

KANSAS SBDC AT WICHITA STATE UNIVERSITY

MARCH WEBINARS

Register at wichita.edu/ksbdcworkshops

STARTUP AND START RIGHT

12 pm-1 pm • Wed, 3/10

You can own a business in 2021! Learn how to quickly startup in just 10 steps. This free webinar will cover licenses and permits, federal and state tax IDs, business structure, funding, marketing, and other essentials.

SUCCESSFUL BUSINESS PIVOTING DURING THE PANDEMIC

12 pm-1 pm • Wed, 3/17

To Pivot: A FIXED point supporting something which turns or balances, or a thing on which something else depends. (Cambridge English Dictionary)

You cannot scratch everything you have relied on for years and start from zero, but you can build on your fixed, established bases and pivot, adjust, turn, and change direction. This webinar will help you identify how to use your business bases to adapt to the evolving new normal by exploring opportunities with Marketing and Sales, Operations and Supply Chain, Administration and Finance

MARKETING MINDSET

12 pm-1 pm • Fri, 3/19

Using tried-and-true marketing analysis tools, you will learn to create a step-by-step promotion plan to effectively communicate with customers and make your goals actionable by answering the question, "What is my company's value?"

FREE GOOGLE SMALL BUSINESS TOOLS

12 pm-1 pm • Wed, 3/24

Whether you have been in business for years or are just starting out, Google has a no-cost tool that will help your business succeed. Learn about tools that Google provides that can be used to boost your productivity, market your business, manage your finances, and take a load off of you.

POSSIBLE WORKPLACE CHANGES UNDER THE BIDEN ADMINISTRATION

12 pm-1 pm • Thurs, 3/25

With a new administration comes the possibility of changes to workplace laws. This webinar will explore what federal regulations and workplace laws the new administration will attempt to change.



FUNDED IN PART THROUGH A COOPERATIVE AGREEMENT WITH THE U.S. SMALL BUSINESS ADMINISTRATION. ALL KANSAS SBDC PROGRAMS OR CO-SPONSORED PROGRAMS ARE EXTENDED TO THE PUBLIC ON A NONDISCRIMINATORY BASIS.

REASONABLE ACCOMMODATIONS FOR PERSONS WITH DISABILITIES WILL BE MADE IF REQUESTED AT LEAST TWO WEEKS IN ADVANCE. CONTACT MARCIA STEVENS, WHO CAN BE REACHED AT 5015 EAST 29TH ST N, WICHITA, KS 67220 PHONE: 316-978-3193.

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SBA GOVERNMENT CONTRACTING WEBINAR SERIES

ARE YOU READY FOR SBA'S 8(A)/BD PROGRAM 9 am-10 am • Tues, 3/9

Join Teri Taylor with the Small Business Administration for an in-depth discussion about the SBA 8(a)/BD certification program requirements. This program is designed to assist socially and economically disadvantaged firms in their attempts to grow and succeed, including potential access to Federal contracts.

LOCATED IN A HUBZONE – GET CERTIFIED! 10:30 am-11:30 am • Tues, 3/9

Join Teri Taylor with the Small Business Administration for an in-depth discussion about the HUBZone program requirements. If your principal office is located within a HUBZone, the SBA's HUBZone certification program may benefit your company in seeking Federal contracts or subcontracting efforts.

**WOMAN-OWNED SMALL BUSINESS
FEDERAL CONTRACTING PROGRAM** 9 am-10 am • Wed, 3/10

Join Teri Taylor with the Small Business Administration for an in-depth discussion about the WOSB certification program. The Federal Government's goal is to award at least five percent of all federal contracting dollars to women-owned businesses each year.

**ARE YOU A GOOD FIT FOR SBA'S
MENTOR PROTÉGÉ PROGRAM?** 10:30 am-11:30 am • Wed, 3/10

Join Teri Taylor with the Small Business Administration for an in-depth discussion about the SBA's mentor protégé program. Your small business could learn from an experienced government contractor through the mentor-protégé program.

STATE TAX WEBINARS

STATE TAX FOR CONSTRUCTION CONTRACTORS 10 am-12 pm • Tues, 3/30

Carl York with the Kansas Department of Revenue will focus on sales tax issues for construction contractors and subcontractors, including those who provide services such as plumbing, carpentry, electrical, roofing, HVAC, and landscaping. Learn about applying sales tax to materials and labor, Project Exemption Certificates, tax returns, billing, and more.

STATE TAX WEBINAR 1 pm- 4 pm • Tues, 3/30

Carl York with the Kansas Department of Revenue will give you the basics in this free webinar. Topics include sales and compensating use taxes, tax forms and how to file them, estimated taxes, and recordkeeping.