

## Especially for new, existing, and prospective business owners!

New for 2012: The Frederick County Chamber of Commerce offers a series of small business workshops, covering a wide range of topics for the business owner and providing hands-on tools that can be used right away. These interesting, informative sessions will help you get your business started or improve the results from your existing business.

### Success Strategies for Your New Business Enterprise

Whether you are just getting started or you have been in business for some time, you'll benefit from proven strategies for organizing, operating and marketing your business. Learn how to create your own Business Success Model and how to define your unique marketing strategy. The workshop will also cover organizational structure and tips for obtaining financing.

**Workshop Dates:**

- February 10
- March 2
- April 6

### Being the GPS for Your Business on a Journey to Success

Your business, like all others, is on a journey to a place called SUCCESS. And YOU are the GPS for your business. Learn how to use this innovative business model to determine what is success for you, map out a course to get there, and effectively use operations and marketing strategies.

**Workshop Dates:**

- February 24 – Choosing a Destination:  
What is Success for You?
- March 23 – Shortest Route:  
How Good Operations Can Get You There
- April 13 – Filling the Tank:  
How Marketing & Sales Will Fuel Your Trip

All workshops are limited to only 24 participants, and will be held from 7:30 to 9:30 a.m. at the Chamber office (8420-B Gas House Pike, Frederick). FREE for Chamber members, \$20 for non-members.

Register online at [frederickchamber.org](http://frederickchamber.org) or call 301.662.4164 x1.



**Small Business Workshops are presented by Doug Howard (Growth Team Strategies)**

*Doug Howard is a graduate of the Wharton School of Business. He has been providing small business accounting and consulting services to small business owners since 1989. He formed BDG Entrepreneurial Services in 1998 with offices in Maryland, Virginia, Alabama and Arizona. He's the founder of Start-Up Carroll, which has helped several hundred businesses get started. In 2010, Doug launched, TJI-Growth Team Strategies, providing consulting for start-ups, those seeking financing, businesses struggling to get "Back on Track" and growing small businesses that want to create a custom, outsourced senior management team. Doug is a Chamber member and a veteran instructor, with experience teaching small business classes at Carroll Community College. We're thrilled to welcome him as a Chamber workshop presenter.*

**Interested in sharing your expertise at one of these workshops?  
Contact Doug about co-presenting opportunities: Call 443.538.4862.**