*In honor of Maryland Economic Development Week, October 25-31, 2020, The Maryland SBDC Cordially Invites You To Join All October Small Business Webinar Trainings.*

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***Webinar: Achieving 8(a) Certification Successfully!***

**Presented by Maria Auselimen, AMA Consulting**

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This 8(a) Certification workshop provides information on how small businesses can better position themselves to compete more effectively in the federal marketplace. We will review this business development program including eligibility requirements and benefits of the program.

**WHEN:          October 1, 2020; 10:00-11:30am**

**To Register**:    [https://mdsbdc.ecenterdirect.com/events/16355](https://linkprotect.cudasvc.com/url?a=https%3a%2f%2fmdsbdc.ecenterdirect.com%2fevents%2f16355&c=E,1,nFJxhiLC7XStHM0uEoLdQPQFsQDHkyeEZCAPbN1PX3eOF0csDj04zAGEPUoe144UzYaZ1vedl3gQ9gZGohINH9MzG-F3pIdsiFq9p4_WY9SNifHlOTs,&typo=1)

*Webinar: The Side Hustle-An Option For Your Business Venture! Webinar: In These Difficult Times, Maybe A Side Hustle Is Your Business Option!*

**Attend this seminar to learn how to create a business and generate extra income without giving up your day job, your Family or your Life!**



**If you’re trying to make a big change or just need some extra cash, a hustle can help you build a foundation to move on to something else. If you love your day job, that’s great too—the hustle will provide a creative outlet and a backup plan.  It’s also*fun*. Starting a side hustle is like “playing entrepreneurially” without making a huge commitment. Join this seminar to learn how to maintain work/life balance, find a niche, test feasibility, and create a simple business plan and strategy, while preventing the major pitfalls associated with starting a new venture on your own. The training will also assist with the creation of simple financial projections to ensure your side hustle is worth your time.**

**WHEN:          October 1, 2020; 1:00-2:30pm**

**To Register**:  [https://mdsbdc.ecenterdirect.com/events/16350](https://linkprotect.cudasvc.com/url?a=https%3a%2f%2fmdsbdc.ecenterdirect.com%2fevents%2f16350&c=E,1,HtiUGs03YawwIxWrlg9xrMNE2FIB3pO_zFazOmGHlZEHLGOQt8OZoFqX6pG7Vimvs9shwvzevBLtJSAuenmpZ9no-mATxsfT1x8ibEOv7KQHX5SXT2qIFmL0tI0P&typo=1)

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*Webinar:* ***The 10 Most Expensive Tax Mistakes That Cost Business Owners Thousands!***

**Presented by Bev Stitely, Tax Strategist, Enrolled Agent (EA), Profit First Professional**

**Owner, Saunders Tax and Accounting**

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A constantly changing tax code, a tumultuous business world, a pandemic. There are a thousand things swirling around all the time. And try as we might, we just can’t be experts in all things. Mistakes happen. Whether it is being set up in the wrong type of tax entity or missing a deduction opportunity, there are common mistakes that every business owner makes. And every year that those mistakes continue, the cost continues to compound. Join Bev Stitely, a Tax Strategist, as she identifies ten of the most common mistakes business owners make, so that you, too, can start saving thousands. And remember, there is no such thing as a good tax surprise!

**WHEN:          October 7, 2020; 10:00am-12:00pm**

**To Register:** [https://mdsbdc.ecenterdirect.com/events/16306](https://linkprotect.cudasvc.com/url?a=https%3a%2f%2fmdsbdc.ecenterdirect.com%2fevents%2f16306&c=E,1,fc1ftRS17st498Mg0WbEJbXQi-XDCbotnhuDpDDfM8bRm-clZbD7GnKrHsIwESMrsSkhy3vqy2AHhrI3UQjsv6sFD_V8ISsMnXx2cXek&typo=1)

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*Webinar: Old School Marketing, New School Results~*

*Presenter:* ***Pieter Bickford, Marketing Executive, HighRock Studios***

                     

The marketing and advertising industry is constantly evolving, but some strategies and tactics are timeless if applied correctly. Join the marketing experts at HighRock to explore some "old school" marketing principles that have proven to be effective regardless of how new trends and technologies develop.

**WHEN:          October 13, 2020; 1:00-2:30pm**

**To Register**:    [https://mdsbdc.ecenterdirect.com/events/16361](https://linkprotect.cudasvc.com/url?a=https%3a%2f%2fmdsbdc.ecenterdirect.com%2fevents%2f16361&c=E,1,_IcBhAM-v4u2oIgbjoisELi-jkiCX7NxZGpeZ1_7UFO0sWN7ucUewIbwIJJF4-vO4ef0t3wpLBU6upPdG6GkUsjItkzK1ZKLAxuCGTOX5EyqER8,&typo=1)

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***Webinar:* *Website Must Haves!***

**Presented by:  Dennis Ottey, Dott Digital Marketing**



Learn the top 10 things to ask your next web developer or designer in addition to learning many “website must-haves”. Statistics will be provided to document the importance of the items presented. The take away will be to help you know what to ask to ensure your new or redesigned website comes out of the box, ready to go to work for you!

**WHEN:          October 14, 2020; 10:00am-12:00pm**

**To Register**:    [https://mdsbdc.ecenterdirect.com/events/16362](https://linkprotect.cudasvc.com/url?a=https%3a%2f%2fmdsbdc.ecenterdirect.com%2fevents%2f16362&c=E,1,bYHCFime72w09RW7h_MO42Qq_sgFqs8yXkCPyVRxxp6F3uK58zL_Cn0r0UIGBhNDag52w0-15_jzrEnRCtHYNvCw05OeuxRX4kvLNl0LrirILFMkI4v-sXA9-Pk,&typo=1)

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*Webinar: Profitable Pricing-How Do I Price My Goods or Services?*

**Presented by *Ali Paskun*, ABIL Solutions LLC**



Of all the difficulties small business owners and freelance service providers face, one of the most pressing and difficult to overcome is price. What do you charge for your products or services? This is not an easy question to answer, but in this presentation, you'll learn various methods to help you not only pick a price, but pick the right one!

**WHEN:              October 14, 2020; 1:00-2:30pm**

**To Register**:         [https://mdsbdc.ecenterdirect.com/events/16316](https://linkprotect.cudasvc.com/url?a=https%3a%2f%2fmdsbdc.ecenterdirect.com%2fevents%2f16316&c=E,1,UrO2dF3Q8uaqOw34wyY3NW0Rt6Q_hryaw_B5vF33c5QuhLAtr_nd9HSq3J9ddq1ipM33w9rrYWKA86WX6YpHBC-C3REfWU_wRm8bPVG2SQ,,&typo=1)

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***Webinar: Risks & Rewards Of Going Into Business With Someone***

**Presented by Matt Johnston, Esquire**

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Going into business with someone can be amazing. But going into business with someone without lots of forethought and planning can be a disaster. This session will be about the discussion you should have before opening a business with a partner so that you can find the good and avoid the mire.

**WHEN:          October 15, 2020; 10:00-11:30am**

**To Register**:    [https://mdsbdc.ecenterdirect.com/events/16303](https://linkprotect.cudasvc.com/url?a=https%3a%2f%2fmdsbdc.ecenterdirect.com%2fevents%2f16303&c=E,1,X4pLqXR0gsUvDk46RORzQDlJHZBUPFCIrSkLr6wRlg186EilgItDZ-BkE7wqOKgVmqbopZCGx21lwK52KpE0mwJRWtpBM8srsFJV6M-9u6IWzg,,&typo=1)

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*Webinar: Getting Back To Basics-A Resource Toolkit From The Department of Labor*

**Presenter,  Janice Walker-Emeogo**   
Small Business State Outreach Director   
Office of Small Business Regulatory Assistance   
Department of Labor



**This session will provide information to employers, economic development and workforce partners who have employees transitioning back to work after being closed due to COVID-19.**

**WHEN:                October 15, 2020; 1:00-2:00pm**

**To Register:**[**https://mdsbdc.neoserra.com/conferences/16363**](https://linkprotect.cudasvc.com/url?a=https%3a%2f%2fmdsbdc.neoserra.com%2fconferences%2f16363&c=E,1,eke7yuK9h1_U3MWQgDAk-uEafmBAF3scZqoI5-9qcQzcLZbOdyOd1WlQYnHgHAUgZ7DTEo-0EBCTdkxSJj_um2C75bQpPaClXtQeMSHGOSs9BgLUMQ,,&typo=1)

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*Webinar: Scary Close…Finding Your Target Market!*

**Presented by Melody Belotte, Marketing Expert**



Regardless of how amazing your business, product or service is - you may not be getting the sales or connections you want simply because you're not reaching the right audience. Technology now allows us to get "scary close" to customers through advanced targeting and tracking, but we must learn to use these tools effectively and responsibly. Join the marketing expert, Melody Belotte, for a crash course on how to identify, narrow and reach your target market.

**WHEN:                October 28, 2020; 1:00-2:30am**

**To Register:**[**https://mdsbdc.ecenterdirect.com/events/16322**](https://linkprotect.cudasvc.com/url?a=https%3a%2f%2fmdsbdc.ecenterdirect.com%2fevents%2f16322&c=E,1,gjvsPOW3abKqkiqLpEjCnTAS5YInRznggkrMUHT5AD4Cf0bgkveeXzkgsVN7MwCXVO-hGWozshK-TVzgqGGIkSzx5BZKnx0zjSjPvP-AclC5QWUNdEBcjdkui46L&typo=1)

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All webinars are offered to you at no cost!  **A log-on link will be sent to registrants the day/evening prior to the webinar in a reminder email**!