

Professional Development

How to REALLY Start a Business \$25

Course #: 25433 **Date(s):** 9/17/09
Site: Spirit Lake (129) **Time:** 6-9pm (Thurs.)

Course #: 25434 **Date(s):** 10/15/09
Site: Estherville **Time:** 6-9pm (Thurs.)

Course #: 25435 **Date(s):** 11/19/09
Site: Emmetsburg **Time:** 6-9pm (Thurs.)

Course #: 25436 **Date(s):** 12/17/09
Site: Algona **Time:** 6-9pm (Thurs.)

This workshop is designed for individuals interested in starting a business, inventors and entrepreneurs and existing business owners.

Auto Dealers Survival Guide \$149

Course #: 23314 **Date(s):** 9/14/09
Site: Estherville (60) **Time:** 8am-1pm (Mon.)

This course will provide dealers with training on comprehensive legislative changes, including Time 21 legislation which became effective July 1, 2008 and changes to Iowa law which occurred Jan. 1, 2009 relating to new registration fee requirements and dealer requirements under the law. This five-hour certification course provides dealers with understanding of current legislation.

Getting Paid to Talk \$40

Course #: 25443 **Date(s):** 11/9/09
Site: Estherville (74) **Time:** 6:30-9pm (Mon.)

Today, voice acting (voice overs) are everywhere, from commercials to audio books, training material, documentaries, animation, telephone systems and even the internet. Getting Paid to Talk is a single evening class that takes a realistic and entertaining look at the positive and negative components of building success as a voice actor in our area. In addition to having the opportunity to hear voice acting demos from working professionals, each student will have the opportunity to record a real script under the direction of our producer right there in the class. Each student's recording is then played back at the end of the session as a class finale.

Driving Classes

S.T.O.P (12-Hr.) \$60

Course #: 25054 **Date(s):** 3/15/10 - 3/24/10
Site: Emmetsburg (Rm 120) **Time:** 7-10pm (Mon., Wed.)

This 12-hour program is required for all first-time permit holders in accordance with Section 321.376 Iowa Code. Attendance is required at all sessions for successful completion. Missed sessions must be made up before permit is issued. Certificates issued after class.

Entrepreneurship: Navigate Your Own Business Journey

Entrepreneurship is a journey, and you've taken the first step. And what a step that is! Starting your own business is a major impact on your life. These courses are designed to help you navigate your own personal journey to business ownership. The instructor is going to inspire and instruct, tell you things you don't know and remind you of things you need to do. This class will take you from how to get an idea for a business to finally opening its doors.

Starting Your Own Business \$35

Course #: 25458 **Date(s):** 9/23/09
Site: Spirit Lake (121) **Time:** 6-8pm (Wed.)

Starting Your Own Business helps prepare you to open the doors to your new business. You will learn what to expect at each step and map out the best routes to take.

Creating a Successful Business Plan \$35

Course #: 25459 **Date(s):** 10/7/09
Site: Spirit Lake (121) **Time:** 6-8pm (Wed.)

So you have made the decision to start your own business...congrats! This class is devoted to explaining and making entertaining an important concept relating to business plans. Topics range from why you need a plan to what to do with it when you're finished. You'll learn techniques for figuring your break-even ratio and tips for approaching potential investors.

Financing Your Business \$35

Course #: 25460 **Date(s):** 10/21/09
Site: Spirit Lake (121) **Time:** 6-8pm (Wed.)

This class has something for everyone, regardless of state of development with your business. Most businesses fail to raise the money they need not because they aren't viable but because they approach the wrong sources. This class will show you what sources to use to make your business a success!

Marketing Your Business \$35

Course #: 25461 **Date(s):** 11/4/09
Site: Spirit Lake (121) **Time:** 6-8pm (Wed.)

Marketing your business is not a choice, it's a MUST! Your market will form an opinion about your product one way or another, and they'll act on that opinion. You want to play a role in how your business is perceived to the public and this class will help you.

Entrepreneurship Series (all four classes listed above) \$100

Course #: 25814