

NYS Department of Labor  
**SEAP Individual Services Plan**  
 for  
**Colleen M. Ryan**

<b>US Small Business Administration</b> 409 3 <sup>rd</sup> St. SW Washington, DC 20416 800-827-5722	<b>SCORE Association</b> 1175 Herndon Parkway, Suite 900 Herndon, VA 20170 800-634-0245
---	--

Workshop/Class	Date	Hours
How to Write a Business Plan (USSBA)	1/29/19	1
Legal Requirements for Small Business (USSBA)	2/3/19	.5
Marketing 101 (USSBA)	2/4/19	.75
Strategic Planning (USSBA)	2/8/19	.5
Cybersecurity for Small Business (USSBA)	3/7/19	.5
Understanding Your Customer (USSBA)	2/8/19	.75
Introduction to Accounting (USSBA)	2/9/19	1
Introduction to Pricing (USSBA)	2/11/19	.5
Encore Entrepreneurship for Women (USSBA)	2/25/19	.5
Simple Steps for Starting Your Business (SCORE)	1/28/19	1
How to Connect with Any Potential Customer, Referral Partner, or Influencer (SCORE)	2/16/19	1
Personalization Strategies to Attract and Retain Customers (SCORE)	2/5/19	1
Maximizing After-Tax Profits on Your 2018 Return (SCORE)	2/25/19	1
Save Money and Time by Automating Your Finances (SCORE)	2/12/19	1

The Fundamentals of Selling B2B (SCORE)	2/25/19	1
Management Basics (SCORE Business Learning Center)	3/1-4/19	4
<i>Creating a Strategic Plan</i>	3/1/19	
<i>Running a Profitable Company</i>	3/2/19	
<i>Protect Your Intellectual Property</i>	3/2/19	
<i>Running a Profitable Company</i>	3/2/19	
<i>Growing with Partners and Investors</i>	3/4/19	
<i>Valuing a Company</i>	3/4/19	
Online Marketing for Small Business Owners (SCORE)	3/5-6/19	3
<i>Getting Your Business Online</i>	3/5/19	
<i>Building Your Website</i>	3/5/19	
<i>Building and Growing Your Online Brand</i>	3/5/19	
<i>Building Your Brand with Social Media</i>	3/5/19	
<i>3 Tips to Building a Profitable Digital Brand</i>	3/5/19	
<i>Digital Marketing Demystified</i>	3/6/19	
Creating a Competitive Advantage (SCORE)	3/6/19	1
<b>TOTAL</b>		20