

UPCOMING
WORKSHOP & CLASS
SCHEDULE

Table with 4 columns: Month, date, time, location. Rows include October (Business Banking, Tech Entrepreneur Roundtable, SizeUp Demonstration), November (Health Before Wealth, Entrepreneur Roundtable, Tech Entrepreneur Roundtable), and December (Mastering Cash Flow Management, Entrepreneur Roundtable, Security in the Workspace).

*Paid event. Please refer to the back for costs or reach out to us as scholarships may be available.



Table with 4 columns: Month, date, time, location. Rows include January (Entrepreneur Roundtable, Elevate Your Entrepreneurial Game), February (Entrepreneur Roundtable, Powerful Presentation Skills), and March (Entrepreneur Roundtable, Video Marketing).

LOCATION KEY
SSTG: SMARTstart @ the Grove
EPEC: East Pasco Entrepreneur Center
WPEC: West Pasco Entrepreneur Center
AMSKILLS: 4606 Darlington Road Holiday, FL 34690
ANGELINE ACADEMY OF INNOVATION (AAI): 8916 Angeline School Way, Land O' Lakes, FL 34638



"In CO.STARTERS, the most pivotal moment for me was trying to do the break even analysis and understanding my costs, including paying myself in order to make this business work. The reason why it was so pivotal is [I found out] through SMARTstart that I CAN do it, it was an attainable, achievable goal at that point."

-Nichole Dube, Dube's Mobile Market (pictured above, right)

ALL EVENTS REQUIRE REGISTRATION
RSVP ONLINE AT
SMARTSTARTPASCO.COM/EVENTS



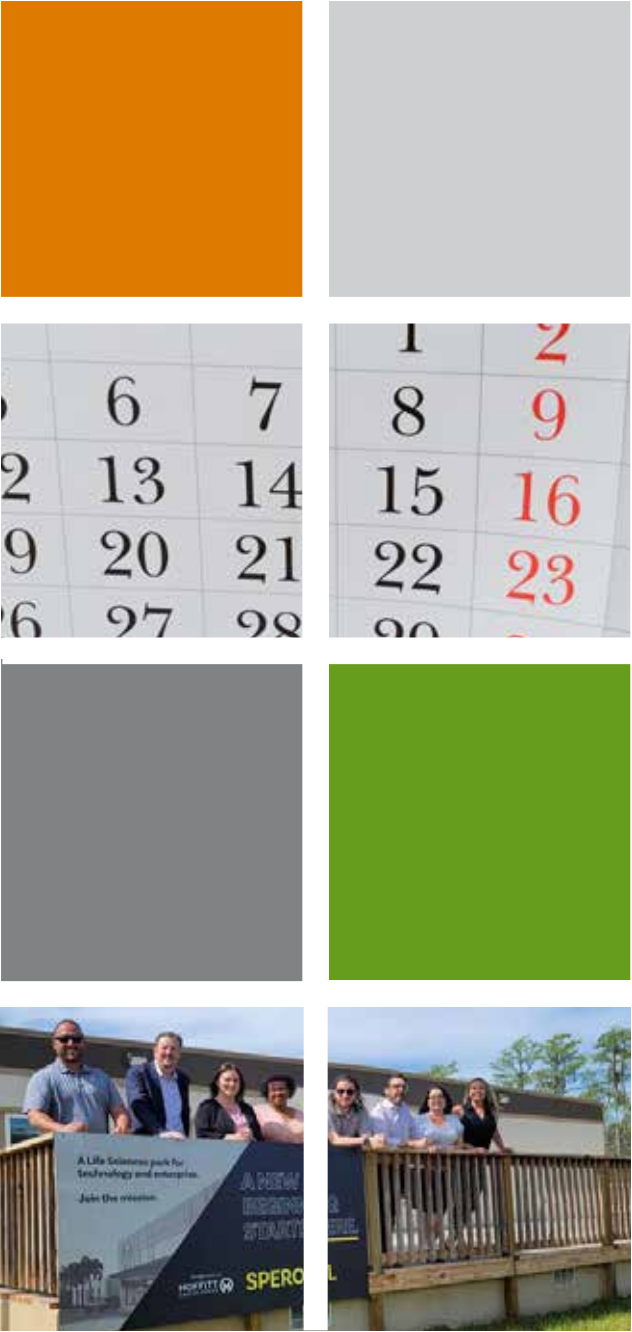
EAST PASCO ENTREPRENEUR CENTER (EPEC)
15029 14th Street
Dade City, FL 33525
352-437-4861
WEST PASCO ENTREPRENEUR CENTER (WPEC)
4606 Darlington Road
Holiday, FL 34690
813-388-2498

SMARTstart @ THE GROVE (SSTG)
6013 Wesley Grove Boulevard, Suite 202
Wesley Chapel, FL 33544
813-388-2498

PASCOEDC.COM | SMARTSTARTPASCO.COM



WORKSHOPS & CLASSES
FOR ENTREPRENEURS



SMARTSTART EDUCATION PROGRAMS



CO.STARTERS 9 WEEK COURSE \$295

Collaborate with other entrepreneurs as you work through your business model with a trained facilitator and discover repeatable steps for success you can use throughout the life of your company. The program equips seasoned and aspiring entrepreneurs with the insights, relationships, and tools needed to turn ideas into action and turn a passion into a sustainable and thriving endeavor.

EDUCATION SERIES BRIDGING THE GAP BETWEEN THEORY AND PRACTICE FREE

Calling all start-up and existing businesses to participate in this free learning series taught by industry professionals! Strengthen many of the skills you need to take your business to the next level.

ENTREPRENEUR ROUNDTABLES \$150 per year, FREE to Incubator Members

Entrepreneur Roundtables bring small business owners and early-stage venture founders together on a monthly basis for an exchange of information, challenges, and insights. Groups typically include 6 to 10 members from diverse industries, in a confidential setting, to share the challenges and rewards of entrepreneurship and how it impacts life at work and home.

TECH ENTREPRENEUR ROUNDTABLES \$150 per year, FREE to Incubator Members

Tech Entrepreneur Roundtables bring Tech Business Owners and early-stage Tech venture founders together on a monthly basis for an exchange of information, challenges, and insights. You have the opportunity to attend two meetings to decide if this is a right fit for you and your business.

Education Series Workshop Topics

ALL EDUCATION SERIES CLASSES ARE **6:00 - 7:00 PM**

Calling all start-up and existing businesses to participate in this **FREE** learning series taught by **INDUSTRY PROFESSIONALS!**
Strengthen many of the skills you need to take your business to the **NEXT LEVEL.**

BUSINESS BANKING FOR ENTREPRENEURS

Learn the banking essentials—accounts, financing, risk management—for entrepreneurial success.

Presentation by: Michael Anselmo, 5/3 Bank
SSTG: October 18, 2023

HEALTH BEFORE WEALTH

Learn how important providing health benefits, wellness and employee assistance is to the culture of any business.

Presentation by: Representative from Florida Blue
WPEC: November 8, 2023
SSTG: November 15, 2023
EPEC: November 22, 2023

MASTERING CASH FLOW MANAGEMENT

Learn how to build 13-week cash flow projections, optimize AP/AR, and manage working capital in this essential class for entrepreneurs and small business owners.

Presentation by: Ruth McGuire, CPA
WPEC: December 6, 2023

SECURITY IN THE WORKSPACE

From Cyber to Digital to Physical: learn how to use technology to deter risks to your new business.

Presentation by: Thomas Giella, Complete IT Corp
SSTG: December 13, 2023

SOCIAL MEDIA GROWTH MARKETING

Learn about utilizing local community group to communicate your message in a strategic way to create brand awareness and generate leads for your business.

Presentation by: Shelly Cassin, Just Market It
EPEC: December 20, 2023

ELEVATE YOUR ENTREPRENEURIAL GAME

Learn the secrets to balancing wellness and entrepreneurship, boosting your financial productivity and your happiness.

Presentation by: Paul Conley, YMCA
SSTG: January 10, 2024

THE GIG ECONOMY

Learn from a caterer and private Chef on how she built her businesses client by client using internet tools available to all types of service providers.

Presentation by: Chef Arlettle Williams, Mz Lett's Kitchen
EPEC: January 17, 2024

POWERFUL PRESENTATION SKILLS

Learn how to craft your message in a way that attracts attention, garners interest, develops desire, and inspires action.

Presentation by: John Graden, Blackbeltcoach.com
WPEC: February 8, 2024

A NEQUE MINDSET

Learn about strategies on building on your purpose while building your successful business - so you can truly get what you want.

Presentation by: Rosie Paulsen, Author of Neque and owner of Rosie Paulsen Enterprises
SSTG: February 14, 2024
EPEC: March 20, 2024

BUILD A BEAUTIFUL BRAND TONIGHT

In this hands-on, intensive workshop, be prepared with your device to build a brand kit in Canva, draft a logo in Adobe Express, and build a drag & drop website using Strikingly!

Presentation by: Lexa Duno, Founder of EdTonomy
EPEC: February 21, 2024

VIDEO MARKETING

Learn how to use video to drive more customers to your business, and how the proper mix between organic and professional content can set you apart from the competition.

Presentation by: Neil Guilarte, JL Video
WPEC: March 6, 2024

LOCATION, LOCATION, LOCATION

Tips, tactics, and inside know-how on what to consider when renting commercial real estate.

Presentation by: Mollyana Ward of the Innovation Group
SSTG: March 13, 2024

SIZEUP DEMONSTRATION

Every quarter SizeUp covers a combination of the basics of the program and how it help your business find the data and information you need.

Presentation by: Representative from SizeUp
Virtual: October 18, 2023
Virtual: January 17, 2024



ALL EVENTS REQUIRE REGISTRATION
RSVP ONLINE AT SMARTSTARTPASCO.COM/EVENTS