

**NEWS RELEASE**  
**FOR IMMEDIATE RELEASE**  
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**Contact:**  
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## **“START AND GROW YOUR SUFFOLK BUSINESS” SEMINAR SERIES**

The City of Suffolk’s Economic Development Department along with the U.S. Small Business Administration (SBA) is pleased to offer a series of seminars titled "Start and Grow your Suffolk Business". This **FREE** seminar series will be held every Tuesday, beginning October 5, 2010, and will run until October 26<sup>th</sup>, from 6 p.m. – 8 p.m. at the Suffolk Workforce Development Center, 157 N Main Street, 2<sup>nd</sup> floor.

### **Upcoming seminar topics:**

**October 5 ~ *Business Plan.*** *The foundation of any business starts with a good business plan. Learn the importance of having a business plan in achieving long term success. To get you started on the development of your business plan, this session will help you create your Company Profile.*

### **October 12 ~ *Establishing a Business and Affordable Health Care.***

*In the **Establishing a Business** session you will learn key points to consider when starting a business. Learn about legal structure, business registration and business licenses. During the **Affordable Health Care** presentation both new and established businesses will be educated on how to provide affordable health care solutions. Whether a sole proprietor or small business, you’ll understand 1) how insurance works, 2) a brief history of medical insurance plans, and 3) how to make the most of your healthcare dollars.*

**October 19 ~ Real Estate Search & Lease Negotiations.** *This session will cover best practices when determining the best location for your business. It will also include an overview of how to negotiate the most favorable leasing option possible, in order to avoid costly pitfalls that some businesses face.*

**October 26 ~ Finance.** *Hear what the bank is looking for, and the things that impact your loan package. An SBA representative will also give an overview on the Small Business Administration Loan Guaranty Program.*

To register or for further information, contact Jennifer Schmack, Suffolk Economic Development at 757.514.4047 or [jschmack@city.suffolk.va.us](mailto:jschmack@city.suffolk.va.us)

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