



60+ Hour Entrepreneurial Training Program Schedule
SUNY Orange - Newburgh Campus
Fall 2016
Cynthia Marsh-Croll

All information contained herein is subject to change

| Date | Time | Day | Subject Matter | Location |
|----------|-----------------|----------|---|--------------------------------|
| 9/13/16 | 6:00pm - 9:00pm | Tuesday | Class Overview - Entrepreneurship Fundamentals, Business Plan Overview | Tower Building Room 206 |
| 9/15/16 | 6:00pm - 9:00pm | Thursday | Personal Financial Literacy | Tower Building Room 206 |
| 9/20/16 | 6:00pm - 9:00pm | Tuesday | Review of Basic Accounting Principals | Tower Building Room 206 |
| 9/24/16 | 9:00am - 2:00pm | Saturday | Secrets of Success | Kaplan Hall Room 203 |
| 9/27/16 | 6:00pm - 9:00pm | Tuesday | Market Plan Overview/Market Research & Analysis | Tower Building Room 206 |
| 9/29/16 | 6:00pm - 9:00pm | Thursday | Marketing Objectives, Strategies and Tactics | Tower Building Room 206 |
| 10/4/16 | 6:00pm - 9:00pm | Tuesday | Product Positioning & Competition; SWOT Analysis | Tower Building Room 206 |
| 10/6/16 | 6:00pm - 9:00pm | Thursday | Business Plan Case Study& Introduction to Financial Templates | Tower Building Room 206 |
| 10/11/16 | 6:00pm - 9:00pm | Tuesday | Financial Planning: Start-Up Costs & Breakeven Analysis | Tower Building Room 208 |
| 10/13/16 | 6:00pm - 9:00pm | Thursday | Financial Planning: Revenue & Expense Forecasting | Tower Building Room 206 |
| 10/18/16 | 6:00pm - 9:00pm | Tuesday | Financial Planning: Building the Profit & Loss, Balance Sheet and Cash Flow Projections | Tower Building Room 206 |
| 10/20/16 | 6:00pm - 9:00pm | Thursday | Website | Tower Building Room 206 |
| 10/25/16 | 6:00pm - 9:00pm | Tuesday | Social Media | Tower Building Room 206 |
| 10/27/16 | 6:00pm - 9:00pm | Thursday | Access to Capital/Email Marketing | Tower Building Room 206 |
| 11/8/16 | 6:00pm - 9:00pm | Tuesday | Legal Aspects of Your Business/Insurance | Tower Building Room 206 |
| 11/10/16 | 6:00pm - 9:00pm | Thursday | Management and Sustainability | Tower Building Room 206 |
| 11/15/16 | 6:00pm - 9:00pm | Tuesday | Pulling the Plan Together/WEDC Grad Shares Lessons Learned | Tower Building Room 206 |
| 11/17/16 | 6:00pm - 9:00pm | Thursday | Business Presentation Skills, Networking and Closing the Sale | Tower Building Room 206 |
| 11/29/16 | 6:00pm - 9:00pm | Tuesday | Business Plan and Presentation Work Session | Tower Building Room 206 |
| 12/1/16 | 6:00pm - 9:00pm | Thursday | Four Minute Business Plan Presentation Rehearsal | Tower Building Room 206 |
| 12/6/16 | 6:00pm - 9:00pm | Tuesday | Four Minute Business Plan Presentation to Panel & Digital Business Pans Due | Tower Building Room 206 |
| 12/8/16 | 6:00pm - 9:00pm | Thursday | Graduation | Kaplan Hall Great Room |