



10,000 Small Businesses—An Opportunity to Help You Sustain and Grow Your Business

Have you been making a genuine effort to avoid layoffs, sustain your business, or even grow and expand, but are not sure of the next steps? The knowledge and valuable mentoring you need is available through the Goldman Sachs™ 10,000 Small Businesses program. This highly practical eleven-session business management course is offered in partnership with the Goldman Sachs Foundation through either Los Angeles City College or Long Beach Community College. It provides customized business advising for each participant, and business owners that are selected for this program attend **free of charge**.



“10,000 Small Businesses is a \$500 million national program designed to help small businesses **create jobs and economic growth by providing a practical business education**, access to capital and business support services.” (lacc10Ksb.com)

The program focuses on the tools you need to maintain your existing workforce, create jobs and stimulate growth within your organization. The program is geared towards businesses with a financial need who may not otherwise have access to a business education.

EDUCATION

This unique business curriculum is a combination of classroom activities and face-to-face mentoring and advice.

The coursework is divided into nine modules, including:

- **Growth and Opportunities**—Instructors will introduce techniques for identifying and creating opportunities for business growth
- **Negotiations**—Clinic participants will learn the dynamics of negotiation and develop effective strategies
- **Legal**—Local attorneys will discuss the basics of employment law and advise small business owners
- **Marketing and Selling**—This module will study the fundamentals of sales and marketing and discuss how to develop and execute an effective marketing plan

To see the full list of topics visit [here](#).

SUPPORT AND ADVICE

The 10,000 Small Businesses curriculum extends beyond the traditional classroom and textbook model and uses hands on, one-on-one training and support, complete with mentoring and peer advice.

- The program includes up to eight hours per week of one-on-one guidance that is customized to your business needs. This targeted advice will help you find solutions that fit your specific business and will help you create a targeted growth plan.
- Provides networks and mentors to help business owners to focus on their most critical business issues and increase business capacity.

Who is Eligible? These programs are Free and intended for business owners with limited financial resources. It is designed to enhance small business success.

They are seeking business owners who meet the following program criteria:

- Business revenues between \$150,000 and \$4 million in the most recent fiscal year
- At least four employees (including the business owner)
- Business in operation for at least two years
- The potential and desire to grow and create jobs in the community

Access to Capital

10,000 Small Businesses partnered with The Valley Economic Development Center (VEDC), a Community Development Financial Institution (CDFI), to assist program participants with access to loans. Through this partnership loans will be available to qualifying small businesses that lack access to affordable capital or that do not qualify for traditional sources of credit.

Applications are accepted on an ongoing basis, independent of acceptance into the business and management education program.

How Do You Get Started? HURRY! Class space is limited and advance application sign up is required.

Los Angeles Community College
Open enrollment. [For eligibility and application click here.](#)

Long Beach Community College
Application Deadline April 20, 2015. [For eligibility and application click here.](#)



The LA COUNTY Workforce Investment Board (WIB) and the Los Angeles County Economic Development Corporation (LAEDC)
Partnering for business.

Welcome to our tenth issue of *LA County Business Connect*. Our newsletter is a service offered by the LA County WIB and the LAEDC to provide valuable tools to support and grow your business. One call, one click, can put you in touch with people who know where and how to get things done.

Just a few ways we can help:

- Resources for hiring and training employees.
- Identify incentives and resources that can save you money.
- Assist with access to financing.
- Provide existing workers with new skills to help you compete.
- Best of all, LAEDC services are **FREE!**

Call the LAEDC today, and let us connect you to resources to help your business thrive!

Visit www.laedc.org/our-services/business-assistance-layoff-aversion/ or call **888-4-LAEDC-1**

http://lacc10ksb.com/_Eligibility.html

<http://www.lbcc.edu/CAED/10000sb-index.cfm>

CONNECT WITH US!

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