



MARCH

SANTA ANA DISTRICT OFFICE

Serving Orange, Riverside, and San Bernardino Counties
EVENTS CALENDAR

5 Hutton Centre Drive, Santa Ana, CA 92707 714.550.7420
 SBA District Website: www.sba.gov/ca/santa

This calendar has four sections: General Events, Government Contracting Events, International Trade Events and Other Federal & Local Government, Trade, and Small Business Organization Events

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Tuesday, March 1, 2016 9:00 am to 12:00 Noon Pre-registration Recommended	The Secrets Of Selling \$35 if register online by 02/29, \$45 at the door Orange County SCORE, www.score114.org , 714.550.7369 National University, 3390 Harbor Blvd., Costa Mesa, CA 92626
Tuesday, March 1, 2016 2:30 pm to 5:00 pm Pre-registration REQUIRED	Small Business Jump-Start \$10 Orange County Small Business Development Center, www.ocsbdc.org , 714.564.5200 Rancho Santiago Community College District, Room 107, 2323 North Broadway, Santa Ana, CA 92706

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Tuesday, March 1, 2016 5:30 pm to 7:30 pm Pre-registration Recommended	Choosing Excellence as a Way of Life: How to Maximize Your 24 Hour Day \$20 if register online by 02/29, \$25 at the door Coachella Valley Women’s Business Center, www.cvwbc.org , 760.345.9200 Indio Work Force Development Center, 44-199 Monroe Street, Indio, CA 92201
Tuesday, March 1, 2016 6:00 pm to 9:00 pm Pre-registration Recommended	Buy/Sell & Valuation of a Business \$35 if register online by 02/29, \$45 at the door Orange County SCORE, www.score114.org , 714.550.7369 Anaheim Gordon Hoyt Conference Center, 2nd Floor, Anaheim West Tower, 201 South Anaheim Blvd., Anaheim, CA 92805
Tuesday, March 1, 2016 6:30 pm to 8:30 pm Pre-registration Recommended	Writing a Winning Business Plan FREE Inland Empire Women’s Business Center, www.iewbc.org , 909.890.1242 Ovitt Family Community Library, 215 East “C” Street, Ontario, CA 91764
Wednesday, March 2, 2016 9:00 am to 11:00 am Pre-registration Recommended	Social Media Marketing Sells! Plus Bonus: Pinterest & Instagram FREE Inland Empire Small Business Development Center, www.iesmallbusiness.com , 909.983.5005 Moreno Valley Conference Center, 14075 Frederick Street, Moreno Valley, CA 92553
Wednesday, March 2, 2016 1:30 pm to 3:00 pm Pre-registration Recommended	What You Need To Know About Schedule C & Other Small Business Taxes & Tax Forms FREE Orange County SCORE, www.score114.org , 714.550.7369 Mission Viejo City Hall, Saddleback Room, 200 Civic Center, Mission Viejo, CA 92691
Wednesday, March 2, 2016 5:30 pm to 7:30 pm Pre-registration Recommended	Creating a Vision Board for Your Business \$20 if register online by 03/01, \$25 at the door Coachella Valley Women’s Business Center, www.cvwbc.org , 760.345.9200 Indio Work Force Development Center, 44-199 Monroe Street, Indio, CA 92201

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Wednesday, March 2, 2016 6:00 pm to 8:00 pm Pre-registration REQUIRED	Say It With Confidence \$20 Inland Empire Women’s Business Center, www.iewbc.org , 909.890.1242 Inland Empire WBC – Riverside Office, 3780 Market Street, Riverside, CA 92501
Thursday, March 3, 2016 8:00 am to 1:00 pm Pre-registration REQUIRED	Export Trade Assistance Partnership (ETAP) – Successful Exporting in Today’s Global Economy – A Four Part Series: Session One – Global Business Opportunities for Small Business , Learn to utilize databases to determine best markets, describe the benefits of trade agreements, classify a good and determine the duty rates for specific products. Presented by SBA Santa Ana District Office, US Commercial Service, California SBDC Inland Empire, CSU San Bernardino, San Bernardino Office of Foreign Trade, and Center for Global Management FREE , Light Lunch Provided, Register at: http://www.ieetap.eventbrite.com Four Points, 11960 East Foothill Blvd., Rancho Cucamonga, CA 91739
Thursday, March 3, 2016 9:00 am to 11:00 am Pre-registration Recommended	Open for Business in Rancho Cucamonga FREE Inland Empire Small Business Development Center, www.iesmallbusiness.com , 909.983.5005 Rancho Cucamonga Chamber of Commerce, 9047 Arrow Route, Suite 180, Rancho Cucamonga, CA 91730
Thursday, March 3, 2016 3:00 pm to 5:00 pm Pre-registration Recommended	Prepare to Launch: Information & Resources for Starting a Business Free Inland Empire Women’s Business Center, www.iewbc.org , 909.890.1242 Highgrove Public Library, 530 Center Street, Riverside, CA 92507
Thursday, March 3, 2016 5:30 pm to 7:30 pm Pre-registration REQUIRED	CV Women’s Business Center Connect \$5 at the door Coachella Valley Women’s Business Center, www.cvwbc.org , 760.345.9200 To be determined
Thursday, March 3, 2016 5:30 pm to 8:45 pm Pre-registration Recommended	Branding & Website Strategy For Your Organization FREE Orange County SCORE, www.score114.org , 714.550.7369 Irvine Public Library, Heritage Park Regional Branch, 14361 Yale Avenue, Irvine, CA 92604

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Thursday, March 3, 2016 6:00 pm to 8:00 pm Pre-registration Recommended	The Art of Negotiation \$20 Coachella Valley SCORE, www.scorecv.org , 760.773.6507 CVSCORE Office, 43-100 Cook Street, Suite 104, Palm Desert, CA 92211
Friday, March 4, 2016 9:00 am to 11:00 am Pre-registration Recommended	Writing A Winning Business Plan \$15 if register online by 03/03, \$25 at the door Inland Empire SCORE, www.iescore503.org , 951.652.4390 Yucaipa City Hall, Business Incubator Center, 34272 Yucaipa Blvd., Yucaipa, CA 92399
Monday, March 7, 2016 1:30 pm to 3:00 pm Pre-registration Recommended	What You Need To Know About Schedule C & Other Small Business Taxes & Tax Forms FREE Orange County SCORE, www.score114.org , 714.550.7369 Fullerton Public Library, 353 West Commonwealth Avenue, Fullerton, CA 92832
Mondays, March 7, 14, 21 and March 28, 2016 5:30 pm to 8:30 pm Pre-registration Recommended	Maximum Impact Four Part Series \$80 if register online by 03/06, \$90 at the door Coachella Valley Women's Business Center, www.cvwbc.org , 760.345.9200 Indio Work Force Development Center, 44-199 Monroe Street, Indio, CA 92201
Monday, March 7, 2016 6:00 pm to 8:00 pm Pre-registration REQUIRED	The ABCs of Starting Your Own Business Free to Corona residents; non-residents, \$20 Inland Empire Women's Business Center, www.iewbc.org , 909.890.1242 Corona Innovation Center at the Corona Civic Auditorium, 815 West 6 th Street, Suite 145, Corona, CA 92882
Tuesday, March 8, 2016 7:30 am to 1:30 pm Pre-registration REQUIRED	OCTANe Startup Series – Building a Life Science Startup \$75 for non-members, \$50 for members, food and beverages to be provided Register at: http://www.octaneoc.org/event/octane-startup-series/ OCTANe, www.octaneoc.org , 949.330.6564 OCTANe, 65 Enterprise, Aliso Viejo, CA 92656

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Tuesday, March 8, 2016 9:00 am to 12:00 Noon Pre-registration Recommended	Costing, Pricing & Breakeven \$35 if register online by 03/07, \$45 at the door Orange County SCORE, www.score114.org , 714.550.7369 National University, 3390 Harbor Blvd., Costa Mesa, CA 92626
Tuesday, March 8,2016 5:30 pm to 7:30 pm Pre-registration Recommended	Financial Literacy for Women Entrepreneurs \$20 if register online by 03/07, \$25 at the door Coachella Valley Women’s Business Center, www.cvwbc.org , 760.345.9200 Indio Work Force Development Center, 44-199 Monroe Street, Indio, CA 92201
Tuesday, March 8, 2016 6:00 to 8:00 pm and Saturday, March 12, 2016 9:30 am to 5:00 pm Pre-registration REQUIRED	Maximum Impact! Boot Camp: 2-Part Business Plan Writing Series \$60 Inland Empire Women’s Business Center, www.iewbc.org , 909.890.1242 Inland Empire WBC – Riverside Office, 3780 Market Street, Riverside, CA 92501
Tuesday, March 8, 2016 6:00 pm to 8:45 pm Pre-registration Recommended	Tips For Handling Harassment, Discrimination & Whistleblower Claims FREE Orange County SCORE, www.score114.org , 714.550.7369 Rancho Santa Margarita - OC Public Library, 30902 La Promesa, Rancho Santa Margarita, CA 92688
Wednesday, March 9,2016 8:00 am to 9:45 am Pre-registration Recommended	Fireside Chat Series – Superior Customer Service FREE Coachella Valley Small Business Development Center, www.cvsmbdc.com , 760.340.1575 University of California Riverside, Palm Desert Campus, 75080 Frank Sinatra Drive, Palm Desert, CA 92211
Wednesday, March 9, 2016 9:00 am to 11:00 am Pre-registration REQUIRED	Financing Your New or Growing Business FREE Orange County Small Business Development Center, www.ocsbdc.org , 714.564.5200 Rancho Santiago Community College District, Suite 340, 2323 North Broadway, Santa Ana, CA 92706

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Wednesday, March 9, 2016 1:30 pm to 4:30 pm Pre-registration Recommended	How To Plan & Run An Effective CrowdFunding Campaign: Raise Money & Get New Customers At The Same Time \$35 if register online by 03/09, \$45 at the door Orange County SCORE, www.score114.org , 714.550.7369 Mission Viejo City Hall, Saddleback Room, 200 Civic Center, Mission Viejo, CA 92691
Wednesday March 9, 2016 5:00 pm to 8:00 pm Pre-registration Recommended	Video Marketing Success Secrets: How To Market On YouTube FREE Orange County SCORE, www.score114.org , 714.550.7369 Lake Forest City Hall, 25550 Commercentre Dr., Lake Forest, CA 92630
Thursday, March 10, 2016 8:00 am to 1:00 pm Pre-registration REQUIRED	Export Trade Assistance Partnership (ETAP) – Successful Exporting in Today’s Global Economy – A Four Part Series: Session Two – Exploring Market Entry Strategies , covers export distribution consideration, direct exporting, indirect exporting and locating foreign representatives and buyers. Presented by SBA Santa Ana District Office, US Commercial Service, California SBDC Inland Empire, CSU San Bernardino, San Bernardino Office of Foreign Trade, and Center for Global Management FREE , Light Lunch Provided, Register at: http://www.ieetap.eventbrite.com Four Points, 11960 East Foothill Blvd., Rancho Cucamonga, CA 91739
Thursday, March 10, 2016 5:30 pm to 7:30 pm Pre-registration REQUIRED	CEO Storytelling: This month Chris Atley shares her story of becoming a coach. Presented by TriTech SBDC and hosted by City of Temecula FREE , Register at: http://ceokatley.eventbrite.com TriTech Small Business Development Center, www.tritechsbdc.org , 951.571.6480 For more information contact Brittany Cox, Brittany.Cox@rccd.edu Temecula Valley Entrepreneur’s Exchange, 43200 Business Park Drive, Temecula, CA 92590
Thursday, March 10, 2016 5:30 pm to 7:30 pm Pre-registration Recommended	The Power of Positive Choices \$20 if register online by 03/10, \$25 at the door Coachella Valley Women’s Business Center, www.cvwbc.org , 760.345.9200 Indio Work Force Development Center, 44-199 Monroe Street, Indio, CA 92201

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Thursday, March 10, 2016 6:00 pm to 8:00 pm Pre-registration Recommended	Blogging for Profit \$20 Coachella Valley SCORE, www.scorecv.org , 760.773.6507 CVSCORE Office, 43-100 Cook Street, Suite 104, Palm Desert, CA 922111
Thursday, March 10, 2016 6:00 pm to 8:00 pm Pre-registration REQUIRED	Pricing for Profitability \$20 Inland Empire Women’s Business Center, www.iewbc.org , 909.890.1242 Inland Empire WBC – Riverside Office, 3780 Market Street, Riverside, CA 92501
Thursday, March 10, 2016 6:00 pm to 9:00 pm Pre-registration Recommended	Secrets To Buying A Franchise FREE Orange County SCORE, www.score114.org , 714.550.7369 Fullerton Public Library, 353 West Commonwealth Avenue, Fullerton, CA 92832
Monday, March 14, 2016 6:00 pm to 9:00 pm Pre-registration Recommended	The Brand Called You By Stu FREE Orange County SCORE, www.score114.org , 714.550.7369 Chapman University, , Beckman Hall #404, 1 University Drive Orange, CA 92866
Tuesday, March 15, 2016 9:00 am to 11:00 am Pre-registration Recommended	Online Ads and Marketing Campaigns: Google & Facebook ads, \$15 if register online by 03/14, \$25 at the door Inland Empire SCORE, www.iescore503.org , 951.652.4390 Redlands City Hall, 35 Cajon Street, Redlands, CA 92373
Tuesday, March 15, 2016 9:00 am to 12:00 Noon Pre-registration Recommended	Marketing & Promotion: Finding Your Niche \$35 if register online by 03/14, \$45 at the door Orange County SCORE, www.score114.org , 714.550.7369 National University, 3390 Harbor Blvd., Costa Mesa, CA 92626

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Tuesday, March 15, 2016 5:30 pm to 8:30 pm Pre-registration Recommended	Demystifying The Commercial Leasing Process FREE Orange County SCORE, www.score114.org , 714.550.7369 Westminster Branch, OC Public Library, Community Room, 8180 13th Street, Westminster, CA 92683
Tuesday, March 15, 2016 6:00 pm to 8:45 pm Pre-registration Recommended	Jumpstart Your Dreams! How To Start a Business In 10 EZ Steps FREE Orange County SCORE, www.score114.org , 714.550.7369 Newport Beach Public Library, Friends Room, 1000 Avocado Avenue, Newport Beach, CA 92660
Wednesday, March 16, 2016 8:00 am to 9:00 am Pre-registration REQUIRED	“Murrieta-area Business Roundtable” : The Roundtable brings company owners and local business resources together for an invigorating exchange of information, ideas and insights, meeting every third Wednesday, presented by Inland Empire SCORE and City of Murrieta FREE , Register at: https://inlandempire.score.org/node/147895 For more information contact Keith Larson at k.larson@cox.net Inland Empire SCORE, www.score503.org , 951.652.4390 Murrieta Innovation Center, 26442 Beckman Court, Murrieta, CA 92562
Wednesday, March 16, 2016 9:00 am to 12:00 Noon Pre-registration Recommended	Succeeding Online FREE Inland Empire Small Business Development Center, www.iesmallbusiness.com , 909.983.5005 Carnegie Cultural Center, 123 “D” Street, Upland, CA 91786
Wednesday, March 16, 2016 5:30 pm to 7:30 pm Pre-registration Recommended	Business Basics: Start Out Right! \$15 if register online by 03/16, \$20 at the door Coachella Valley Women’s Business Center, www.cvwbc.org , 760.345.9200 Coachella Valley WBC, 77-806 Flora Road, Suite A, Palm Desert, CA 92211
Wednesday, March 16, 2016 5:30 pm to 8:30 pm Pre-registration Recommended	How To Start, Run & Manage A Successful Business FREE Orange County SCORE, www.score114.org , 714.550.7369 Aliso Viejo Branch - OC Public Library, 1 Journey, Aliso Viejo, CA 92656

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Wednesday, March 16, 2016 6:00 pm to 8:00 pm Pre-registration REQUIRED	Time Management \$20 Inland Empire Women’s Business Center, www.iewbc.org , 909.890.1242 Inland Empire WBC – Riverside Office, 3780 Market Street, Riverside, CA 92501
Wednesday, March 16, 2016 6:00 pm to 8:30 pm Pre-registration REQUIRED	Legal Do’s and Don’ts for Business \$25 Orange County Small Business Development Center, www.ocsbdc.org , 714.564.5200 Rancho Santiago Community College District, Room 107, 2323 North Broadway, Santa Ana, CA 92706
Thursday, March 17, 2016 8:00 am to 1:00 pm Pre-registration REQUIRED	Export Trade Assistance Partnership (ETAP) – Successful Exporting in Today’s Global Economy – A Four Part Series: Session Three – International Trade Finance and Methods of Payment , Understanding how to get paid for an export sale is crucial....training discusses how your organization can finance the transaction and related business costs. Presented by SBA Santa Ana District Office, US Commercial Service, California SBDC Inland Empire, CSU San Bernardino, San Bernardino Office of Foreign Trade, and Center for Global Management FREE , Light Lunch Provided, Register at: http://www.ieetap.eventbrite.com Four Points, 11960 East Foothill Blvd., Rancho Cucamonga, CA 91739
Thursday, March 17, 2016 8:30 am to 2:00 pm Pre-registration Recommended	Inventor and Entrepreneur Forum: Learn about protecting your intellectual property via patents and trademarks, presented by SBA Santa Ana District Office, UCI Applied Innovation, and featuring US Patent and Trademark Office FREE , Register at: https://goo.gl/4bO3Kk For more information contact Christopher Lorenzana at christopher.lorenzana@sba.gov UCI Applied Innovation, 5141 California Avenue, Suite 200, Irvine, CA 92697
Thursday, March 17, 2016 9:00 am to 11:30 am Pre-registration Recommended	Incorporating Your Small Business FREE Inland Empire Small Business Development Center, www.iesmallbusiness.com , 909.983.5005 Rancho Cucamonga Chamber of Commerce, 9047 Arrow Route, Suite 180, Rancho Cucamonga, CA 91730

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Thursday, March 17, 2016 9:00 am to 12:00 Noon Pre-registration Recommended	QuickBooks for Beginners FREE Inland Empire Small Business Development Center, www.iesmallbusiness.com , 909.983.5005 Temecula Valley Entrepreneur's Exchange, 43200 Business Park Drive, Temecula, CA 92590
Thursday, March 17, 2016 6:00 pm to 8:00 pm Pre-registration Recommended	How to Automate Your On-line Marketing \$20 Coachella Valley SCORE, www.scorecv.org , 760.773.6507 CVSCORE Office, 43-100 Cook Street, Suite 104, Palm Desert, CA 92211
Thursday, March 17, 2016 6:00 pm to 9:00 pm Pre-registration Recommended	Retirement Planning For Small Business Owners FREE Orange County SCORE, www.score114.org , 714.550.7369 Fullerton Public Library, 353 West Commonwealth Avenue, Fullerton, CA 92832
Friday, March 18, 2016 9:00 am to 12:30 pm Pre-registration Recommended	Independent Contractor vs. Employee: Presented by Employment Development Department (EDD) FREE Inland Empire Small Business Development Center, www.iesmallbusiness.com , 909.983.5005 Temecula Valley Entrepreneur's Exchange, 43200 Business Park Drive, Temecula, CA 92590
Monday, March 21, 2016 5:30 pm to 7:30 pm Pre-registration Recommended	Your 90 Day Power Plan - Create a simple one page business action plan for the next 90 days \$20 if register online by 03/20, \$25 at the door Coachella Valley Women's Business Center, www.cvwbc.org , 760.345.9200 Indio Work Force Development Center, 44-199 Monroe Street, Indio, CA 92201
Monday, March 21, 2016 6:00 pm to 8:00 pm Pre-registration REQUIRED	Are You Covered? Insurance for Small Business \$20 for non-Corona residents, FREE for Corona residents Inland Empire Women's Business Center, www.iewbc.org , 909.890.1242 Corona Innovation Center at the Corona Civic Auditorium, 815 West 6 th Street, Suite 145, Corona, CA 92882

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Monday, March 21, 2016 6:00 pm to 9:00 pm Pre-registration Recommended	Common Legal Questions For Businesses FREE Orange County SCORE, www.score114.org , 714.550.7369 Los Alamitos Branch - OC Public Library, 12700 Montecito, Seal Beach 90740
Tuesday, March 22, 2016 9:00 am to 11:30 am Pre-registration Recommended	Presenting Your Business to a Lender & Alternative Sources of Financing Your Business: Presented by SBA Santa Ana District Office FREE , Register with or Paul Smith at paul.smith@sba.gov , 714.560.7448 Santa Ana District Office, www.sba.gov/ca/santa , 714.550.7420 City of Mission Viejo, Saddleback Room, 200 Civic Center, Mission Viejo, CA 82691
Tuesday, March 22, 2016 9:00 am to 12:00 Noon Pre-registration Recommended	Advanced QuickBooks for Beginners FREE Inland Empire Small Business Development Center, www.iesmallbusiness.com , 909.983.5005 Jurupa Valley City Hall, 8930 Limonite Avenue, Jurupa Valley, CA 92509
Tuesday, March 22, 2016 9:00 am to 12:00 Noon Pre-registration Recommended	Selling Techniques That Work \$35 if register online by 03/21, \$45 at the door Orange County SCORE, www.score114.org , 714.550.7369 National University, 3390 Harbor Blvd., Costa Mesa, CA 92626
Tuesday, March 22, 2016 5:30 pm to 7:30 pm Pre-registration Recommended	Marketing 101 \$20 if register online by 02/21, \$25 at the door Coachella Valley Women’s Business Center, www.cvwbc.org , 760.345.9200 Indio Work Force Development Center, 44-199 Monroe Street, Indio, CA 92201
Tuesday, March 22, 2016 6:00 pm to 8:00 pm Pre-registration REQUIRED	Build It, Achieve It: Tools for Creating Your Vision Board \$20 Inland Empire Women’s Business Center, www.iewbc.org , 909.890.1242 Inland Empire WBC – Riverside Office, 3780 Market Street, Riverside, CA 92501

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Wednesday, March 23, 2016 9:00 am to 12:00 Noon Pre-registration REQUIRED	Lender Matchmaking and Loan Fair FREE Coachella Valley Small Business Development Center, www.cvsmallbusiness.com , 760.340.1575 University of California Riverside, Palm Desert Campus, 75080 Frank Sinatra Drive, Palm Desert, CA 92211
Wednesday, March 23, 2016 5:30 pm to 7:30 pm Pre-registration Recommended	Business Feasibility and Research Pre-determining Your Business Success \$20 if register online by 03/22, \$25 at the door Coachella Valley Women’s Business Center, www.cvwbc.org , 760.345.9200 Coachella Valley WBC, 77-806 Flora Road, Suite A, Palm Desert, CA92211
Thursday, March 24, 2016 8:00 am to 1:00 pm Pre-registration REQUIRED	Export Trade Assistance Partnership (ETAP) – Successful Exporting in Today’s Global Economy – A Four Part Series: Session Four – International Shipping, and Legal Issues , covers export distribution considerations, direct exporting, indirect exporting, Foreign Trade Zones and various components of agency and distribution agreements. Presented by SBA Santa Ana District Office, US Commercial Service, California SBDC Inland Empire, CSU San Bernardino, San Bernardino Office of Foreign Trade, and Center for Global Management FREE , Light Lunch Provided, Register at: http://www.ieetap.eventbrite.com Four Points, 11960 East Foothill Blvd., Rancho Cucamonga, CA 91739
Thursday, March 24, 2016 9:00 am to 11:00 am Pre-registration Recommended	Business Plan 301-Financial Projections – Step 3 \$15 if register online by 03/23, \$25 at the door Inland Empire SCORE, www.iescore503.org , 951.652.4390 Murrieta Innovation Center, 26442 Beckman Court, Murrieta, CA 92562
Thursday, March 24, 2016 10:0 am to 12:00 Noon Pre-registration REQUIRED	The ABCs of Starting Your Own Business \$20 Inland Empire Women’s Business Center, www.iewbc.org , 909.890.1242 Inland Empire WBC – San Bernardino Office, 600 North Arrowhead Avenue, Suite 200, San Bernardino, CA 92401
Thursday, March 24, 2016 10:30 am to 1:30 pm Pre-registration Recommended	Power of the InBox + Key Marketing Trends that Produce Results FREE Orange County SCORE, www.score114.org , 714.550.7369 Fullerton Public Library, 353 West Commonwealth Avenue, Fullerton, CA 92832

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Thursday, March 24, 2016 5:30 pm to 8:30 pm Pre-registration Recommended	Develop a Winning Business Plan FREE Orange County SCORE, www.score114.org , 714.550.7369 Tustin Branch - OC Public Library, 345 East Main Street, Tustin, CA 92780
Thursday, March 24, 2016 6:00 pm to 8:00 pm Pre-registration Recommended	Blogging 101 \$20 Coachella Valley SCORE, www.scorecv.org , 760.773.6507 CVSCORE Office, 43-100 Cook Street, Suite 104, Palm Desert, CA 92211
Thursday, March 24, 2016 6:00 pm to 8:30 pm Pre-registration REQUIRED	Intermediate QuickBooks for Business Owners and Managers \$25 Orange County Small Business Development Center, www.ocsbdc.org , 714.564.5200 Rancho Santiago Community College District, Room 107, 2323 North Broadway, Santa Ana, CA 92706
Friday, March 25, 2016 9:00 am to 11:00 am Pre-registration Recommended	Business Continuation \$15 if register online by 03/24, \$25 at the door Inland Empire SCORE, www.iescore503.org , 951.652.4390 Corona Chamber of Commerce, 904 East 6 th Street, Corona, CA 92879
Saturday, March 26, 2016 10:00 am to 12:00 Noon Pre-registration Recommended	Business Basics: Start Out Right! \$15 if register online by 03/26, \$20 at the door Coachella Valley Women's Business Center, www.cvwbc.org , 760.345.9200 Coachella Valley WBC, 778-06 Flora Road, Suite A, Palm Desert, CA 92211
Tuesday, March 29, 2016 9:00 am to 12:00 Noon Pre-registration Recommended	SBA Loans When Your Bank Says No \$35 if register online by 03/25, \$45 at the door Orange County SCORE, www.score114.org , 714.550.7369 National University, 3390 Harbor Blvd., Costa Mesa, CA 92626

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Tuesday, March 29, 2016 9:30 am to 11:30 am Pre-registration Recommended	Business Start Basics FREE Coachella Valley Small Business Development Center, www.cvsmallbusiness.com , 760.340.1575 Rabobank Regional Business Center, 3111 East Tahquitz Canyon Way, Palm Springs, CA 92262
Tuesday, March 29, 2016 5:30 pm to 7:30 pm Pre-registration Recommended	Powerful Networking for Results! \$20 if register online by 03/28, \$25 at the door Coachella Valley Women’s Business Center, www.cvwbc.org , 760.345.9200 Indio Work Force Development Center, 44-199 Monroe Street, Indio, CA 92201
Thursday, March 24, 2016 10:00 am to 12:00 Noon Pre-registration REQUIRED	The ABCs of Starting Your Own Business \$20 Inland Empire Women’s Business Center, www.iewbc.org , 909.890.1242 Inland Empire WBC – San Bernardino Office, 600 North Arrowhead Avenue, Suite 200, San Bernardino, CA 92401
Tuesday, March 29, 2016 6:00 pm to 8:00 pm Pre-registration REQUIRED	Creating a Winning Mindset \$20 Inland Empire Women’s Business Center, www.iewbc.org , 909.890.1242 Inland Empire WBC – Riverside Office, 3780 Market Street, Riverside, CA 92501
Thursday, March 31, 2016 6:00 pm to 8:00 pm Pre-registration Recommended	Are You Faceless on Facebook? \$20 Coachella Valley SCORE, www.scorecv.org , 760.773.6507 CVSCORE Office, 43-100 Cook Street, Suite 104, Palm Desert, CA 92211
Thursday, March 31, 2016 6:00 pm to 8:30 pm Pre-registration REQUIRED	The Art & Science of Creating a Successful Business Plan \$25 Orange County Small Business Development Center, www.ocsbdc.org , 714.564.5200 Norman P. Murray Center, Sycamore A Room, 24932 Veterans Way, Mission Viejo CA 92692

INTERNATIONAL TRADE

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
<p>Wednesday, March 2, 2016 9:00 am to 12 :00 Noon Pre-registration REQUIRED</p>	<p>Trade Connect Regional Trade Forum – How to Grow Your Business Through Exports: Paul Smith, Economic Development Specialist and District International Trade Officer will be on a panel of experts with EOT partners DEC, U.S. Department Of Commerce, U.S. Exim Bank, San Bernardino International Airport, Port of Los Angeles TradeConnect, L.A. Customs Brokers & Freight Forwarders Association, EDCT Foundation, and San Bernardino Community College District FREE, Free parking, Refreshments will be served during the event. Register at http://tinyurl.com/IntroTC30216 For more information contact Jean Coronel, jcoronel@portla.org San Bernardino International Airport, International Terminal, 275 North Leland Way, san Bernardino, CA 92408</p>
<p>Wednesday, March 2, 2016 11:00 am 12:15pm EST Pre-registration REQUIRED</p>	<p>Trade Winds—Latin America Webinar Series – Market Insight on Export Opportunities in Bolivia: Bolivia’s economy has experienced steady growth...key sectors of opportunity include mining, hydrocarbons, and agriculture, hosted by US Commercial Service \$40, Register at: https://emenuapps.ita.doc.gov/ePublic/event/editWebReg.do?SmartCode=6Q29 For more information contact Jim Mayfield at Jim.Mayfield@trade.gov</p>
<p>Tuesdays, March 8, and April 12, 2016, (First session held February 9, 2016) 7:30 am to 4:30 pm Pre-registration REQUIRED</p>	<p>EXPORTECH- An Export Acceleration System for Achieving Profitable Growth Series: Session One Export Strategy & Best Practices held February 9th, Session Two Mechanics of Exporting held March 8th, Session 3 Export Growth Plan Presentations held April 12th, presented by the US Commercial Service, CMTC in collaboration with the City of Murrieta FREE To register and for more information contact Elizabeth Glynn at eglynn@cmtc.com Murrieta Innovation Center, 26442 Beckman Court, Murrieta, CA 92562</p>
<p>Thursday, March 10, 2016 1:00 pm to 4:30 pm Pre-registration REQUIRED</p>	<p>Export University Advanced Workshop Series – Session Three International Business Culture FREE, Register at : https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ebzqliiyc7675165&oseq=&c=821f1c40-387a-11e4-a809-d4ae52a2cb52&ch=8272e190-387a-11e4-a809-d4ae52a2cb52 Port of Los Angeles, http://www.latradeconnect.org/calendar/ For more information contact: Jean Coronel, jcoronel@portla.org, 310.732.8865 Export University, 6 Centerpoint Drive, Suite 225-226, La Palma, CA 90623 (Near Knott’s Berry Farm)</p>

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Thursday, March 3, 2016 5:00 pm to 8:00 pm Pre-registration REQUIRED	Businesses Connecting at Fullerton Airport Combat USA: Building valuable relationships with fellow business professionals from a variety of industries and organizations in. \$20 for non-members, FREE for members North Orange County Chamber – Fullerton Chamber of Commerce, www.nochamber.com , 714.871.3100 For more information contact laura@nochamber.com 4011 West Commonwealth Avenue, Fullerton, CA 92833
Tuesday, March 8, 2016 5:30 pm to 7:30 pm Pre-registration Recommended	Emerging Professionals Networking Opportunity: Building business relationships, learning from the area's top executives \$20 for non-members, \$10 for EP members Irvine Chamber of Commerce, http://dev.irvinechamber.com/events , 949.660.9112 For more information contact Jessica Welch, execasst@irvinechamber.com , 949.660.9112 x 115 TBA
Wednesday, March 9, 2016 10:00 am to 1:00 pm Pre-registration REQUIRED	Human Resources Class: This special class provides information on new laws. \$70 for non-members, \$35 for members, Register at: https://secure2.chambermaster.com/directory/jsp/events/dlg/Public_AddReg.jsp?ccid=809&eventid=9451 Corona Chamber of Commerce, www.mychamber.org , 951.737.3350 Corona Chamber, 904 East 6 th Street, Corona, CA 92879
Wednesday, March 9, 2016 11:30 am to 1:00 pm Pre-registration REQUIRED	Networking Opportunity Luncheon – Meet second Wednesday of the month \$35 for non-members, \$25 for members Irvine Chamber of Commerce, http://dev.irvinechamber.com/events , 949.660.9112 For more information contact Jessica Welch, execasst@irvinechamber.com , 949.660.9112 x 115 Taps, 13390 Jamboree Road, Irvine, CA 92602
Wednesday, March 9, 2016 11:30 am to 1:00 pm Pre-registration REQUIRED	Pitch Practice Lunch – Networking lunch for tech startup and entrepreneurs with a Pitch at 12:00 Noon FREE , Register at: http://tve2pitchmarch9.eventbrite.com Temecula Valley Entrepreneur's Exchange, http://temeculaevents.org , 951.506.5180 For more information contact Cheryl Kitzerow at cheryl.kitserow@tve2.org Temecula Valley Entrepreneur's Exchange, 43200 Business Park Drive, Temecula, CA 92590

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Thursdays, March 10, 2016 11:30 am to 1:00 pm Pre-registration REQUIRED	Corona Networking Solutions - A different guest speaker will preside over each event, giving time for elevator speeches and networking opportunities \$30 for non-members, \$15 for members if pre-pay or \$20 at the door Corona Chamber of Commerce, www.mychamber.org , 951.737.3350 For more information contact Ligiam, Ligiam@mychamber.org Marie Callender's Restaurant & Bakery, 160 East Rincon Street, Corona, CA 92879
Tuesday, March 15, 2016 11:30 am to 1:00 pm Pre-registration REQUIRED	Lunch & Learn How to Manage your Small Business Daily: Series aimed at helping professionals develop important business skills, this month Byron Davis an expert in venture capital and private equity, will discuss how to assess, measure, and successfully manage the financial status of your business. \$20 per person, need to register by 3/11, Register at: https://secure2.chambermaster.com/directory/jsp/events/dlg/Public_AddReg.jsp?ccid=887&eventid=14092 North Orange County Chamber – Fullerton Chamber of Commerce, www.www.nochamber.com , 714.871.3100 NOCC-Fullerton, 444 North Blvd., Suite 200, Fullerton, CA 92832
Wednesday, March 16, 2016 5:00 pm to 9:00 pm Pre-registration REQUIRED	Orange County's Largest Mixer XIII: Join Orange County area chambers and business organizations for the ultimate networking event \$20, Register at: http://largestmixer.com/purchase-ticket/?mixer=oc Questions contact info@largestmixer.com Orange County Fair and Event Center, 88 Fair Drive, Costa Mesa, CA 92626
Friday, March 18, 2016 8:30 am to 1:00 Pre-registration REQUIRED	Women of Influence Forum 2016—Were Women & Power Converge: Premier event empowering women to lead and succeed in their lives, businesses and communities. Hosted by Irvine Chamber of Commerce \$95 for non-members, \$80 for members Register at: http://dev.irvinechamber.com/events/details/women-of-influence-forum-2016-9965 Irvine Chamber of Commerce, http://dev.irvinechamber.com/events , 949.660.9112 For more information contact Jessica Welch, jwelch@irvinechamber.com , 949.660.9112 x 115 Hotel Irvine, 17900 Jamboree Road, Irvine, CA 92614

DATE/TIME	EVENT/ORGANIZATION/WEBSITE/TELEPHONE/LOCATION
Thursday, March 24, 2016 1:30 pm to 4:30 pm Pre-registration Recommended	How to Manage Unemployment Insurance Costs Tax Seminar: Presented by Employment Development Department, hosted by City of Mission Viejo FREE Employment Development Department, www.edd.ca.gov , 888.745.3886 City of Mission Viejo, Saddleback Room, 200 Civic Center, Mission Viejo, CA 92691
Friday, March 25, 2016 6:30 am to 8:30 am Pre-registration REQUIRED	Good Morning Corona: A monthly networking event & meeting dedicated to keeping businesses up to date and informed on topics of interest. \$35 for non-members if paid one week in advance, \$40 at the door; \$20 for members if paid one week in advance, \$25 at the door, Register at: http://www.mychamber.org/events/details/good-morning-corona-03-25-2016-6866 Corona Chamber of Commerce, www.mychamber.org , 951.737.3350 For more information contact Ligiam, Ligiam@mychamber.org Eagle Glen Golf Club, 1800 Eagle Glen Parkway, Corona, CA 92883
Tuesday, March 29, 2016 3:00 pm to 4:30 pm and 7:00 pm to 8:30 pm Pre-registration REQUIRED	New Entrepreneur-Avoid Top Tax Mistakes: Presented by SBA Santa Ana District Office, Tustin Chamber of Commerce and IRS FREE Tustin Chamber of Commerce, www.tustinchamber.org , 714.544.5351 City of Tustin Council Chambers, 300 Centennial Way, Tustin, CA 92780
Tuesday, May 3, 2016 10:30 am to 1:30 pm Pre-registration REQUIRED	Save the Date -- 53rd Annual Small Business Week Awards Luncheon: In celebration of National Small Business Week, the Santa Ana District Office presenting small business and lender awards. Hosted by Orange County Hispanic Chamber of Commerce, for more information contact Isis Calvario at admin@ochcc.com \$85 per person (self-parking included) RSVP at: events@ochcc.com , or 714.953.4289 Disneyland Hotel, Disneyland Grand Ballroom, 1150 Magic Way, Anaheim, Ca 92802

The U.S. Small Business Administration plays a vital role in enabling America's entrepreneurs to start, grow and succeed. Through our wide array of services - loan guarantees, assistance for small businesses in federal contracting, and business counseling – the SBA has helped millions of individuals start and grow their small businesses. The Santa Ana District monthly Management Training Calendar is one of those services. This calendar provides information on co-sponsored business workshops, expos, and conferences provided by our Resource Partners, other government agencies, local government agencies, and business organizations in the counties of Orange, Riverside and San Bernardino. Events pertaining to the small business community from non-cosponsored events are listed in the section called Other Events. Visit the Santa Ana District Office website at www.sba.gov/ca/santa or to see all that the SBA has to offer small businesses view the national website at www.sba.gov. A list of U.S. Small Business Administration resources is on the next page.

SBA Partners and Small Business Resources:

SCORE “Counselors To America’s Small Business”- Provide FREE one-on-one counseling, monthly low-cost pre-business seminars, various workshops, and problem-solving assistance for those already in business.

ORANGE COUNTY: 714-550-7369; 5 Hutton Centre Drive, Suite 900, Santa Ana 92707 – www.score114.org

SCORE Women’s Business Site: www.score.org/women

SCORE Women’s Business Blog: <http://womensblog.score.org>

COACHELLA VALLEY: 760-773-6507; 43-100 Cook Street, Suite 104, Palm Desert 92211 – www.scorecv.org

RIVERSIDE COUNTY: 951-652-4390; 11801 Pierce Street, 2nd Floor, Riverside 92505 – www.iescore503.org

SAN BERNARDINO COUNTY: Call your local Chamber of Commerce or www.iescore503.org or www.score114.org

Small Business Development Centers (SBDC) – Provide training, consulting and technical assistance in all aspects of small business management. For further information contact the SBDC in your area.

INLAND EMPIRE:

Outreach Center 909-983-5005; 603 North Euclid, Ontario 91762 – www.iesmallbusiness.com

Outreach Center 951-781-2345; 3780 Market Street, Riverside, 92501 – www.iesmallbusiness.com

COACHELLA VALLEY: 760-340-1575; 311 East Tahquitz Canyon Way, Palm Desert 92262 – www.cvsmallbusiness.com

HIGH DESERT: 760-951-1592; 15490 Civic Drive, Suite 102, Victorville 92392 – www.iesmallbusiness.com

ORANGE COUNTY: 714-564-5200; 2323 North Broadway, Suite 201, Santa Ana 92706 – www.ocsbdc.com

O. C. HISPANIC CHAMBER 714-953-4289; 2130 East 4th Street, Suite 160, Santa Ana, 92705 – www.ochcc.com

LAUNCHPAD (OCTANE) 949-330-6565; 65 Enterprise, Aliso Viejo 92656 – www.octaneoc.org

TRITECH (TECHNOLOGY): 949-734-5635; “The Cove” at UCI, 5141 California Avenue, Suite 200, Irvine 92617

HiTech/HiGrowth Only 951-571-6480; 1650 Spruce Street, Suite 500, Riverside 92507 – www.tritechsbdc.com

Satellite Office: 152 East Sixth Street, Corona 92879 - www.tritechsbdc.com

(Call Riverside office to schedule appointments)

Women’s Business Center (WBC) - Provide business counseling, workshops and mentoring events for start-up and existing women-owned business.

COACHELLA VALLEY: 760-345-9200; 77-806 Flora Road, Suite C, Palm Desert 92211 – www.cvwbc.org

INLAND EMPIRE: 909-890-1242; 3780 Market Street, Riverside 92501 – www.iewbc.org

Second Location: 909-890-1242; 600 North Arrowhead Avenue, Suite 200, San Bernardino 92401 - www.iewbc.org

SBA Partners and Small Business Resources continued:

California Centers for International Trade Development (CITD) - Provide counseling, financing, and market information for new to export and ready to export companies.

ORANGE COUNTY: 714-564-5415; 2323 North Broadway, Suite 328-3, Santa Ana 92706 – www.OrangeCountyCitd.com

RIVERSIDE COUNTY: 951-571-6443; 14745 Riverside Drive, Riverside 92518 – www.citd.org

Procurement Assistance Center (RCCD) – Provides a variety of government contracting services to business, 951-571-6442; 152 Sixth Street, Corona, 92879 - <http://rccdpac.com/>

U.S. Commercial Service – Provide counseling, financing, and market information for new to export and ready to export companies through SCORE, SBA, and the Department of Commerce. For further information call 949-660-1688 – www.trade.gov/cs

On-Line Resources:

- SBA’s Official Website:** www.sba.gov – General information on SBA programs and services with links to local and outside resources.
- Santa Ana District Office’s Official website:** www.sba.gov/ca/santa
- National SCORE Website:** www.score.org – Information on the SCORE organization and access to online counseling
- National SCORE Hispanic Website:** www.score.org/hispanic.html - Information on the SCORE organization and access to online counseling in Spanish
- Santa Ana District Small Business Resource Guide:** www.smallbusiness3.com – Guide includes a brief summary of SBA programs and local contact numbers for resources

SBA’s programs and services are extended to the public on a nondiscriminatory basis. Reasonable arrangements for person with disabilities will be made, if requested at least two weeks in advance. Contact the U.S. Small Business Administration, Santa Ana District Office at 714-550-7420.