

## The KU SBDC Hosts Visitors from the SBA

November 30, 2005 the KU SBDC was honored to host two guests from the Small Business Administration (SBA) in Washington, DC. Jim O'Connor, Director of the Office of E-small business, and Jean Smith, Deputy Associate Administrator of the Office of Small Business Development Centers, had the opportunity to meet with Dr. Eileen Hogan, Dean of the College of Business at KU, Dr. F. Javier Cevallos, KU President, and the Associate Business Consultants at the KU SBDC. The group exchanged thoughts and ideas about various e-tools – including e-newsletters, online learning, online forums, and e-referral.



Recently the KU SBDC joined forces with the SBA by integrating three of KU SBDC's FREE on-line courses - Strategic Planning and Execution, Accounting 101 and Marketing 101 - on the SBA website. The SBA website reaches a national audience, with 5,000 people registering for classes per week. With President Bush's mandate for more electronic training, the SBA saw this as an opportunity to send a positive message to other SBDCs.

The informal meeting provided an opportunity for a face-to-face discussion of the vital role the internet will continue to play in business and the methods available to integrate it into the SBA and KU SBDC services.

