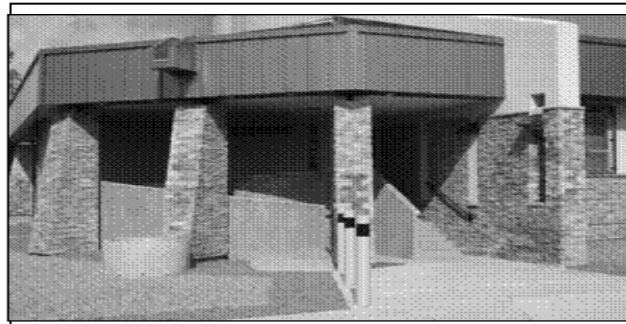


**EASTERN REGIONAL BUSINESS DEVELOPMENT
OFFICE (ERBDO) - Division of Economic Development**

Church Rock, New Mexico

Phone: (505) 905-6400 /6405 and/or email

Email: easternrbdo@navajo-nsn.gov



**SMALL BUSINESS
DEVELOPMENT “INDIANPRENUERSHIP”**

“Evening Workshops”

“OPERATING YOUR BUSINESS”

** retail, artisans, silversmiths, construction, ranchers, services, etc*

WHERE: Eastern Regional Business Development Office (ERBDO)

211 E. Historic 66; Church Rock, New Mexico

2 miles east of Interstate 40 overpass and Route 66 intersection (near mile marker 28); (¼ mile West of Navajo Fire Rock Casino)

5:30 P.M. – 7:30 P.M.

WHEN: WEDNESDAY “EVENINGS” Business Workshops

START: February 21, 2018 **through** March 21, 2018

February 21, 2018 – Wednesday 5:30pm - 7:30pm

Introduction to Small Business Development

Overview of Business Development / Building Your Business “Tool-Box”

Development of Your Business Idea: “Is Your Business Idea Feasible”?

How to Market Your Product / Service

Introduction to Marketing --- The Five “P”s of Marketing and Customer Service

Pricing Theory

February 28, 2018 – Wednesday 5:30pm - 7:30pm

Business Financial Management - Keeping Track of Your Business \$\$\$ - Cash In and Cash Out

Understanding Financial Management/ Basic Recordkeeping

Tracking Cost and Cash, Bookkeeping

March 07, 2018 – Wednesday 5:30pm - 7:30pm

How to Develop, Write and Produce a Successful Business Plan

Why write a Business Plan? The Importance of a Business Plan

The Contents of a Business Plan

March 14, 2018 – Wednesday 5:30pm - 7:30pm

Business Tax Issues – Responsibilities and Obligations regarding regulations and requirements

Federal Taxes and New Mexico State Taxes

Navajo Nation Small Business Taxes – Office of Navajo Tax Commission

March 21, 2018 – Wednesday 5:30pm - 7:30pm

Tribal Procurement Opportunities - Navajo Nation Business Regulatory Department

How to Do Business with the Navajo Nation

Federal Procurement Opportunities – 8A, HubZone, etc – How to Do Business with the Federal Government