

FALL QUARTER EVENTS [Location of events varies.]

The Shoreline Community College Small Business Accelerator and the City of Shoreline Economic Development Office designed Quick-Start Shoreline to give you the tools you need to get connected, grow your business, and uncover new possibilities. All are welcome!

Quick-Start Shoreline

Quick-Start Shoreline

Quick-Start Shoreline is presented by Shoreline Community College Small Business Accelerator and the City of Shoreline. These workshops are designed to be helpful for start-up, existing and potential business owners, and business leaders who want to sharpen their innovation and entrepreneurial skills in a welcoming environment. Sessions are free and open to the public. Feel free to bring a brown bag lunch. All events are located at Shoreline City Hall, Room 301, 17500 Midvale Avenue North, Shoreline WA.

September 13, 2016; Noon – 1:30 p.m.; Shoreline City Hall, RM 301

Workshop Presenter, Russ Shullman; Sound Bookkeepers

GET OUT OF THE GARAGE! Growing your business by the numbers.

Gain tools to ‘get out of the garage’ and meet your financial goals. Part 1 of a 2-part financial literacy series created for and presented at the US Small Business Administration Seattle office.

September 20, 2016; Noon – 1:30 p.m.; Shoreline City Hall, RM 301

Workshop Presenter, Russ Shullman; Sound Bookkeepers

GET OUT OF THE GARAGE! Growing your business by the numbers.

Gain tools to ‘get out of the garage’ and meet your financial goals. Part 2 of a 2-part financial literacy series created for and presented at the US Small Business Administration Seattle office.

October 4, 2016; Noon – 1:30 p.m.; Shoreline City Hall, RM 301

Workshop Presenter, Author - Monika Kristofferson, Efficient Organization NW

RAMPING UP: How to Create Cohesive Teams

Whether you’re a solopreneur or part of a larger team, you’re interacting with many different people on a daily basis, such as employees, co-workers, clients, customers and ancillary service providers. Learning

about different personalities and creating teams that allow each person's unique talents to shine will add value and improve productivity and morale in your company. Learn how to work with a variety of personalities and talents to bring out the best in the people you are interacting with, including yourself!

October 18, 2016; Noon – 1:30 p.m.; Shoreline City Hall, RM 301

Workshop Presenter, Bryce Hansen, M&A Advisor, Hansen Business Advisory

A 2-PART SERIES about business valuation and your exit plan. Learn the necessary steps to prepare their business for sale including how a business is valued and tools to identify key value drivers/detractors. This session is useful for any business owner interested in understanding the value and value-driver for their business.

November 1, 2016; Noon – 1:30 p.m.; Shoreline City Hall, RM 301

Workshop Presenter, Bryce Hansen, M&A Advisor, Hansen Business Advisory

THE ART OF VALUATION: Part 2 of a 2-part series about business valuation and your exit plan. Learn the process of selling- from deciding to do it to cash in hand. Attendees of both workshops should come away with the knowledge to answer the following questions: 1. When should I start preparing to sell my business? 2. Is my business sellable? 3. Who might buy my business? 4. What is my business worth? 5. How can I make it worth more? 6. How do you actually sell a business? 7. Do I get to decide the terms of the sale? 8. Who is involved in the sale?

November 15, 2016; Noon – 1:30 p.m.; Shoreline City Hall, RM 301

Workshop Presenter, Cher Martin, Flourish Flaire

FAST TRACK Your Business Income! A social media marketing workshop that will introduce the small and home based business owners to a process to fast track your financial goals and turn prospects into recurring revenue – using social media. Step by step, Cher martin will introduce participants to a simple, but proven way to generate more prospective customers for your sales funnel and convert them into revenue for your business. Starting with brand identification, then porting that brand and brand messaging to social media sites like LinkedIn, Facebook, and Instagram – every small business owner can turn prospects into long-time, income generating (and happy) customers

December 6, 2016; Noon – 1:30 p.m.; Shoreline City Hall, RM 301

Workshop Presenter, Nikki Rausch, The Sales Maven

SALES MAVEN Nicole “Nikki” Rausch is an award-winning sales executive and manager. During her almost 20 year sales career she has gained extensive knowledge about the art of conducting business successfully and developing effective interpersonal communications. She has a track record of closing some of the largest deals in the history of the companies for whom she has worked as well as cultivating profitable customer relationships. Nikki authored the soon-to-be published book, “6 Word Lessons: A Quick Start Guide of Communications Essentials”.

Quick-Start Shoreline After Hours

October 11th - Ridgcrest Pub

Quick-Start Shoreline Small Business Advice (SBA)

October 4th

November 1st

December 6th

Quick-Start Shoreline Film Focus (Black Box Events) – SAVE THE DATE

January 24 – 6:30 – 8:30 PM

According to the Piper Jaffray investment bank, the market for virtual reality content will be \$5.4 billion by 2025, and the hardware component will be worth \$62 billion. What does it mean for content makers? And what does it mean for Seattle / Shoreline, hub of VR development with Microsoft, Valve & Oculus Rift in our own backyard? Join us for a panel discussion and equipment showcase.

SCC SMALL BUSINESS ACCELERATOR STUDENT BUSINESS CLUB LAUNCHED

Millionaire Club – Motto: Be Prepared to Change the World

Millionaire Club seeks to connect the College Student Body to the Business Community through participation in Global Entrepreneurship Week events, Start-up Week, and Student to Executive meetings with local giants like Microsoft, Tableau Software, Google, and Amazon.com.



Contact:

Tiffany T. McVeety, MBA,
Director, SCC Small Business Accelerator,
accelerator@shoreline.edu