

ASBDC Silver Anniversary Annual Conference							
Marriott Waterfront Hotel - Baltimore, Maryland							
September 6-9, 2005							
ID.	DTS	Category	Track	Length	Workshop Title	Lead Full Name	
TUESDAY - SEPTEMBER 6, 2005							
0101 Tues 8:00 - 5:00 Board of Directors Meeting							
WEDNESDAY - SEPTEMBER 7, 2005							
161	1101 Wed 8:00 - 12:00	Management	Core	4 hours	Franchising: How To Help Your Clients	Sonya Brathwaite	
168	1102 Wed 8:00 - 12:00	Management	Core	4 hours	Patents In Commerce	Bob DeMatteis	
169	1103 Wed 8:00 - 12:00	Finance	Advanced	4 hours	QuickBooks: Train the Trainer (Part A)	TBD	
1201 Wed 8:00 - 5:00 State Director's Meeting							
159	1301 Wed 8:00 - 6:00	Management	Advanced	6 hours	FastTrac Facilitator Training - Part 1	Jeff Horvath	
158	1302 Wed 8:00 - 6:00	Management	Advanced	6 hours	NxLevel Instructor Certification Training	Michael Finnerty	
165	1303 Wed 8:00 - 6:00	Technology	Advanced	6 hours	Serving Technology Companis: Core Tech Competencies - Part 1	TBD	
123	1401 Wed 11:00 - 12:00	Planning	Core	1 hour	Conference Orientation	Lora Brown	
	1501 Wed 2:45 - 4:15			1.5 hours	TBD		
118	1502 Wed 2:45 - 4:15	Training	Core	1.5 hours	Innovation and Future Trends	Bill Eager	
43	1503 Wed 2:45 - 4:15	Counseling	Core	1.5 hours	Diagnostic Tools for SBDC Consultants	Scott A. Parrott	
189	1601 Wed 2:45 - 6:00	Management	Advanced	3 hours	HYPERGROW!® Your Client's Business - Using the 9 Natural	Curt Clinkinbeard	
194	1602 Wed 2:45 - 6:00	Training	Core	3 hours	LEAN ... <i>Not Just for Manufacturing Anymore</i>	TBD	
104	1603 Wed 2:45 - 6:00	Finance	Core	3 hours	FINANCIAL GAP: THE ABSOLUTE BEST TOOL TO IDENTIFY	Steven C. LeFever	
99	1604 Wed 2:45 - 6:00	Special Interest	Advanced	3 hours	Tools and Strategies to Turn Inventors' Dreams Into Realities	Steven Overholt	
140	1605 Wed 2:45 - 6:00	Management	Core	3 hours	Planning, Recruitment and Selection - The Hiring Process Full	Marie Gould	
124	1606 Wed 2:45 - 6:00	Human Resources	Advanced	3 hours	Tracking the Latest Employment Trends	Peg Callahan	
20	1607 Wed 2:45 - 6:00	Self Improvement	Advanced	3 hours	Delivering Effective Training: Balancing Presentation and Facilit	Dale Ludwig	
84	1701 Wed 4:30 - 6:00	Human Resources	Core	1.5 hours	Educating Small Business on Federal Employment Laws: A Tr	Barbara Bingham	
29	1703 Wed 4:30 - 6:00	Marketing	Core	1.5 hours	DEVELOPING YOUR ONLINE PRESENCE	Maureen Collins-Williams	
49	1704 Wed 4:30 - 6:00	Counseling	Core	1.5 hours	Getting the Guts: Helping Entrepreneurs Develop Emotional En	Suzanne Mulvehill	
	1705 Wed 4:30 - 6:00			1.5 hours	TBD		
89	1702 Wed 4:30 - 6:00	Finance	Core	1.5 hours	Becoming a Wizard in Building Financial Networks	Emily Carter	
THURSDAY - SEPTEMBER 8, 2005							
ID.	DTS	Category	Track	Length	Workshop Title	Lead Full Name	
160	2101 Thurs 8:00 - 6:00	Management	Advanced	6 hours	NxLevel Instructor Certification Training	Michael Finnerty	
200	2102 Thurs 8:00 - 6:00	Management	Advanced	6 hours	FastTrac Facilitator Training - Part 2	Jeff Horvath	
165	2103 Thurs 8:00 - 6:00	Technology	Advanced	6 hours	Serving Technology Companis: Core Tech Competencies - Part 2	TBD	
201	2201 Thurs 8:00 - 12:00	Finance	Advanced	4 hours	QuickBooks: Train the Trainer (Part B)	TBD	
171	2302 Thurs 8:00 - 9:30	Training	Core	1.5 hours	Innovation and Future Trends	Bill Eager	
186	2303 Thurs 8:00 - 9:30	Counseling	Core	1.5 hours	Getting the Guts: Helping Entrepreneurs Develop Emotional En	Suzanne Mulvehill	
167	2304 Thurs 8:00 - 9:30	Marketing	Core	1.5 hours	PR in a Box	Rob Lanese	
50	2401 Thurs 8:00 - 11:15	Planning	Core	3 hours	Essentials of Information Security for the Small Business	Richard Kissel	
188	2402 Thurs 8:00 - 11:15	Training	Executive	3 hours	Leadership Training	Marc King	
40	2403 Thurs 8:00 - 11:15	Management	Management	3 hours	Using Baldrige Tools to Promote Fact-Based Planning	Patricia Hilton	
130	2404 Thurs 8:00 - 11:15	Special Interest	Core	3 hours	Successful Commercialization of Innovation	Bob DeMatteis	
18	2405 Thurs 8:00 - 11:15	Management	Executive	3 hours	Grant Proposal Writing and Alternative Fundraising	Bill Palladino	
103	2406 Thurs 8:00 - 11:15	Finance	Core	3 hours	Managing Cash Flow and Growth: A Strategic Planning Approach	Steven C. LeFever	
63	2407 Thurs 8:00 - 11:15	Finance	Core	3 hours	SBA 7(a) & 504 Loans: Structuring Effective Financial Solutions	Thomas Wallace	
163	2408 Thurs 8:00 - 11:15	Management	Advanced	3 hours	Accreditation Workshop	Max Summers	
157	2409 Thurs 8:00 - 11:15	Self Improvement	Core	3 hours	Collaborating with Caustic Clients and Colleagues - PART A	Sue Sager	
134	2410 Thurs 8:00 - 11:15	Human Resources	Executive	3 hours	Selection Success! How behavioral interviewing can work for you	Elisabeth Anderson	
187	2411 Thurs 8:00 - 11:15	Training	Advanced	3 hours	Delivering Effective Training: Balancing Presentation and Facilit	Dale Ludwig	
191	2501 Thurs 9:45 - 11:15	Counseling	Core	1.5 hours	Diagnostic Tools for SBDC Consultants	Scott A. Parrott	
28	2502 Thurs 9:45 - 11:15	Counseling	Core	1.5 hours	Dealing With Distressed Companies	Jon Ryan	
	2503 Thurs 9:45 - 11:15			1.5 hours	TBD		
151	2601 Thurs 2:30 - 4:00	Marketing	Core	1.5 hours	Cha-Ching: Is a PC-Based POS System Good For Small Business	Laura Moon	
164	2602 Thurs 2:30 - 4:00	Ag/Rural	Advanced	1.5 hours	Grow Your Small Market Farm Program: Train-the-Trainer	Penny Brown Huber	
64	2603 Thurs 2:30 - 4:00	Management	Advanced	1.5 hours	Facilitating Knowledge Transfer in SBDCs	Cassy Venters	
102	2604 Thurs 2:30 - 4:00	Finance	Core	1.5 hours	Do You Know If You're Charging the Right Price?	Alan Hauff	
166	2605 Thurs 2:30 - 4:00	Marketing	Core	1.5 hours	PR In a Box	Rob Lanese	
97	2606 Thurs 2:30 - 4:00	Self Improvement	Core	1.5 hours	R-E-S-P-E-C-T: Creating a RESPECTFUL Workplace	Joel Saltzman	
	2607 Thurs 2:30 - 4:00			1.5 hours	TBD		
195	2701 Thurs 2:30 - 5:45	Training	Core	3 hours	LEAN ... <i>Not Just for Manufacturing Anymore</i>	TBD	
106	2702 Thurs 2:30 - 5:45	Marketing	Core	3 hours	Business Research: Finding Your Free Lunches	Robin Lasher	
138	2703 Thurs 2:30 - 5:45	Management	Advanced	3 hours	Lean Manufacturing - Drive Profits to the Bottom Line	Jo-An Weddle	
127	2704 Thurs 2:30 - 5:45	Finance	Advanced	3 hours	SBA Finance Program	Jean Holcombe	
101	2705 Thurs 2:30 - 5:45	Self Improvement	Core	3 hours	Collaborating with Caustic Clients and Colleagues - PART B	Sue Sager	

THURSDAY - SEPTEMBER 8, 2005 - Continued								
ID.	DTS		Category	Track	Length	Workshop Title	Lead Full Name	
147	2801	Thurs 4:15 - 5:45	Human Resour	Core	1.5 hours	Payroll Safety for Small Businesses	Pamela Jackson	
	2802	Thurs 4:15 - 5:45			1.5 hours	California State SBDC Regional Meeting	Mary Wollenson	
	2803	Thurs 4:15 - 5:45			1.5 hours	TBD		
	2804	Thurs 4:15 - 5:45			1.5 hours	TBD		
13	2805	Thurs 4:15 - 5:45	Planning	Core	1.5 hours	Business Idea Evaluation and Development	Steve Peterson	
196	2806	Thurs 4:15 - 5:45	Training	Core	1.5 hours	Proven and Profitable Educational Events for Small Business C	Steven Little	
	2807	Thurs 4:15 - 5:45			1.5 hours	TBD		
INFO	2901	Thurs 4:15 - 5:00			45 minutes	SBDCNet Infomercial		
INFO	2902	Thurs 4:15 - 5:00			45 minutes	Infomercial		
INFO	2001	Thurs 5:15 - 6:00			45 minutes	SBDCNet Infomercial		
INFO	2002	Thurs 5:15 - 6:00			45 minutes	Infomercial		
FRIDAY - SEPTEMBER 9, 2005								
ID.	DTS		Category	Track	Length	Workshop Title	Lead Full Name	
	3101	Fri 8:00 - 11:15				Accreditation Committee Meeting	Darryl Mleynek	
	3202	Fri 8:00 - 4:15	Management	Executive	6 hours	NEW State Director Training		
181	3201	Fri 8:00 - 4:15	Management	Advanced	6 hours	FastTrac Administrator Training	Jeff Horvath	
INFO	3301	Fri 8:00 - 9:30			1.5 hours	SBDC Net Focus Group Breakfast - By Invitation		
INFO	3401	Fri 8:30 - 9:15			45 minutes	Infomercial		
INFO	3402	Fri 8:30 - 9:15			45 minutes	Infomercial - Palo Alto		
INFO	3403	Fri 8:30 - 9:15			45 minutes	Infomercial		
INFO	3404	Fri 8:30 - 9:15			45 minutes	Infomercial		
INFO	3405	Fri 8:30 - 9:15			45 minutes	Infomercial		
INFO	3406	Fri 8:30 - 9:15			45 minutes	Infomercial		
INFO	3407	Fri 8:30 - 9:15			45 minutes	Infomercial		
INFO	3408	Fri 8:30 - 9:15			45 minutes	Infomercial		
INFO	3409	Fri 8:30 - 9:15			45 minutes	Infomercial		
INFO	3410	Fri 8:30 - 9:15			45 minutes	Infomercial		
INFO	3411	Fri 8:30 - 9:15			45 minutes	Infomercial		
INFO	3412	Fri 8:30 - 9:15			45 minutes	Infomercial		
INFO	3413	Fri 8:30 - 9:15			45 minutes	Infomercial		
INFO	3414	Fri 8:30 - 9:15			45 minutes	Infomercial		
	57	3501	Fri 9:45 - 11:15	Management	Executive	1.5 hours	8 Great Teamwork Tools You Can't Win Without!	Joel Saltzman
	38	3502	Fri 9:45 - 11:15	Planning	Core	1.5 hours	Use Business Planning Software to Teach and Guide	Tim Berry
	182	3503	Fri 9:45 - 11:15	Ag/Rural	Core	1.5 hours	AGRICULTURAL/RURAL Interest Section Meeting	Jon Ryan
	94	3504	Fri 9:45 - 11:15	Training	Advanced	1.5 hours	Trends in Technology	Dr. Jeff Crain
	52	3505	Fri 9:45 - 11:15	Special Interest	Core	1.5 hours	SBDC Outreach Programs in Emerging Hispanic Market	Eduardo Lopez
	14	3506	Fri 9:45 - 11:15	Finance	Core	1.5 hours	Mastering 'Schedule C'	Robert Hughes
	190	3507	Fri 9:45 - 11:15	Management	Advanced	1.5 hours	Grow Your SBDC! How I Used the HYPERGROW!® Laws to R	Curt Clinkinbeard
	174	3508	Fri 9:45 - 11:15	Int'l Trade	Core	1.5 hours	INT'L TRADE Interest Section WORKSHOP	
	162	3509	Fri 9:45 - 11:15	Technology	Core	1.5 hours	TECHNOLOGY INTEREST SECTION MEETING	Carol Lopucki
	81	3510	Fri 9:45 - 11:15	Training	Core	1.5 hours	The New IRS Small Business Tax Workshop	Carolyn Sanders Walsh
	177	3511	Fri 9:45 - 11:15	Planning	Core	1.5 hours	Business Idea Evaluation and Development	Steve Peterson
	34	3512	Fri 9:45 - 11:15	Management	Executive	1.5 hours	INCREASING CLIENT IMPACT WITHOUT INCREASING THE	John Rainey
	26	3513	Fri 9:45 - 11:15	Special Interest	Core	1.5 hours	Licensing Intellectual Property--Patents, Trademarks, Trade Se	Pamela Riddle Bird, Ph.D.
	178	3601	Fri 11:30 - 12:45		1 hour	Microsoft Lunch		
FRIDAY - SEPTEMBER 9, 2005								
ID.	DTS		Category	Track	Length	Workshop Title	Lead Full Name	
	183	3701	Fri 1:00 - 2:30	Special Interest	Core	1.5 hours	REGULATORY INTEREST SECTION MEETING	Sam Males
	125	3702	Fri 1:00 - 2:30	Marketing	Core	1.5 hours	TBD	Dr. Jeff Crain
	175	3703	Fri 1:00 - 2:30	Int'l Trade	Core	1.5 hours	INT'L TRADE INTEREST SECTION MEETING	
	179	3704	Fri 1:00 - 2:30	Special Interest	Core	1.5 hours	Licensing Intellectual Property--Patents, Trademarks, Trade Se	Pamela Riddle Bird, Ph.D.
	61	3801	Fri 1:00 - 4:15	Self Improvem	Core	3 hours	Stage Fright to Stage Might!	Joel Saltzman
	92	3802	Fri 1:00 - 4:15	Special Interest	Core	3 hours	Partnerships & Outreach: Focus on Women-Owned Bus	Aileen M. Kishaba
	56	3803	Fri 1:00 - 4:15	Planning	Advanced	3 hours	Strategy Matrix - A Decision Making Assistance Tool	Nancy Boese
	74	3804	Fri 1:00 - 4:15	Marketing	Core	3 hours	Network Marketing: The Myths and Realities	Charles Eason
	85	3805	Fri 1:00 - 4:15	Finance	Core	3 hours	Financial Pro-Formas Lenders And Investors Love	Aldis Jakubovskis
	198	3806	Fri 1:00 - 4:15	Marketing	Advanced	3 hours	Rappin' with Rieva	Rieva Lesonsky
	27	3807	Fri 1:00 - 4:15	Econ Developm	Advanced	3 hours	Energizing Communities through Entrepreneurship.	Jed Wagner
	197	3808	Fri 1:00 - 4:15	Marketing	Advanced	3 hours	The 7 Irrefutable Rules of Growth for Your SBDC	Steven Little
	46	3809	Fri 1:00 - 4:15	Marketing	Advanced	3 hours	GUERRILLA MARKETING: The Entrepreneur's Real-World St	Vicki Lynne Morgan
	184	3901	Fri 2:45 - 4:15	Special Interest	Core	1.5 hours	REGULATORY INTEREST SECTION WORKSHOP	Sam Males
	65	3902	Fri 2:45 - 4:15	Training	Advanced	1.5 hours	Business Blogs: What You Should Already Be Doing	Timothy Lee
	62	3903	Fri 2:45 - 4:15	Econ Developm	Core	1.5 hours	Growing a Community Is Like Growing a Business	Cassy Venters
	5	3904	Fri 2:45 - 4:15	Training	Advanced	1.5 hours	The Entrepreneurial Economy of the 21st Century	Dawn Rivers Baker
		3001	Fri 2:00 - 4:15			Associate State Directors Meeting	Barbara Necarsulmer	