

**Center for Entrepreneurship - West Houston****Financial Workshop for Small Business Launch & Growth**

**December 13, Thursday, 8:30am – 4:30pm - HCC Alief Hayes**

**January 15, Tuesday, 8:30am – 4:30pm – HCC Southeast**

**January 26, Saturday, 8:30am – 4:30pm – HCC Alief Hayes**

**February 2, Saturday, 8:30am – 4:30pm – HCC Alief Hayes**

**For all proposed startup and existing business owners** who know it is time to plan now to understand the numbers that create success for their business. This workshop prepares you for the “why, how and what’s next” when it comes to understanding your past, knowing where you stand now and what you need to do to analyze and estimate the numbers you and your investors/lenders need to know to back you and propel you to sustainable success. Use this day to change your future!

**Featured Topics:**

- **Understanding Cash Needs:** Understanding how much money you need; Negotiating to save money – a framework; Collecting money and making a profit; and Forecasting for success.
- **Loans – The Good, the Bad, and the Ugly:** Understand how much you should borrow; what loan type is best for you; Loan sharks: How to avoid predatory lenders.
- **Are You Doing a Good Job?:** The basics for measuring your hard work; Importance of understanding your financials; Building a real asset; Connections:
- **Financing Panel** – Relationships for success. Representatives from Houston’s financial entrepreneurial ecosystem including **Liftfund Richard Gianni, Nasr Khan, Wallis State Bank & Peter Ellen, Amegy Bank.**



**Featured Presenters and Content Developers:** **David Regenbaum** was Owner and Operator of Association Management, Inc. (AMI) from 1979-2010. AMI achieved remarkable growth and prestige under his leadership for over 36 years, resulting in AMI becoming the leading community association management firm in Texas, managing over 300 communities consisting of over 100,000 homes and commercial units. David is now Entrepreneur in Residence for the HCC Center for Entrepreneurship–West Houston, Faculty, HCC Goldman Sachs 10,000 Small Businesses and President, HCC Foundation. **Rebecca Schultz** has two decades of lending experience, with a focus on commercial lending and business banking. Schultz owned two businesses for many years, a retail store and a full-service day spa. In 2014, both businesses were sold and Schultz returned to her passion, helping small business owners. As a commercial loan officer for TDECU, Schultz’s goal is to develop valuable relationships that support both the clients she serves and the community that depends on them.



**Regenbaum**



**Schultz**



**Gianni**



**Khan**



**Ellen**

**Fee to External Community:** \$25.00 on line, \$30.00 at the door.  
**FREE to HCC Students, Faculty, Staff and Alumni (code: HCCS)**  
**Veterans: FREE for first 10 Veterans after December 3 (code: VETS)**  
Day Includes morning coffee, pastries, fruit, lunch & afternoon snacks!

**Scan to Register**



Register now at [www.hccbizconnect.org](http://www.hccbizconnect.org)

<http://tiny.cc/FinWKSHP>