

# Abracadabra.... Learn to Understand Business Finances...No Magic Required!

Many entrepreneurs struggle with understanding the financial side of business. Yet cracking this "mystery" isn't as difficult as it may appear. Learn how to understand and stay on top of your business finances by attending a special workshop sponsored by The Institute for Entrepreneurial Excellence and the African American Chamber of Commerce of Western Pennsylvania.

## **Business Boot Camp: Understanding the Financial Condition of Your Business**

**Wednesday, January 30, 2013 • 8:30-11 a.m.**

**Location: Hill House Association, Kaufmann Center**

Increase your knowledge base as you learn about everything from budgeting to cash flow to financing to help your business growth.

### **The workshop will cover:**

- Controlling Your Cash Flow Before It Controls**

**You**—recognize the warning signs of cash flow problems; determine the cash flow cycle; and understand when credit is necessary

- Understanding Where You Want to Go, Then Planning to Get There**—industrial cost behavior and classification; business growth and operating cycles; and calculate your breakeven point

**Presenter: Ray Vargo**, Director of the Institute for Entrepreneurial Excellence's Small Business Development Center (SBDC)

Vargo has been providing consulting services to businesses since 1993. He has worked in all stages of the business lifecycle with various industries, including retail, high tech, manufacturing and professional services. Vargo provides strategic oversight to his team of consultants in areas including but not limited to profit expansion, market exploration and overcoming challenges faced by small businesses.

**Registration and continental breakfast from 8:30-9 a.m.**

**Program Fee: \$10 for African American Chamber of Commerce members  
and \$25 for non-members**

**Registration: 412-392-0610 or [information@aaccwp.com](mailto:information@aaccwp.com)**



THE INSTITUTE FOR  
ENTREPRENEURIAL  
EXCELLENCE

IN PARTNERSHIP WITH

AFRICAN AMERICAN CHAMBER OF COMMERCE  
OF WESTERN PENNSYLVANIA

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