

## **Indianapolis SCORE Chapter 6 – Seminar**

### **3<sup>rd</sup> Thursday of Each Month**

- 8:00 A.M. Registration
- 8:30 A.M. Introductions
- 8:35 A.M. **Evaluating the Feasibility of Owning a Business**  
-What are the common causes of Business Failures?  
-Is your own business Right for You?  
-Evaluating Feasibility – Financial Considerations  
**Writing Your Business Plan**  
John Long – SCORE Counselor
- 9:10 A.M. **Your Library**  
Jim Cannon / Robin Kelly / Matt Hannigan / Betty Tomeo
- 9:25 A.M. **Selling Your Product and/or Services**  
Mike McEvers – SCORE Counselor
- 10:15 A.M. **BREAK**
- 10:30 A.M. **Insurance Considerations and Options**  
Brian Hosking – Hometown Insurance
- 11:10 A.M. **Choosing a Legal Structure**  
Stephen W. Sutherlin – Partner-Stewart and Irwin
- 11:50 A.M. **LUNCH BREAK**
- 12:50 P.M. **SBA – Small Business Administration Information**
- 1:05 P.M. **Franchising**  
Jim Gleason – FranNet of Mid America
- 1:35 P.M. **Small Business Accounting and Tax**  
William Hayworth, CPA
- 2:30 P.M. **Financing for New or Emerging Businesses**  
Mark Harville – National City Bank
- 3:05 P.M. **Credit Card Processing**  
Jennifer Reed – Heartland Payment Systems
- 3:45 P.M. **Wrap Up – Adjourn**

For one-on-one Counseling sessions at no cost please schedule an appointment by calling the  
**Indianapolis SCORE office – 226-7264**

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