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HARRISBURG REGIONAL CHAMBER.
CAPITAL REGION ECONOMIC
DEVELOPMENT CORPORATION



3211 NORTH FRONT ST., SUITE 201
HARRISBURG, PA 17110

Women *and* Minority-Owned *Businesses*

A seminar series on how to become a successful
player in the world of procurement

BEST BUSINESS PRACTICES WORK!



S B D C
PENNSYLVANIA

Small Business Development Center
Kutztown University of Pennsylvania

Helping businesses start, grow, and prosper.



HARRISBURG REGIONAL CHAMBER.
CAPITAL REGION ECONOMIC
DEVELOPMENT CORPORATION

Seminars

Registration Form

Monday, April 24, 2006

FINANCING YOUR GROWTH

What do banks look for when reviewing your loan application and business plan? Other topics will include how to pitch a bank and how to get a bank to look at you when you don't have a spotless financial record.

LOCATION: Harrisburg Regional Chamber & CREDC offices

TIME: Registration 8:30am
Seminar 9am - 12noon

Thursday, May 18, 2006

CORPORATE BEST PRACTICES

A panel discussion with five large companies in the Harrisburg area, along with small businesses, who have been successful in becoming part of their vendor base. Hear from the large businesses about what they look for in successful vendors and hear from the small businesses about how they are able to win these successful sub contracts.

LOCATION: Harrisburg Regional Chamber & CREDC offices

TIME: Registration 8:30am
Seminar 9am - 12noon

Thursday, June 15, 2006

SUCCESSFUL MARKETING FOR THE SMALL BUSINESS

Learn from a successful marketing executive how to effectively market not only your company's products or services, but also yourself. Information shared will include case studies outlining branding and marketing on a shoestring.

LOCATION: Harrisburg Regional Chamber & CREDC offices

TIME: Registration 8:30am
Seminar 9am - 12noon

Monday, June 26, 2006

Seminar, Graduation Ceremony and Networking Event

WORKING WITH PRIME CONTRACTORS AND GOVERNMENT AGENCIES

Learn how to position your company for these specialized markets and learn what specific steps are required to participate in these markets.

LOCATION: Wildwood Conference Center - HACC

TIME: Registration 8:30am
Seminar 9am - 12noon
Lunch & Networking 12noon

**To receive a Graduation Certificate, a participant must attend three out of the four seminars.*

Name	_____
Company	_____
Address	_____
City/State/Zip	_____
Phone	_____ Fax _____
Email	_____

All seminars are FREE and are 9am to 12noon.

I WOULD LIKE TO ATTEND:

- Monday, April 24, 2006 - Harrisburg Regional Chamber & CREDC offices
- Thursday, May 18, 2006 - Harrisburg Regional Chamber & CREDC offices
- Thursday, June 15, 2006 - Harrisburg Regional Chamber & CREDC offices
- Monday, June 26, 2006 - Wildwood Conference Center, HACC

TO REGISTER, PLEASE RETURN FORM TO:

HARRISBURG REGIONAL CHAMBER & CREDC
3211 North Front Street, Suite 201
Harrisburg, PA 17110-1342



PHONE: 717.232.4099

FAX: 717.232.5184

cpattison@hbgrc.org

Or simply register online at:

www.HarrisburgRegionalChamber.org



