



Presents

A MEGASuccess Seminar

Enriching the Bottom Line...A Small Business Roadmap

The current economy has presented significant challenges to minority entrepreneurs. Key among those challenges is how do you position and manage your business so that it not only survives this current economic downturn but is positioned for future growth. While many will fret over this challenge, successful entrepreneurs know it is imperative that they have the necessary training and tools to develop a winning strategy to overcome it. ***Enriching the Bottom Line...A Small Business Roadmap*** is a financial management seminar that will provide entrepreneurs with practical financial training and a framework to overcome many of the financial and business challenges faced in today's business environment.

What You Will Learn

This 1.5 day financial management training will help small business owners learn how to better assess business performance, grow profitably, operate effectively and secure capital. Topics include:

- **Managing Success in the New Economy:** recognizing and avoiding common causes of business failure
- **Promoting Profitable Growth:** learn about viable profit models, profit margins, strategic pricing and establishing performance goals.
- **Leadership Driven Performance:** learn key attributes of business leadership and building effective strategic alliances with partners and customers.
- **Accelerating Cash Flow:** Learn how to map sources and uses of cash, and effective cash management techniques.
- **Growing the Bottom Line:** learn the importance and how to navigate critical financial statements.
- **Financing Alternatives and Solutions:** learn about alternatives for financing small business growth.

Enriching the Bottom Line also features:

- Individualized or small group counseling session: You will have the opportunity to discuss financial management issues particular to your company with the facilitators in 15-20 minute individual or small group setting.
- Financial Matchmaking: You will have the opportunity to meet with lenders and other invited financing sources to discuss your financing needs.
- Panel discussions: You will have the opportunity to hear insights from financial providers on how to access capital as well as corporate supplier diversity representatives.
- Networking Reception: You will have the opportunity to meet and network with invited corporations, banks and other financing sources from the region.

The Lead Facilitator

Louis G. Hutt, Jr. is an accountant, lawyer, entrepreneur, author and radio personality on Sirius-XM radio. He is the driving force behind the MEGASuccess business seminars and has taught scores of small business owners proven techniques and effective strategies for increasing their financial returns, enhancing business growth and realizing business goals.

Date and Location

October 7, 2009 – JC Penney Company, Inc.
6501 Legacy Drive
Plano, Texas 75024

October 8, 2009 – Frito-Lay, Inc.
7701 Legacy Drive
Plano, Texas 75024

Who Should Attend

Entrepreneurs and senior management at entrepreneurial companies (CEOs, COO, etc.). Prior finance background is not required.

Pricing

The cost to attend *Enriching the Bottom Line* is \$350 per participant. Please contact BCF if 3 or more individuals from one company wish to participate for pricing information.

Registration

To register, print, complete and mail the registration form along with the registration fee to the Business Consortium Fund. You may also register online by clicking [HERE](#). Space is limited, so register as soon as possible to assure your participation. There may be a limited number of scholarships available to attend *Enriching the Bottom Line*. Please contact the BCF if your company needs financial assistance to participate.

Contact Information

For more information about *Enriching the Bottom Line*, please call the Business Consortium Fund at (212) 243-7360.

Business Consortium Fund
305 Seventh Avenue, 20th Floor
New York, NY 10001
(212) 243-7360 (phone)
(212) 243-7647 (fax)
info@bcfcapital.com
www.bcfcapital.com

The Business Consortium Fund, Inc. (“BCF”) is a non-profit business development company affiliated with the National Minority Supplier Development Council. We are the nation’s most comprehensive financing and business development company dedicated exclusively to minority-owned corporate suppliers. We work closely with the regional councils of the NMSDC including the Dallas/Fort Worth Minority Supplier Development Council, the Southwest Minority Supplier Development Council, the Houston Minority Supplier Development Council and the Oklahoma Minority Supplier Development Council.

The Business Consortium Fund wishes to thank the following companies that contributed to the sponsorship of this event:



Supporting Organizations:



SOUTHWEST MINORITY SUPPLIER DEVELOPMENT COUNCIL

