

COCONINO COUNTY COMMUNITY SERVICES (CCCS)

Basic Business Empowerment (BBE) - PitchThenPlan

Classroom-Based Business Development Course

Call early for a registration packet. Seating is limited.

<u>Duration</u>	<u>Fee</u>	<u>Dates & Hours</u>	<u>Training Location</u>
36 hours 12 weeks	\$125	Spring 2017 Training Tuesday Evenings 6 PM - 9 PM, Jan. 10, 17, 24, 31, Feb. 7, 14, 21, 28, Mar. 7, 14, 21, and 28.	County Health and Community Services Building 2625 N. King St. Flagstaff, AZ 86004 (1 block East of Fourth St., North of 7th Ave.)

Future Trainings Planned Dates:

* Summer 2017 May 9 – Aug. 1

* Fall 2017 Sept. 5 - Nov. 21

Class Description

Coconino County Community Services partners with the Northern Arizona Center for Entrepreneurship and Technology's Small Business Development Center to offer our 36-hour, 12-week classroom-based small business development training. We utilize the PitchThenPlan curriculum assisting budding entrepreneurs to assess the feasibility of their business ideas and existing owners to stabilize and grow small businesses experiencing challenges. The objective of the course is to help you develop a well-reasoned business plan critical for securing needed capital and success in launching and/or growing the small business of your dreams.

It has been estimated that over 70 percent of Americans have considered starting their own business at one time or another, but most have not because they do not know how. In the U.S. entrepreneurs make up about 10 percent of the population. Interestingly, two-thirds of them had a parent who owned a business. Rather than inheriting this ability, they likely were introduced to entrepreneurship over the dinner table, and learned and gained confidence from their more knowledgeable and experienced family members. BBE provides a similar opportunity for knowledge transfer to you from training facilitators and guest speakers who have successful small business experience. The class registration fee is \$125.

For more information see the [BBE training flyer](#), or contact Special Projects Program Manager [Scott Neuman](#) (928-679-7463; sneuman@coconino.az.gov).