



Johnson County Community College  
Kansas Small Business Development Center  
Regnier Center, Room 240  
12345 College Boulevard  
Overland Park, KS 66210-1299  
(913) 469-3878 Fax (913) 469-2547  
ksbdc@jccc.edu

## Kansas Small Business Development Center at Johnson County Community College February Seminar Schedule

Enclosed is the February schedule of seminars offered by the KSBDC. We would appreciate your sharing this information with your readers, clients and associates. Please reprint this information as needed.

To register for any of these seminars, contact the Continuing Education Registration office at (913) 469-2323. Using the CRN numbers listed by the seminar information will facilitate the registration process. Online registration is available at our website [www.jccc.edu/ksbdc](http://www.jccc.edu/ksbdc), select Training.

### New Class Offering

#### **Marketing for the Brick and Mortar Retail Store**

This workshop will guide you through a simple business growth program using assets already at your disposal – your people, your place of business, and your business partners. Walk away with a plan that you will be able to build on and implement in your business.

February 29, 2012 – 7:30 am to 9:30 am. Fee: \$25

See our website [www.jccc.edu/ksbdc](http://www.jccc.edu/ksbdc) to learn about this and other seminars offered by the KSBDC.

In addition to our seminars, the JCCC KSBDC provides **free, confidential, one-on-one consulting** to existing and prospective small business owners in Johnson, Wyandotte, and Miami counties in Kansas.

The JCCC KSBDC's team of consultants includes experienced professionals with expertise in the areas of finance, accounting, marketing, strategic planning, and general small business management. Consultants meet with small business owners by appointment, and there is no charge for the KSBDC's consulting services.

For additional information about any of our seminars or services please contact Malinda Bryan-Smith, Regional Director, or Kay Lampe, Training and Event Coordinator at 913-469-3878 or visit our website [www.jccc.edu/ksbdc](http://www.jccc.edu/ksbdc).



A Partnership Program with the U.S. Small Business Administration and the Kansas Department of Commerce

The KSBDC Network also receives support from: Fort Hays State University (statewide host) • Garden City Community College • Johnson County Community College • University of Kansas • Washburn University • Manhattan Area Chamber of Commerce • Wichita State University • Cloud County Community College • and the Southeast Kansas System of Higher Education, which includes Allen Community College, Coffeyville Community College, Emporia State University, Fort Scott Community College, Independence Community College, Labette Community College, Neosho County Community College and Pittsburg State University • City of Kingman • Douglas County • Greater Topeka Chamber of Commerce • Harper County Economic Development Corporation • Junction City Geary County Economic Development • Lawrence Chamber of Commerce • and Pottawatomie County Economic Development



February Seminars at the  
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For additional information call the JCCC KSBDC at 913-469-3878

**Introduction to Government Contracting**

February 1, 2012 – 9:30 am – 12:00 pm – CRN 20529 – Fee: \$25 - To register call 913-469-2323  
or go to [www.jccc.edu/ksbdc](http://www.jccc.edu/ksbdc) and select Training.

**Small Business Internet Basics: Websites, Social Networks, Search Engine Optimization and Ads**

February 2, 2012 – 2:00 pm – 5:30 pm – CRN 20419 – Fee: \$30 - To register call 913-469-2323  
or go to [www.jccc.edu/ksbdc](http://www.jccc.edu/ksbdc) and select Training.

**QuickBooks Pro/Premier: Introduction**

February 7 & 9, 2012 – 12:30 pm – 4:30 pm – CRN 20224 – Fee: \$189 – To register call 913-469-2323  
or go to [www.jccc.edu/ksbdc](http://www.jccc.edu/ksbdc) and select Training.

**Starting a Business: Success Right from the Start**

February 8, 2012 – 6:00 pm – 9:30 pm – CRN 20822 – Fee: \$30 - To register call 913-469-2323 or  
go to [www.jccc.edu/ksbdc](http://www.jccc.edu/ksbdc) and select Training.

**QuickBooks Payroll**

February 9, 2012 – 9:30 am – 11:30 am – CRN 20225 – Fee: \$59 - To register call 913-469-2323  
or go to [www.jccc.edu/ksbdc](http://www.jccc.edu/ksbdc) and select Training.

**Kansas Sales and Use Tax Information for Construction Contractors**

February 15, 2012 – 1:30 pm – 4:00 pm – CRN 20216 – Fee: \$15 - To register call 913-469-2323 or  
go to [www.jccc.edu/ksbdc](http://www.jccc.edu/ksbdc) and select Training.

**Kansas Retail Sales and Compensating Use Tax**

February 15, 2012 – 8:00 am – 12:00 pm – CRN 20214 – Fee: \$20 – To register call 913-469-2323 or  
go to [www.jccc.edu/ksbdc](http://www.jccc.edu/ksbdc) and select Training.

**Improve Your Company's Profitability: Understanding Your Financial Statements**

February 16, 2012 – 6:00 pm – 9:00 pm – CRN 20403 – Fee: \$30 – To register call 913-469-2323  
or go to [www.jccc.edu/ksbdc](http://www.jccc.edu/ksbdc) and select Training.

**Starting a Business: Business Basics in a Day**

February 21, 2012 – 8:00 am – 3:30 pm – CRN 20839 – Fee: \$59 - To register call 913-469-2323  
or go to [www.jccc.edu/ksbdc](http://www.jccc.edu/ksbdc) and select Training.

**Marketing for the Brick and Mortar Retail Store**

February 29, 2012 – 7:30 am – 9:30 am – CRN 20975 – Fee: \$25 - To register call 913-469-2323  
or go to [www.jccc.edu/ksbdc](http://www.jccc.edu/ksbdc) and select Training.

## **QuickBooks Online**

February 15- April 16, 2012 – Fee: \$139

The JCCC KSBDC partners with Ed2Go to offer the following interactive internet courses::

Introduction to QuickBooks 2009

Introduction to QuickBooks 2010

Introduction to QuickBooks 2011

Performing Payroll in QuickBooks 2009

Performing Payroll in QuickBooks 2010

Performing Payroll in QuickBooks 2011

Performing Payroll in QuickBooks 2012

Peachtree Accounting

To learn more about these classes, please go to [www.ed2go.com/jccc](http://www.ed2go.com/jccc)