

Utah SBDC Training Session
by Fiscal Year and Regional Center

Fiscal Yr	Title	Blanding	Cedar City	Ephraim	Kaysville	Lead Center	Logan	Moab	Ogden	Orem	Price	Sandy	St George	Vernal	Grand Total
07	Accounting/Financial Tools Workshop		1												1
	Advanced Practicum - Sugery: For Virtual Medical Coders	6													6
	Advanced Topics in Medical Coding	2													2
	Advanced Topics in Medical Coding: E/M Levels of Service and Critical Care on CodeRyte Interface	2													2
	Anatomy and Physiology for Medical Coding Business Development Initiative	30													30
	Annual Business Symposium													1	1
	Annual Rural Coding Roundup	6													6
	Banking relationship and loan procedures									1					1
	Be Your Own Boss - High School Entrepreneurship camp									1					1
	Better Business Techniques Entrepreneurial Training Course		11												11
	BizSmart		3									1	7		11
	Business @ Breakfast											3			3
	Business 101		2												2
	Business and Government Coalition											1			1
	Business Government Coalition											2			2
	Business Government Workshop - CEBC0026-004 Expanding Your Mariets Internationally											1			1
	Business Plan for Success						5								5
	Business Plan Training		1												1
	Business Plan Workshop - Best Business Plan Competition		1												1
	Business Success						1								1
	Business Success/Advertising & Pricing						1								1
	Business Success/contracts, marketing goals						1								1
	Business Success/Human Resources						1								1
	Business Success/Market Research						1								1
	Business Success/mission statement						1								1
	Business Success-financial statements						1								1
	Business Success-financing						1								1
	CEO Club												9		9
	Choosing a Business Entity Workshop											6			6
	Contracts & Agreements that every business should have - Wasatch County									1					1
	Creating and expanding an Internet Business									1					1
	Customer Service			1											1
	Dian Thomas "How to get a Million Dollars' Worth of Free Publicity"												1		1
	Diversified Agriculture Conference								1						1
	eBay Training (Part I)											1			1
	E-Commerce, Search Engine Optimization & Internet Marketing								1						1
	Economic Summit												1		1
	Employment Tax												1		1
	Entrepreneurial Prospects									6		4			10
	Exit Strategies											3			3
	Facts of the SBDC								1						1
	Fast Trac New Venture (Spanish)											1			1
	Fast Trac Planning											1			1
	FastTrac - New Venture			10					20	10		12			52
	FastTrac First Step											11			11
	FastTrac First Step - Spanish											13			13
	FastTrac Growth Venture			10							1	10			21
	FastTrac Growth Venture											1			1
	FastTrac New Venture (Spanish)											3			3
	FastTrac New Venture (Spanish)											4			4
	FastTrac-New Venture			9								38			47
	Financial Tools Essential for Small Businesses - CEBC0007-002											5			5
	Financial Tools Essential To Keep You In Business - CEBC0007-009											4			4
	Financial Tools Essentials											1			1
	Financing Alternatives		1												1
	Government Coalition CEBC0026-010											1			1
	Helping your Business Succeed		1												1

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07	High School Pre Business Workshop		1												1
	Hispanic MarketSmart								1						1
	Hispanic StartSmart								7						7
	Immigration Issues - CEBC0011-004											1			1
	Incumbent Worker Training			3											3
	Internet Marketing									1		4			5
	Internet Marketing - Intermediate Level									1					1
	Jordan Credit Union (Spanish)											1			1
	Jordan Credit Union Spanish Business Plan Basics											1			1
	Law School - School for Business People											1			1
	LDS Employment Services Meeting								3						3
	Leadership Summit			2											2
	LLC Partnership Tax Workshop											1			1
	Market Smart								7						7
	Marketing 101										1				1
	Marketing 201										1				1
	Marketing Essentials											1			1
	Marketing Strategies to grow your business									1					1
	Marketing to Improve your Business										4				4
	Medical Coding Lab	22													22
	Medical Coding Theory	22													22
	Medical Coding Theory and Lab: PMCC II For Rural Business Development Initiative	12													12
	Medical Terminology for Medical Coding Business Development Initiative	30													30
	Money Smart								6						6
	Plan Smart								7						7
	Planning your Exit Strategy & Fmaily Asset Protection - Wasatch County									1					1
	QuickBooks - Beginning Level			27						1					28
	QuickBooks Advanced											6			6
	QuickBooks Beginning											6			6
	QuickBooks Intermediate		1							2		24			27
	QuickBooks Level II											2			2
	QuickBooks Pro Advanced											2			2
	Roosevelt Business Conference													1	1
	Sales & Use Tax Workshop												1		1
	San Juan Business Expo	1													1
	Sanpete Business Symposium - Financial Incentives & Resources through the GOED			2											2
	Sanpete Business Symposium - Internet Marketing: Grow Beyond Sanpete			2											2
	Sanpete Business Symposium - Meet the Money People: Financing Your Business			2											2
	S-Corp Business Tax Workshop											1			1
	Self-Employment Workshop (LDS GROUP) Session II											14			14
	Self-Employment Workshop (LDS)									1		9			10
	Selling to the Government		1												1
	Small Business Conference									1					1
	Small Business Development Center overview									1					1
	Small Business Employment Tax Workshop											11			11
	Small Business Tax Problems									1					1
	Small Business Workshop		1												1
	Sole Proprietor Tax Workshop											2			2
	Starting a Business							10							10
	StartSMART		3					12	24	17		25	8		89
	Strategic Business Planning									7		4			11
	Tax Implications for LLC/Partnership											1			1
	Tax Implications for S-Corporations											1			1
	The Power of Turning Knowledge Into Products											1			1
	Understanding Financial Statements									1					1
	Utah Homeland Security - Data Storage/Protection & Recovery											1			1
	UVSC Small Business Group									1					1

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07	Who moved my cheese										1				1
	Women Entrepreneur Mentoring Group - StartUp Princess									1					1
	Women Entrepreneurs Workshop								1						1
	Women's Business Conference - Ogden													1	1
	X-ray Dash Board Training											1		1	2
07 Total		133	28	68			13	22	75	56	14	248	28	4	689
08	7 Habits for Business Managers											3			3
	7 Habits for Small Business Managers			10								3		2	15
	7 Habits Small Business Managers Workshop											1			1
	Accessing Working Capital										4				4
	Advanced Practicum: Evaluation and Managment Coding	15													15
	Advanced Practicum: Surgery for Virtual Medical Coders	9													9
	Advertising 101 for Small Business									1					1
	Annual Business Symposium													1	1
	Beginning Search Engine Optimization									1					1
	Best Business Idea Competition Training		2												2
	Better Business Techniques Entrepreneurial Training Course		11												11
	Bidding										1				1
	BizSmart		1										3		4
	Branding For Small Business								1						1
	Business Basics										11				11
	Business Expo	1													1
	Business Plan for Success						16								16
	Business Plan Training		3												3
	Business Planning - Diversified Ag Conf								1						1
	Center EX Introduction Training					1									1
	CEO Club												2		2
	Choosing a Business Entity Workshop											6			6
	Considerations in Buying and Selling a Business											1			1
	Contract Landmines											1			1
	CreditSmart								1						1
	Customer Service			1							2				3
	Developing Your Child Care Business					12									12
	Economic Summit									1			1		2
	Employment Tax												2		2
	Executive Lecture Series - Principles of Small Business Management									1					1
	Fall 2008 Medical Coding Training/Review	3													3
	Fast Trac Tech Venture									11		12			23
	Fast Track New Venture									11					11
	FastTrac - New Venture				9					10		11	1		31
	FastTrac First Step											12			12
	FastTrac First Step - Spanish											68			68
	FastTrac Growth Venture				33										33
	FastTrac-New Venture			10	20							33			63
	Financial Essentials											9			9
	Garfield County Business Resource Conference - Regional Resources Breakout		1												1
	Helping your Business Succeed		1												1
	Hispanic StartSmart								2						2
	Home Runs in IT Conference									1					1
	How To Grow Your Organization									1					1
	How to obtain a Bank Loan and Establish a Banking Relationship									1					1
	Identity Theft/Risk Management									1					1
	Inicio Inteligente								5						5
	Internet Marketing						2			3		16			21
	Internet Marketing - Intermediate Level									3					3
	Internet Marketing (Advanced)									1					1
	Introduction to Business Careers - 01		1												1

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08	Introduction to Business Careers - 02		1												1
	Introduction to LLC											1			1
	Law School - School for Business People											1			1
	Leadership Summit			1											1
	Legal Tax Deductions								1						1
	LLC Partnership Tax Workshop											2			2
	Make A Wish, Make It Happen Conference for Women Entrepreneurs.									1					1
	Market Research											16			16
	Market Smart								7						7
	Marketing	1													1
	Marketing 101									1					1
	Marketing 201										4				4
	Marketing Plan Development											15			15
	Marketing SEO Seminar												1		1
	Med Coding Advanced Practicum/Training to Work Transition	13													13
	Medical Coding Simulation	15													15
	Medical Coding: Charting the Course - Inspiring the Vision of Hope, Possibility and Opportunity	6													6
	Messaging for Small Business: Small Group Workshop									2					2
	Money Smart								7						7
	Money Talks	1													1
	Nx Level Business Basics										8				8
	Plan Smart								10						10
	Pleasant Grove Business Alliance									1					1
	Protecting Your Bright Idea											1			1
	Protecting Your Personal Assets											1			1
	QuickBooks - Beginning Level									4					4
	QuickBooks Advanced											6			6
	QuickBooks Beginning											5			5
	QuickBooks Intermediate				5					2		17			24
	QuickBooks Pro Beginning											2			2
	Review for National Coding Certification Exam	1													1
	Roosevelt Women's Business Conference													1	1
	Sales & Use Tax Workshop												2		2
	Sanpete Business Symposium - Better Your Bottom Line - 2/14/08			2											2
	Sanpete Business Symposium - Easy Resources for Small Businesses - 2/14/08			2											2
	Sanpete Business Symposium - Secrets of Getting Financed - 2/14/08			2											2
	SB Self Employment											1			1
	S-Corp Business Tax Workshop											1			1
	Search Engine Optimization									7					7
	SEED Dixie Ignitor												1		1
	Self-Employment Workshop (LDS GROUP) Session II											5			5
	Self-Employment Workshop (LDS)											22			22
	Selling to the Government		2												2
	Small Business Employment Tax Workshop											12			12
	Small Group Marketing Workshop									2					2
	Sole Proprietor Tax Workshop											2			2
	StartSMART		4				4		28	16		27	26		105
	Startup Princess									6					6
	Strategic Business Planning											3			3
	Strategic Marketing											9			9
	Strategic Planning											3			3
	Tax Implications for S-Corporations											1			1
	Teamwork in Crisis			1											1
	The Art of Business	1						1							2
	The Importance of Internal Controls to Prevent Fraud and Employee Theft									1					1
	The Psychology of Money	1													1
	The Ten Most Common Employment Law Mistakes Small BUiness Owners Make CEBC0027-003											1			1

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08	Virtual Medical Coding Theory and Lab: PMCC II	18													18
	Women's Conference					2									2
	X-ray Dash Board Training												1	2	3
08 Total		85	27	67	29	15	22	1	61	92	30	330	40	6	805
09	7 Habits for Small Business Managers	4	1	11			3		4	3	2		1		29
	Advanced Practicum: Radiation Oncology	2													2
	Alleviate Friction in the Sales Process									1					1
	Annual Business Symposium													1	1
	Annual Rural Coding Roundup	7													7
	Aviocode Review for Testing/Placement	1													1
	Bankruptcy Seminar										1				1
	Beginning Search Engine Optimization									1					1
	Best Business Idea Competition Training		2												2
	BizDev											2			2
	BizSmart												3		3
	Brian Head Chamber - Strategic Planning 1		1												1
	Brian Head Chamber - Strategic Planning 2		1												1
	Building a Business Plan That Can Raise Capital												1		1
	Business Careers - Entrepreneurship			3											3
	Business Expo/Bennett Conference	6													6
	Business Expo/Bennett Rural Business Conference	6													6
	Business Planning - Diversified Agriculture Conference3								1						1
	Business Plans Made Easy						17								17
	Business Strategies for Turbulent Times		2												2
	Business Tax Deductions									1					1
	CEO Club												1		1
	Choosing a Business Entity Workshop											6			6
	Creating an Informational Website									1					1
	Credit Repair									1					1
	Customer Service										3				3
	Developing Your Child Care Business					41									41
	Employment Tax												1		1
	Fall 2009 Medical Coding Training/Review	8													8
	Fast Trac - Better Business Techniques Course		22												22
	FastTrac First Step - Spanish											22			22
	FastTrac Growth Venture			25											25
	FastTrac-New Venture			11							26	33			70
	Financial Analysis- Balance Sheets									1					1
	Financial Analysis- Statement of Cash Flows									1					1
	Financial Essentials											9			9
	Financial Essentials											4			4
	Financial Management- Part 1									1					1
	Financial Management- Part 2									1					1
	Financial Management- Part 3									1					1
	Financial Statement Analysis- Income Statements									1					1
	Financial Training					1									1
	Financing Your Business Conference											1			1
	Financing your small business						1								1
	Google Ad Words									1					1
	Harnessing the Power of the Internet to Grow Your Business								1						1
	Hospital and Inpatient Coding	2													2
	How to Design an Effective Ad								1						1
	How to Develop a Marketing Plan		1												1
	How to get a bank loan									1					1
	IDA Personal Finance	5													5
	Individual Development Account Financial Training/Savings Prog.	4													4
	Inicio Inteligente								7						7

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09	Ins and Outs of Medical Insurance for Small Business									2					2
	Intermediate SEO									1					1
	Internet Marketing									2		8			10
	Internet Marketing											4			4
	Internet Marketing - Intermediate Level									3					3
	Internet Marketing (Advanced)									2					2
	Intro to Business Careers - Entrepreneurship		2												2
	Introduction to Hospital Coding	1													1
	Introduction to Internet Marketing											4			4
	Introduction to LLC											1			1
	Introduction to SEO									1					1
	Keys to Selling Success										2				2
	Landing Pages									1					1
	LLC Partnership Tax Workshop											1			1
	Managerial Effectiveness								1						1
	Market Research											4			4
	Market Smart								6						6
	Marketing - P's of a Successful Business		2												2
	Money Smart								6						6
	Partnership Workshop											1			1
	Positioning and Performance Management									1					1
	Power Up - Preparation for the New Economy												1		1
	Projects											1			1
	QuickBooks		2												2
	QuickBooks - Beginning Level		1	10						2		1			14
	QuickBooks Advanced											11			11
	QuickBooks Beginning											12			12
	QuickBooks Intermediate		1	10						2		12			25
	Sales & Use Tax Workshop												1		1
	Sales and Discovery									1					1
	Sanpete Business Symposium			1											1
	SBA Lending Seminar		1												1
	S-Corporation Workshop											1			1
	Search Engine Optimization					7							1		8
	Self-Employment Workshop											1			1
	Self-Employment Workshop (LDS)						2					18			20
	Six Steps to Successful Sales Calls									1					1
	Small Business Employment Tax Workshop											13			13
	Small Business Outreach Conference		1												1
	Small Business Workshop Seminar									1					1
	Sole Proprietor Tax Workshop											1			1
	Starting Small, Thinking Big: Home-Based Business		1												1
	StartSMART		1				6		29	6		17	16		75
	Strategic Business Planning											3		7	10
	Strategic Marketing											4			4
	Tax Implications for S-Corporations											2			2
	TechSmart									1					1
	Web Marketing 101										1				1
09 Total		46	45	68		49	29		57	43	34	197	26	8	602
Grand Total		264	100	203	29	64	64	23	193	191	78	775	94	18	2,096