

Thinking about starting or expanding your business? Join our experts for a day of workshops designed to help entrepreneurs plan, grow and:



# Go for LAUNCH!

Celebrate entrepreneurship in Washington County, Maryland, September 22, 2014. Visit one of our workshops if you're considering launching your own business. See individual listing for time and location.

*M&T Bank staff will be on hand for financial questions and discussions.*

**Financing Choices** — A brief discussion on several financing options including traditional bank financing, Small Business Administration (SBA) and Tri County Council. Participants will learn about the different types of commercial financing options and a Q&A session will follow.

- Drop by 12:00 - 3:00 p.m. 32 N. Potomac Street

**Working with a Banker** — A brief discussion detailing how to prepare a loan request package prior to meeting with the banker. The participants will learn the importance of meeting with Score, SBTDC and or their CPA prior to meeting with a banker. A Q&A session will follow.

- Drop by 12:00 - 3:00 p.m. 32 N. Potomac Street

*Visit University System of Maryland at Hagerstown to see if you're on the right track to starting your business.*

**Business Planning Strategies for Growth** — This class will cover: basics of strategic business plans, SWOT analysis, developing business plans for growth, implementing plans and managing the process.

- 1:30 - 3:00 p.m. 32 W. Washington Street

**Dr. Marty Mattare** is the Frostburg State University at University System of Maryland Hagerstown Business Program Director. She has 30+ years of business experience including running small businesses, starting up new businesses and consulting with small businesses. She currently teaches entrepreneurship at Frostburg State University at USMH.

