

# The “Entrepreneurial Institute”

Conducted by the Business Resources Center  
of Lake-Sumter Community College

Whether you are already **in business** or  
**thinking about going into business**,  
this 10-week, 30-hour Institute will be a real asset in  
planning and/or managing your business.

**Start Date:** Wednesday, October 5th, 2011

**Time:** 6:00 to 9:00 p.m.

**Place:** Lake-Sumter Community College, Leesburg  
Business Resources Center  
Building M, Room 119

**Duration:** 10 consecutive Wednesday evenings  
concluding on Dec. 7, 2011  
Graduation Dinner on Dec. 14, 2011

**Note:** \*\*Class will meet on Tuesday, Nov. 22 (Thanksgiving Week)

Cost for Chamber of Commerce members is \$82.50

Cost to Non-chamber members is \$195.00

All courses will be taught by successful business professionals  
sharing real life, practical and proven strategies and experiences.

*Courses cover such areas:*

- Legal Structure
- Marketing
- Small Business Accounting
- Business Plan Development
- Becoming Bankable
- Budget/Pricing
- WEB Marketing
- Trends and Research

*Plus much, much more*

**SCORE**<sup>®</sup>  
Counselors to America's Small Business