



Middletown

Small Business Development Center



Business Counseling

For residents of Middletown, residents of other towns considering doing business in Middletown and businesses located in Middletown, the Middletown Small Business Development Center provides professional, individual counseling in all functional areas of business management, including pre-venture feasibility, the business plan, marketing, record-keeping, financial planning, production, preparation of financial documentation for loan packaging and general management.

There is no charge for these services.

Exploring Small Business Ownership

On the 2nd Tuesday of each month from 6:00 to 8:00 P.M. the Middletown Small Business Development Center hosts an *Exploring Small Business Ownership* workshop for residents of Middletown and residents of other towns considering doing business in Middletown. Topics covered include forms of ownership, marketing, pricing, forming strategic relationships, required capital & its sources, as well as proper planning to achieve long-term success. All workshops are held at the Middlesex Chamber. Please call the chamber to register. Seating is limited.

The City of Middletown and the
Middlesex County Chamber of Commerce
is proud to announce

Paul M. Hughes

Is available Mondays, Tuesdays & Thursdays
8:30 a.m. to 4:30 p.m.

- Workshops on exploring business ownership
- One-on-one individual business counseling
- Starting a new business
- Expanding existing business
- Developing marketing strategies
- Financial review and loan packaging
- No charge for services



Paul M. Hughes, Business Counselor
860-347-6924 x228
phughes@middlesexchamber.com

For appointments, please call:
860-347-6924

**Middletown Small Business
Development Center**
Middlesex County Chamber of Commerce
393 Main Street
Middletown, CT 06457

Chamber: <http://tinyurl.com/qhjper>
City: <http://tinyurl.com/pzq8sn>

The Middletown Small Business Development Center is a partnership of the City of Middletown and the Middlesex County Chamber of Commerce to increase business opportunities for Middletown residents and businesses located in Middletown.



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Exploring Small Business Ownership

- Considering self-employment and not sure what to do first?
- Do you have an idea of the business that you would like to own and need help determining if you can really make money at it?
- Is everyone telling you that you will never get rich being an employee and that the fastest road to wealth is by owning your own company, but you are not sure you have what it takes to be an entrepreneur?
- Confused between the differences of being the owner of a proprietorship, partnership, corporation or a limited liability company?

If you answered YES to any of these questions, you should attend the Middletown Small Business Development Center's two-hour workshop on the *Exploring Small Business Ownership* held on the 2nd Tuesday of each month from 6:00 to 8:00 p.m. at the Middlesex Chamber.

At this workshop, you will learn

- Whether small business ownership is right for you, including a self-evaluation on your tolerance for the risks of being a small business owner.
- Where you can get information on the line of business that you are considering and how to use this information to develop a successful business.
- The advantages and disadvantages of each form of organization, including the actual forms that you will need to register your business with the local, state and federal governments.
- The basic elements of the business plan and its importance in planning for your success and to obtain funding.

Workshops are limited to twelve to allow dialog between the participants and to make sure you leave with your questions answered or with information on where to find the answers.



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