



ASSOCIATION OF SMALL BUSINESS  
DEVELOPMENT CENTERS

# ANNUAL CONFERENCE

SEPTEMBER 21-24, 2010 • GRAND HYATT SAN ANTONIO • SAN ANTONIO, TEXAS



## ASBDC 2010 Industry Networking Sessions

ASBDC 2010 Annual Conference Industry Networking Schedule			
	Wednesday, 9/22	Thursday, 9/23	Friday, 9/24
8:30 am – 9:30 am	Medical/Healthcare Networking Session and Manufacturing Networking Session	Retail Industry Networking Session and Construction/Contracting Networking Session	Medical/Healthcare Networking Session
9:45 am – 10:45 am	Construction/Contracting Networking Session	Green Industries Networking Session	Restaurant & Hospitality Networking Session
11:00 am – 12:00 pm	Retail Industry Networking Session	Restaurant & Hospitality Networking Session	Green Industries Networking Session
12:00 pm – 1:45 pm	Opening Lunch	Lunch Break	Lunch Break
2:00 pm – 3:00 pm			Medical/Healthcare Networking Session

The ASBDC Conference Committee has developed 1-hour Industry-Related Networking panels, designed for an audience of counselors, at this year's conference. Each networking session will be conducted twice during the conference. Industries being covered include:

- **Medical/ Healthcare**

Presentation by SBDC advisors who have identified licensed medical professionals as a niche market, followed by facilitated discussion to elicit "what works" with regard to necessary skills, effective professional development training, potential impact, and more. Our goal is to educate the audience on efforts to reach and create impact with licensed medical professionals (medical doctors, dentists, eye doctors, veterinarians) and hear/learn additional things of value from the audience.

- **Manufacturing**

We invite SBDC consultants serving manufacturers to take part in this facilitated discussion. We'll discuss the unique problems facing manufacturers and invite participants to share tools, techniques, and best practices. Topics to include: diversification strategies, costing and financial analysis, and access to capital. At the close of the session, a method will be established to continue the manufacturing discussion after the ASBDC conference using FaceBook, Linked-In, or other methods.

- **Retail Industry**  
The retail industry is one of the largest sectors worldwide, both in terms of revenue and numbers of stores and employees. Behind these enormous numbers, though, are the people, managers, marketing directors, and sales associates -- who drive the growing global success of the retail industry. Come learn how to navigate this industry for success with a panel of retail experts.
- **Restaurant and Hospitality**  
The competition is fierce, costs are increasing and sales have been slow...So, how can small restaurant and hospitality business owners win? Join in as this panel of restaurant industry experts to discuss the unique challenges and opportunities facing the industry today. Bring your questions and participate as they point out specific ways to help you work with your new and established restaurant clients.
- **Construction/ Contracting**  
Presentation by SBDC staff who specialize in providing government contracting assistance, specifically in the construction field, followed by facilitated discussion to elicit "what works" with regard to necessary skills, effective professional development, potential impact, and more. Our goal is to educate the audience on efforts to reach and create impact with companies in the construction field and gain valuable insights and ideas from the audience.
- **Green Industries**  
Presentation by SBDC staff who specialize in emerging green industries followed by facilitated discussion to elicit "what works" with regard to necessary skills, effective professional development, potential impact, access to capital, and more.

Each panel will be asked to address some or all of the following:

- Access to capital
- Green concern in the industry
- How do you find good clients in these sectors
- How do you run forums/training with these sectors
- What makes a successful client in this sector