

Entrepreneurship Training Catalog [January – July 2018]



Date	Class Title	Time	Location
Wednesday, January 10	FastTrac® for Aspiring Entrepreneurs I: The Entrepreneurial Lifestyle + Idea to Business Concept	5:30p-8:30p	ULLA, Ste. 110
Wednesday, January 17	FastTrac® for Aspiring Entrepreneurs II: Customers, Competition, and Climate + The Business Model Canvas	5:30p-8:30p	ULLA, Ste. 110
Wednesday, January 24	FastTrac® for Aspiring Entrepreneurs III: Pricing, Legal and Business Exits + Reaching the Market	5:30p-8:30p	ULLA, Ste. 110
Thursday, January 25	Stop Discounting and Start Value-counting: How to Profitably Price Your Services	5:30p-8:30p	ULLA, Ste. 110
Wednesday, January 31	FastTrac® for Aspiring Entrepreneurs IV: Distribution and Sales + Forecasting	5:30p-8:30p	ULLA, Ste. 110
Monday, February 5	FastTrac® for Aspiring Entrepreneurs V: Building the Organization and Team	5:30p-8:30p	ULLA, Ste. 110
Monday, February 19	Product Development: Process Not Product with Realized Designs Projects	5:30p-7:00p	ULLA, Ste. 110
Wednesday, February 21	FastTrac® for Aspiring Entrepreneurs VI: Understanding Your Financial Needs, Assumptions, and Funding Options	5:30p-8:30p	ULLA, Ste. 110
Wednesday, February 28	FastTrac® for Aspiring Entrepreneurs VII: The Business Plan + Launch!	5:30p-8:30p	ULLA, Ste. 110
Monday, March 5	Which Business Certification is Right for Me?	9:00a-11:00a	ULLA, Ste. 110
Tuesday, March 6	Reboot for Veteran Entrepreneurs (Co-Hosted by SBA LA District Office + VBOC)	9:00a-3:00p	ULLA, Ste. 110
Wednesday, April 4	HR Series – Session I: Recruiting, Hiring, and Onboarding the Right People	12:00p-2:00p	RTMC Conf. Rm. 10 Veterans Blvd.
Wednesday, April 11	HR Series – Session II: Influencing, Developing, and Retaining Your Employees	12:00p-2:00p	RTMC Conf. Rm. 10 Veterans Blvd.
Friday, April 20	HR Series – Session III: Performance Management and Termination	12:00p-2:00p	RTMC Conf. Rm. 10 Veterans Blvd.
Monday, April 23	Leveraging Your Customer Buying Process to Increase Sales	1:00p-4:00p	RTMC Conf. Rm. 10 Veterans Blvd.
Tuesday, May 1	Funding Series: Session I – Funding Sources + Your Personal Financial Statement	9:00a-10:30a	ULLA, Ste. 110
Tuesday, May 8	Funding Series: Session II – Examining Your Business' Financial Needs	9:00a-10:30a	ULLA, Ste. 110
Tuesday, May 15	Funding Series: Session III – Putting Your Funding Package Together	9:00a-10:30a	ULLA, Ste. 110
Tuesday, May 22	Understanding Business Financials + QuickBooks for Beginners	9:00a-12:00a	ULLA, Ste. 250
Friday, June 1	Export Dat!: International Trade and Export Opportunities for Small Businesses	9:00a-11:30a	1350 Port of New Orleans Place
Thursday, June 7	Webinar – 2018 Marketing Trends: What You Should Be Doing Now!	12:00p-1:15p	Webinar
Thursday, June 14	Webinar – The Busy Bee: How to Prioritize for Productivity and Profits	12:00p-1:15p	Webinar
Tuesday, June 19	Webinar – Louisiana Economic Development Programs	12:00p-1:15p	Webinar
Tuesday, June 26	Webinar – Customer Relationship Management 101	12:00p-1:15p	Webinar
Wednesday, July 11	The Butterfly Effect: How to Increase Sales and Retain Customers by Improving Customer Service	1:00p-4:00p	RTMC Conf. Rm. 10 Veterans Blvd.

For more information, please email us at wbrc@urbanleaguela.org or visit www.urbanleaguela.org. Schedule subject to change. Class details can also be found on Eventbrite. The Urban League of Louisiana (ULLA) is located at 4640 South Carrollton Avenue, New Orleans, LA 70119.

Contractor's Training Catalog [January – July 2018]



Date	Class Title	Time	Location
Friday, January 12	Intermediate QuickBooks and Costing for Contractors	9:00a-12:00p	ULLA, Ste. 250
Friday, January 26	Crafting an Effective Capability Statement	9:00a-11:00a	ULLA, Ste. 110
Friday, February 2	PlanSwift Scheduling Software Training	9:00a-12:00p	ULLA, Ste. 250
Friday, February 16	Work-In-Progress Accounting for Contractors	9:00a-11:30a	ULLA, Ste. 250
Friday, February 23	Bid Prep for Contractors	9:00a-11:30a	ULLA, Ste. 250
Friday, March 2	Scheduling and GANTT Chart Training	9:00a-1:00p	ULLA, Ste. 250
Friday, March 9	G702 & 03 Pay Apps and Certified Payroll Training for Contractors	9:00a-11:00a	ULLA, Ste. 250
Tuesday, March 13	Project Management with CORE Construction	9:00a-12:00p	ULLA, Ste. 110
Friday, April 6	Intermediate QuickBooks and Costing for Contractors	9:00a-12:00p	ULLA, Ste. 250
Tuesday, April 24	Tracking Production Rates	9:00a-12:00p	ULLA, Ste. 110
Friday, May 11	PlanSwift Scheduling Software Training	9:00a-12:00p	ULLA, Ste. 250
Friday, May 18	UDA ConstructionSuite Estimating Software Training	9:00a-3:00p	ULLA, Ste. 250
Tuesday, June 5	Crafting an Effective Capability Statement	9:00a-11:30a	ULLA, Ste. 110
Thursday, June 21	Bid Prep for Contractors	9:00a-11:30a	ULLA, Ste. 110
Friday, July 13	Work-In-Progress Accounting for Contractors	9:00a-11:30a	ULLA, Ste. 250
Tuesday, July 24	Opportunities in Sustainable Infrastructure and Green Projects for Contractors	9:00a-11:30a	RTMC Conf. Rm. 10 Veterans

Entrepreneurship Training Catalog – Baton Rouge [January – July 2018]



Date	Class Title	Time	Location
Tuesday, January 30	Construction Bid Prep (For Contractors)	11:00a-2:00p	Goodwood Library 7711 Goodwood Blvd., Conf. Room 102
Tuesday, February 27	Crafting an Effective Capability Statement (For Contractors)	12:00p-2:00p	Goodwood Library 7711 Goodwood Blvd., Conf. Room 102
Tuesday, April 10	Branding for Small Businesses: Start with Your Why	12:00p-1:30p	Goodwood Library 7711 Goodwood Blvd., Conf. Room 102
Wednesday, May 16	Stop Discounting and Start Value-counting: How to Profitably Price Your Services	12:00p-3:00p	Goodwood Library 7711 Goodwood Blvd., Conf. Room 102
Wednesday, May 23	The Butterfly Effect: How to Increase Sales and Retain Customers by Improving Customer Service	12:00p-3:00p	Goodwood Library 7711 Goodwood Blvd., Conf. Room 102
Thursday, June 7	Webinar – 2018 Marketing Trends: What You Should Be Doing Now!	12:00p-1:15p	Webinar
Thursday, June 14	Webinar – The Busy Bee: How to Prioritize for Productivity and Profits	12:00p-1:15p	Webinar
Friday, June 15	E-Commerce Essentials: Your Guide to Selling Online	12:00p-1:30p	Goodwood Library 7711 Goodwood Blvd., Conf. Room 102
Tuesday, June 19	Webinar – Louisiana Economic Development Programs	12:00p-1:15p	Webinar
Tuesday, June 26	Webinar – Customer Relationship Management 101	12:00p-1:15p	Webinar



Contractor Trainings – Descriptions

Table with 2 columns: Training Title and Description. Rows include Bid Prep, Crafting an Effective Capabilities Statement, G702 & 03 Pay Apps and Certified Payroll Training, Intermediate QuickBooks and Costing, PlanSwift, Project Management by CORE Construction, Scheduling and Gantt Chart, Tracking Production Rates, UDA ConstructionSuite, and Work-In-Progress Accounting.

Sponsors



PROGRAM MANAGEMENT

