branding, Sales, and Advertising
✓ The Value of Certification
✓ Understanding Financial Management
✓ Long Term Business Strategies, Case Studies and Succession Planning
✓ Improving Your Credit Profile and Score
✓ Accessing Multiple Capital Resources

The Chicago State University’s Continuing Education in partnership with CIBC, and Greater Roseland Chamber of Commerce is proud to present “The South Side Executive Entrepreneurial Training Program. An intensive 8-week program that offers established businesses insights and tools to grow. The South Side Executive Entrepreneurial Training Program is hosted by Chicago State University’s Continuing Education.

Who can apply?
If you have been in business for at least two years, have $50,000 in annual revenue and at least two employees [including yourself [1099s and part-time employees], then you qualify.

For additional information contact: 773-995-4466
Matthew Howard
773-916-6549

Sponsored by:

Program Dates
March 14th: Participant Introductions; Developing Your Business Dream Team; Your Business Organization & Operations Structure; Challenges and Stages of Growth
March 21st: Data Security, Five Fundamentals of Marketing; Servicing Your Internal and External Customers; Providing Excellent Customer Service; Your target customer today and tomorrow; The value of Certification and making the value work for you and your business.
March 28th: Accurate Financials & What They Say About your Business. An Overview of your financial statements and your tax returns (an accurate representation).
April 4th: Political contacts, Succession Planning; Case Studies on Successes and Failures of Business and Personal Relationships.
April 11th: Your Credit Issue; Personal and Business Credit.
April 18th: Access to Capital Panel Discussion, “All Money is not the Same Shade of Green,” Crowd Funding.
April 25th: Developing the Perfect Pitch-One-on-One Sessions
May 2nd: One-on-One Sessions
May 9th: In Person Graduation

Classes will meet via Zoom
Class Time 6:00pm to 8:30pm

SESSION HIGHLIGHTS:
✓ Business & Leadership: Organizational Management and Planning
✓ Marketing, Branding, Sales, and Advertising
✓ The Value of Certification
✓ Understanding Financial Management
✓ Long Term Business Strategies, Case Studies and Succession Planning
✓ Improving Your Credit Profile and Score
✓ Accessing Multiple Capital Resources

The Chicago State University’s Continuing Education in partnership with CIBC, and Greater Roseland Chamber of Commerce is proud to present “The South Side Executive Entrepreneurial Training Program. An intensive 8-week program that offers established businesses insights and tools to grow. The South Side Executive Entrepreneurial Training Program is hosted by Chicago State University’s Continuing Education.

Who can apply?
If you have been in business for at least two years, have $50,000 in annual revenue and at least two employees [including yourself [1099s and part-time employees], then you qualify.

For additional information contact: 773-995-4466
Matthew Howard
773-916-6549

Sponsored by: