

***Upcoming Events available to small businesses in the area:***

If you are interested in attending any of the events, contact Ethel Rodebaugh at [ethel@nwcommission.org](mailto:ethel@nwcommission.org) or call: (814) 677-4800 x113 for additional information.

March 7

- **Getting your foot in the Door: Appointment making Made Easy**  
6:00 p.m. – 8:00 p.m.  
\$35  
Gannon SBDC Seminar Room
- **Market Research**  
6:00 p.m. – 9:00 p.m.  
\$35  
Gannon SBDC A J Palumbo Bldg

March 9

- **Market Research**  
9:00 – Noon  
\$35  
Clarion Comfort Inn

March 12

- **Sales and Marketing Tactics**  
6:00 p.m. – 9:00 p.m.  
\$35  
Gannon SBDC A J Palumbo Bldg

March 13

- **Sales and Marketing Tactics**  
9:00 a.m. – Noon  
\$35  
Clarion Comfort Inn

March 14

- **Territory Management**  
9:00 a.m. – Noon  
\$35  
Gannon SBDC Seminar Room
- **Create your Savvy Image**  
6:00 p.m. – 9:00 p.m.  
\$35  
Gannon SBDC A J Palumbo Bldg

March 16

- **Create your Savvy Image**  
9:00 a.m. – Noon  
\$35  
Clarion Comfort Inn

#### March 19

- **Management Team – Human Resources Program**  
6:00 p.m. – 9:00 p.m.  
\$35  
Gannon SBDC A J Palumbo Bldg

#### March 20

- **Management Team – Human Resources Program**  
9:00 a.m. – Noon  
\$35  
Clarion Comfort Inn

#### March 21

- **Accounting to Success**  
6:00 p.m. – 9:00 p.m.  
\$35  
Gannon SBDC A J Palumbo Bldg

#### March 23

- **Accounting to Success**  
9:00 a.m. – Noon  
\$35  
Clarion Comfort Inn
- **The Second Step: Developing a Business Plan**  
7:30 a.m. – 10:00 a.m.  
\$25  
University of Pittsburgh SBDC

#### March 26

- **Writing a Winning Business Plan**  
6:00 p.m. – 9:00 p.m.  
\$35  
Gannon SBDC A J Palumbo Bldg

#### March 27

- **Writing a Winning Business Plan**  
9:00 a.m. – Noon  
\$35  
Clarion Comfort Inn

March 29

- **Blogging**  
9:00 a.m. – Noon  
\$35  
Gannon SBDC Seminar Room