

# “Skills, Strategies & Results”

*A Lunch Seminar Series for Small Business Success in Issaquah*

## **November**



### ***Specialize or Perish! Develop your Niche in Issaquah!***

***Develop Your Niche, Positioning and Unique Selling Proposition for the Issaquah Market***

**Tuesday, November 10<sup>th</sup> 12:00-2:00 Pogacha Restaurant (Catered Lunch Provided)**

Chad Rudolph, of Action Coach of Washington, and former Olympic athlete will bring his 32 years of leading national sales, marketing and business development teams with IBM, Ask Jeeves and others to your business, helping to develop your market positioning in Issaquah. Learn to define, focus and dominate your market.

## **December**



### ***Profit Mastery: The Financial Scorecard Tool***

***How do You Know your Business is Winning if you Don't Keep Score?!***

**Wednesday, December 9<sup>th</sup> 12:00-2:00 Timber Ridge at Talus (Catered Lunch Provided)**

BizEnrich founder and longtime marketing, performance management and strategic planning expert Berry Zimmerman will provide your business with a dynamic financial scorecard tool to help drive revenues, customer loyalty, cashflow and of course, profits!

## **January**



### **Social Media Marketing**

***It has Already Changed - What you must do NOW and how!***

**Wednesday, January 27 12:00-2:00 Location TBA (Catered Lunch Provided)**

Social Media expert Barry Hurd (possibly joined by Practical Social Media founder Steve McDonald) come to Issaquah to provide local businesses owners with updated material on how to immediately implement social media strategies to help grow your business. Learn what's working, what's new, and what's changed in the world of social media marketing for small businesses!



**3-Seminar package for only \$59!**

**RSVP Today! ->**

# 3-Seminar package for only \$59!

## Package includes:

- Reserved seat at each of the three (3) seminars
- Lunch at each seminar
- Binder with educational handouts
- Free Business Training Event on November 5<sup>th</sup> (\$99 value)

## Prices

<u>Individual Event</u>	<u>Chamber Member</u>	<u>Non Member</u>
November Seminar/Lunch	\$30	\$50
December Seminar/Lunch	\$30	\$50
January Seminar/Lunch	\$30	\$50
3-Seminar Package	<b>\$59</b>	\$110

**SPECIAL OFFER!** The first 40 to RSVP will receive a free ticket (\$99 value) to a Nov. 5 business training event.

**Space is limited. RSVP to the Chamber at 425-392-7024 or [apavlik@issaquahchamber.com](mailto:apavlik@issaquahchamber.com)**  
Price subject to change after November 1 if seats available

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This program is brought to you by Sterling Savings Bank and the Greater Issaquah Chamber of Commerce.



now more than ever



Please complete below Registration Form and give to Chamber staff member or fax to: (425) 392-8101

Name \_\_\_\_\_ Business/Organization \_\_\_\_\_

3-Seminar Package (Nov, Dec & Jan) (\$59) (BEST VALUE!)

\_\_\_\_ November Only (\$30)    \_\_\_\_ December Only (\$30)    \_\_\_\_ January Only (\$30)

Signature: \_\_\_\_\_ Phone: \_\_\_\_\_

Chamber Staff will follow up with you via phone to arrange payment.