

**Small Business Workshops**  
**SCORE Chicago & HPPL**  
**2016-2017**

SCORE - Counselors to America's Small Business - is a nonprofit association dedicated to entrepreneur education and the formation, growth and success of small business in the US.

The workshop is presented by SCORE Chicago, City of Highland Park's Office of Economic Development, Highland Park Chamber of Commerce, and the Library.

Programs start at 7:00 pm and will be held in the Auditorium.

Register [hplibrary.org](http://hplibrary.org) or call the Information & Reader Services Desk 847/681-7031

**Social Media 101**

Monday, Sept. 19, 2016

Presenter: Norbert Barszczewski, JP NetQuest, Inc.

You have probably heard of social media. You may even understand the value social media can bring to your business. Now wondering how to start? In this introductory session, we cover strategies and best practices to get the most out of your social media activities.

**Exploring Business Ownership**

Monday, Nov. 14, 2016

Presenter: John McLellan

This workshop explores business ownership whether it be starting your own business, buying an existing business or buying a franchise. The workshop will also explain how to research, find and finance a franchise. He also discusses the various financing options that are available to individuals looking to start their own business.

**How to Choose and Buy the Right Franchise**

Monday, Jan. 23, 2017

Presenter: Bob Strauss

This seminar provides an overview of franchising, and helps participants make informed decisions. It helps answer the questions of which type of franchises might be right for you and are you right for franchising?

**Federal Income Tax for Your Business**

Monday, Mar. 20, 2017

Presenter: Joel Shabsin

What businesses need to know about tax laws and how they affect their business.

**Problem Solving**

Monday, May 15, 2017

Presenter: Arnie Goldberg

This workshop will outline methods to define a problem as opposed to dealing with its symptoms.