

Goldman Sachs *10,000 Small Businesses* is an initiative to unlock the economic growth and job-creation potential of 10,000 small businesses across the United States through greater access to business education, financial capital, and business support services. The business and management education program is delivered at Long Beach City College and Los Angeles City College, and helps businesses in Southern California grow and create jobs.

VALUE TO BUSINESS OWNERS

The business owner benefits from getting a scholarship covering tuition and program materials through the support of the Goldman Sachs Foundation. In addition:

- A practical 11-session business entrepreneurship training program that examines business fundamentals through the lens of actual business experiences
- Comprehensive one-on-one business advisory services to help you develop and implement a business growth plan
- Development of a personalized growth plan tailored to your business
- Access to technical assistance and coaching
- Graduates upon completion are part of a local and national network

The educational part of the Goldman Sachs *10,000 Small Businesses* program is delivered through a carefully planned and integrated series of modules, workshops, and clinics. **Scholars accepted into the program must attend all class sessions and clinics on the following dates:**

Date	Time	Class or Clinic
Friday, January 27, 2017	8:00am to 5:30pm	Orientation with Welcome Luncheon
Saturday, January 28, 2017	8:00am to 5:30pm	You and Your Business (Mod 1)
Friday, February 10, 2017	8:00am to 5:30pm	Growth and Opportunities (Mod 2)
Saturday, February 25, 2017	8:00am to 4:30pm	Financial Statement Workshop I & II
Friday, March 3, 2017	8:00am to 5:30pm	Money and Metrics (Mod 3)
Wednesday, March 8, 2017	4:00pm to 7:00pm	You are the Lender Clinic
Friday, March 17, 2017	8:00am to 5:30pm	You are the Leader (Mod 4)
Friday, March 31, 2017	8:00am to 5:30pm	It's the People (Mod 5)
Wednesday, April 5, 2017	4:00pm to 7:00pm	Negotiations Clinic
Friday, April 14, 2017	8:00am to 5:30pm	Marketing and Selling (Mod 6)
Wednesday, April 19, 2017	4:00pm to 7:30pm	Legal Clinic
Friday, April 28, 2017	8:00am to 5:30pm	Operations and Processes (Mod 7)
Friday, May 12, 2017	8:00am to 5:30pm	Being Bankable (Mod 8)
Thursday, June 1, 2017	8:00am to 5:30pm	Action Growth, Part 1 (Mod 9A)
Friday, June 2, 2017	8:00am to 5:30pm	Action Growth, Part 2 (Mod 9B)

Participants must also complete six to eight hours of out-of-class activities each week. These assignments are an integral part of the program, and are designed to help you improve your business while enabling you to fully develop your business growth plans.