

Snowy Enterprise Centre Facilities and Services

- Office Accommodation including:
 - reception
 - telephone answering
 - access to office equipment and technology
- Secretarial, secretariat and bookkeeping services
- Training and Meeting Room Hire
- Industry, Business & Economic Development Consultancy Service
- Modern Technology Equipment Hire

BEC Programs and Workshops

- Small Business New Start Program
- Small Business Planning Program
- Business Coaching Program
- Business Incubator Program
- Snowy-Monaro Small Business Growth Program
- AussieHost Customer Service Workshops
- Cooma-Monaro Growth Strategy Program



S N O W Y ENTERPRISE C E N T R E

Small Business New Start Program

Information Brochure



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Small Business New Start Program

This is a skill development, business information and coaching program that enables those intending to start a new business or investigating an opportunity, to gain help.

This fee-for-service eight-hour program, run over a two-month period, is aimed at small business intenders who want to develop an opportunity into a business venture. The first month involves attending two three-hour Thursday evening workshops conducted by the BEC's business coach that provides basic information needed for business start-up. It includes a new start kit and checklists to assist participants to conduct their own viability assessment.

The workshops are followed by an individual two hour session with the BEC's business coach, who will work "one-on-one" with participants to complete a viability diagnostic on their specific business opportunity. Should further counselling be required, this can be arranged under the Business Coaching Program.

All this information and the free session with the Business Coach is available for \$275.

The workshops are:

1. Getting Into Business
2. How To Start Making It Work

Getting Into Business

This first workshop provides an overview of the realities of going into business including the risks involved. A self appraisal of the skills, knowledge and commitment necessary to successfully start and run a small business.

- Overview of Business Assistance Service and Resources.
- Facts about Small Business in Australia.
- Advantages and Disadvantages of Self Employment.
- What Makes a Successful Small Business?
- Why Do some Businesses Thrive and Others Fail?
- Importance of Customer Service.
- The Need for a Profit and Cash Flow Focus.
- Self Appraisal of Skills, Knowledge and Commitment
- Key Questions to be Asked.

How To Start Making It Work

This session will get you to consider what is wanted to develop a better understanding of the business. It provides a model to test the feasibility of the business, including the market, finance, issues of location, layout and general legal requirements.

- The Sorting Out Curve
- The Feasibility Study
- Looking at Your Business Idea
- Professional and Family Support
- Legal Issues
- The Marketplace
- Legal Checklist
- Financial Viability
- Sources of Help

Should you be interested in attending one of the New Start Program or to get more information, call Janelle or Liz at the Centre on 6452 5392.