



# Rural Maine Small Business Conference & B2B Show

## Annual Conference

# Wednesday, April 13, 2011

### Our Conference Schedule

8:00 am: Registration  
8:45 am: Welcome

#### 9:00 am: Session #1

1. How to connect with business technical assistance for your new or existing business
2. Coming to terms with your financial statements

#### 10:30 am Session #2

1. Money: Grants, Loans, VC, Family & Friends
2. QuickBooks

#### Lunch & Presentation

#### 1:00 pm Session #3

1. Employees (The Do's & Don't Checklist and more)
2. Nuts & Bolts of Marketing

#### IRS Update

#### Keynote Speaker:

**Paula Mahoney - Words @ Works**

What has changed in the way that people make purchasing decisions and how to use that information to make 2011 successful.



## Camden National Bank

Everyone needs an anchor.



**Linda Blessing**  
HR Consultant  
**Workshop: Employees**  
*The Do's & Don't*  
*Checklist and more*

Bring your questions!

Over 30 years of experience in HR

#### Keynote Speaker:

**Paula Mahoney**  
**Words @ Work**



What has changed in the way that people make purchasing decisions and how to use that information to make 2011 successful.

She will also be doing the "Nuts & Bolts Marketing" Workshop.

Words @ Work has been helping businesses improve their marketing since 1992. Working with a small group of clients gives us the opportunity to really know our clients and have a clear understanding of their needs.

# Scholarships Available



Conference Date is Wednesday, April 13, 2011

Conference Location: Penquis Higher Education Center, 50 Mayo St., Dover-Foxcroft, ME

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