

Starting a Business/Enhancing Your Existing Business

Seminar Series



Level I Session

Monday, February 27, 2017
Necedah Siegler Memorial Library
217 Oak Grove Drive, Necedah, WI
or

Monday, March 6, 2017
UW-Extension Conference Room
211 Hickory St., Rm 301, Mauston

Level II Session

Monday, March 13, 2017
Oakdale Credit Union
Hwy 12 & 16, Oakdale, WI

Social / Light Dinner 5:30-6 p.m.
Program 6:00-9:00 p.m.

Individual \$15 per session
each additional person \$10 per session
Fee includes dinner, refreshments and program materials.

RSVP (608)847-9329

Agenda

Western Wisconsin Entrepreneur Overview
Trends that will impact entrepreneurial success
Starting a Business Basics—self-analysis, feasibility, market analysis,
legal issues, financing, cash flow, marketing timelines,
discussion, question and answer period.

Testimonials

Recent participant

"I have been working with Gary Kirking for the last couple of months regarding my sole proprietorship bakery. My husband and I both attended his "Starting a Business" workshops 1 & 2 and found them to be very organized, well thought out and informative. His handouts were wonderful and allowed us to listen better instead of just trying to take notes and think later."

Entrepreneur & recent participant

"My business took a turn recently and I needed to find a new location to work out of and Gary very quickly found me some options to check out, even met me at one of them to make the introduction! He has followed through on everything he has said he would do, check out, or help with, and follows through to get feedback on what I have learned when he has given me business owners to contact on my own."



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Gary L. Kirking
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Kirking works with communities, organizations, and business and industry in the areas of strategic planning, business development, and staff development through customized training, technical assistance, strategic planning, and other services to assist companies in maintaining a competitive edge through creative problem solving of the challenges that they face in their day-to-day operations. Kirking has over 10 years of experience in banking and finance, along with being the Director of Marketing for a lending institution with a loan portfolio in excess of \$300 million. He has extensive experience working with over 400 companies in Western Wisconsin to enhance their business operations. In 1999, Governor Thompson honored Mr. Kirking for his entrepreneur and Rural Development work.