

## AFTER LUNCH WEBINARS

TIME	TUES		THURS	
	1pm - 2:30pm	3pm - 4:30pm	1pm - 2:30pm	3pm - 4:30pm
JAN	14 Federal Contracts	14 NJ Certifications	9 Social Media	9 Franchise Opportunity
FEB	11 Sales Conversion	11 Business Communication	6 Int'l Sales	6 Ideal Customer
MAR	10 Cyber Security	10 Best Biz Apps	5 Sell to Government	5 Analytics
APR	14 Private Label Businesses	14 NJ Certifications	2 Access to Capital	2 Marketing DNA
MAY	12 Federal Contracts	12 Business Communication	7 Art of Selling	7 Social Media
JUN	16 Sales Conversion	16 NJ Certifications	4 Microloans	4 Ideal Customer
JUL	14 Best Biz Apps	14 Cyber Security	2 Intellectual Property	2 Marketing DNA
AUG	11 Private Label Bizness	11 E-Commerce Platforms 101	6 Sell to Government	6 Analytics
SEP	15 Federal Contracts	15 NJ Certifications	3 Art of Selling	3 Social Media
OCT	13 Sales Conversion	13 Business Communication	8 Franchise Opportunity	8 Ideal Customer
NOV	10 Best Biz Apps	10 Cyber Security	5 Int'l Sales	5 Marketing DNA
DEC			3 Intellectual Property	3 Access to Capital
<b>LOCATION</b>		<b>Online - Zoom</b>		
<b>ADMIN. FEE</b>		<b>\$7</b>		

## SPECIAL EVENTS

May 13, 2020  
**SBA RESOURCES FOR SMALL BUSINESS**  
 9am - 12pm  
 Location: TBA

June 12, 2020  
**SMALL BUSINESS CONTRACTS & CAPITAL SOURCING EXPO**  
 8am - 1pm  
 Location: TBA

June 20, 2020  
**AFFORDABLE FRANCHISE BUSINESS OPPORTUNITIES SEMINAR**  
 9am - 12pm  
 Location: Seton Hall University

### ABOUT NJSBDC AT RUTGERS-NEWARK

The NJSBDC at Rutgers-Newark is the premier provider of strategic, growth focused business training and technical assistance service to established small businesses and start-up entrepreneurs.

The NJSBDC at Rutgers-Newark is funded in part through a cooperative agreement between Rutgers Business School, NJ Business Action Center and the U.S. Small Business Administration. SBA's funding is not an endorsement of any products, opinions, or services. All SBA funded programs are extended to the public on a nondiscriminatory basis.

**FOR OUR LOCATION, MORE INFORMATION, OR REGISTRATION**

Email: [rnsbdc@business.rutgers.edu](mailto:rnsbdc@business.rutgers.edu)

Visit: [www.rnsbdc.com](http://www.rnsbdc.com)

OR <http://business.rutgers.edu/rnsbdc>



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AMERICA'S  
**SBDC**  
 NEW JERSEY  
 RUTGERS-NEWARK

## 2020 TRAINING CALENDAR



**Main Office:**  
**Rutgers Business School/Newark Campus**  
**25 James Street, Newark, NJ 07102**

**Affiliate Office: Seton Hall University**  
**400 South Orange Ave.**  
**South Orange NJ 07079**

📞 973-353-5950

📠 973-353-5978

📧 [rnsbdc@business.rutgers.edu](mailto:rnsbdc@business.rutgers.edu)

**RUTGERS**

Rutgers Business School  
 Newark and New Brunswick

POWERED BY  
**SBA**  
 U.S. Small Business  
 Administration



# 2020 NJSBDC AT RUTGERS-NEWARK TRAINING CALENDAR

ENTREPRENEURS & STARTUPS				ESTABLISHED & MATURE SMALL BUSINESSES								
TOPIC	First Step to Entrepreneurship Q & A		Smart Business Plan Writing Workshop	NJ Business Registration Workshop	Integrated Digital Marketing Series			Winning Public Federal Contracts	QuickBooks & Financial Decision Making	NJ State Certification & Private Contracting	Accessing Capital to Grow Your Business	WEN Breakfast
	WEDNESDAY	SATURDAY	FRIDAY & SATURDAY	TUESDAY	WEDNESDAY	FRIDAY	FRIDAY	MONDAY	TUESDAY	THURSDAY	SATURDAY	THURSDAY
TIME	4pm - 6pm	10am - 12pm	9am - 2pm	1pm - 4pm	9am - 4pm	9am - 4pm	9am - 4pm	9am - 4pm	9am - 4pm	9am - 4pm	10am - 2pm	8:30am - 10:30am
January		11		21						23		
February	19		Winter Cycle - Fridays 7, 14, 21, 28		12			24	25			
March		14		24		20					28	26
April	8						17			23		
May		16	Spring Cycle - Saturdays 2, 9, 16, 30	19	20				12			
June	10					19		29				
July		18		28			17			23		16
August	12		Spring Cycle - Fridays 7,14,21,28						18		22	
September		12		22	23							
October	14		Fall Cycle - Saturdays 31			23		26		29		22
November		14	7, 14, 21				20		17			
December	2			8							5	
LOCATION	25 James Street (Lab)	Seton Hall University	25 James Street Saturdays @ Seton Hall University	RBS -1 Washington Park (Lab)	25 James Street (Lab)	25 James Street (Lab)	25 James Street (Lab)	RBS -1 Washington Park	25 James Street (Lab)	25 James Street (Lab)	Seton Hall University	RBS -1 Washington Park
ADMIN. FEE	\$15		\$100	No Cost	\$100 Lunch Included	\$100 Lunch Included	\$100 Lunch Included	\$125 Lunch Included	\$125 Lunch Included	\$100 Lunch Included	\$25	\$20 Breakfast Included

### REGISTRATION:

FOR MORE INFORMATION ABOUT OUR TRAINING EVENTS & SEMINAR DESCRIPTIONS PLEASE VISIT OUR WEBSITE AT: [www.rnsbdc.com](http://www.rnsbdc.com)

Online via EventBrite: <http://rnsbdc.eventbrite.com>  
 Early Bird Discounts Available Online  
 By Phone: (973) 353-5950  
 By Email: [rnsbdc@business.rutgers.edu](mailto:rnsbdc@business.rutgers.edu)

Pre-registration required for all events.  
 Advanced payment online will guarantee your SEAT.  
 A first come, first served policy applied.  
 Credit Card payments via Eventbrite