

# PROJECT OPEN DOORS;

modeled after the United States Department of Labor's Project GATE (Growing America Through Entrepreneurship) is a collaboration between the Southern Maryland JobSource and the Maryland Small Business Development Center (SBDC), Southern Region. PROJECT OPEN DOORS provides self-employment training, one-on-one counseling and business planning support to eligible participants.

Self-employment promotes both workforce development and economic development for the local economy. In difficult economic times self-employment is a viable option for those highly skilled, highly motivated individuals who have the talent, time and resources needed to start a business.



## HOW IT WORKS:

5-10 future business owners will participate in an intensive, hands-on business development boot camp that provides tools, resources and supports strategically aligned to accelerate the path to business ownership and success.

Participants will learn how to build a profitable business and avoid common mistakes that lead to frustration and possibly failure. SBDC Strategic Growth Plan® is specifically designed to be used as the road map by the owner.

## The plan will be developed in five planning phases:

- affirming Dreams (goals)
- understanding Obstacles & Opportunities
- identifying Resources, and
- outlining Steps within a critical path.

This becomes the acronym DOORS® and is the foundation of our approach. Participants will also work on a loan proposal that will demonstrate ability to repay a proposed loan. Our objective is to share with the participants SBDC's secrets of presenting a proposal to a lender.

## INFORMATION SESSIONS

### Monday, February 27, 2017

9:00 am – 11:00 am  
Job Match Re-employment Program (Charles County)  
102 Paul Melon Court, Suite 104, Waldorf, Maryland 20602

### Tuesday, February 28, 2017

9:00 am – 11:00 am  
American Job Center (AJC)  
21795 F. Shangri-La Drive, Lexington Park, Maryland 20653

### Week 1

Building a Successful Business Plan (half day)  
Legal & Records Management (half day)

### Week 2

Financing Your Small Business (half day)  
Small Business Recordkeeping with QuickBooks (half day)

### Week 3

Small Business Marketing on a Shoestring (online- self paced)  
Franchising Basics (half day)

### Week 4

Government as Your Customer / Certifications what you need to know (full day)

### Week 5 - 10

Strategic Launch – Ready, Set, Go, Open for Business! (one half day a week for 6 weeks)

*\*Sequence of courses may change based upon instructor availability.*

## OPEN FOR BUSINESS:

// At the conclusion of the 10 week training program you will have all the information you need to launch your new business and file for incorporation with the State of Maryland.

// SBDC consultants will continue to help you in all phases of your business growth and development.

*Additional free and low-cost in person and online training is available to help with supporting the growth of your business.*

**For more information, please contact:** Pamela Wilkerson, Project Lead on 301.374.1148 or email [pwilkerson@tccsmd.org](mailto:pwilkerson@tccsmd.org)