

NJSBDC at RVCC Course Schedule

For information or to register: Phone: 908-526-1200, Extension 8516

E-mail: sbdc@raritanval.edu Website: www.sbdcrvcc.com

SMALL BUSINESS DEVELOPMENT CENTER

The Small Business Development Center (SBDC) at Raritan Valley Community College (RVCC) offers aspiring and established entrepreneurs the assistance they need to plan and develop successful and profitable ventures. Services include: Free Counseling – free, confidential, one-on-one counseling for start-ups and established small business owners. Our experienced counselors can address your small business questions and concerns on a variety of topics, including starting a small business, strategic business planning, marketing, recordkeeping, financial needs, online and web-based technology and more.

Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance by contacting Bill Harnden, Regional Director of SBDC at Raritan Valley Community College, P.O. Box 3300, Somerville, NJ, 08876. Phone: 908-526-1200 ext. 8516. E-mail: sbdc@raritanval.edu. Learn more about the SBDC by visiting our website at www.sbdcrvcc.com.

“The most important investment you can make is in yourself”

Warren Buffet

ACCOUNTING AND QUICKBOOKS CERTIFICATE

Learn the basics of Accounting Fundamentals and QuickBooks - Desktop or Online applications. For the Desktop Certificate: take the Accounting Fundamentals class and parts two and three QuickBooks desktop classes (21 hours). For the Online Certificate: take the Accounting Fundamentals class and Parts two and three QuickBooks Online class (15 hours) in sequence to earn a certificate. Or, take each individually to acquire course-specific skills.

Part I: Accounting Fundamentals

SB211 – 6 hours

Learn fundamental accounting procedures that complement QuickBooks for Small Businesses. Master concepts needed for bookkeeping and learn accounting terminology used to operate financial software.

Instructor: Carla Fallone, MBA, Fallone Business Resources

Course fee: \$129

CRN 50074 Mon/Wed, Sep 23 & 25, 6-9pm

CRN 50075 Mon/Wed, Oct 28 & 30, 6-9pm

Part II: QuickBooks Set Up for Small Businesses – Desktop Option

SB204 – 6 hours

Learn how QuickBooks can simplify the accounting process for a small business. Set up a business, record transactions, understand the reports generated from QuickBooks and the components of financial statements.

Prerequisite: Accounting Fundamentals.

Instructor: Carla Fallone, MBA, Fallone Business Resources

Course fee: \$129

CRN 50076 Mon/Wed, Sep 30 & Oct 2, 6-9pm

CRN 50077 Mon/Wed, Nov 4 & 6, 6-9pm



The New Jersey Small Business Development Centers (SBDC) network is partially funded by the U.S. Small Business Administration, the New Jersey Commerce and Economic Growth Commission, Rutgers Business School: Graduate Programs – Newark and New Brunswick and Raritan Valley Community College. SBA's funding is not an endorsement of any products, opinions, or services. All SBA funded programs are extended to the public on a nondiscriminatory basis. Reasonable accommodations for persons with disabilities will be made, if requested at least two weeks in advance by contacting the SBDC at Raritan Valley Community College, P. O. Box 3300, Somerville, NJ, 08876. Phone No: 908-526-1200 Ext. 8516.

Part III: QuickBooks Accounts Receivable and Accounts Payable – Desktop Option

SB205 – 9 hours

In a simulated real business environment learn how to manage both the Customers/Sales and Vendors/Expenses capabilities in QuickBooks. Perform and practice Accounts Receivable and Accounts Payable transactions and reporting.

Prerequisite: QuickBooks for Small Businesses and Accounting Fundamentals.

Instructor: Michele Walten, Walten Small Business Solutions, LLC

Course fee: \$169

CRN 50078 Tue/Thu/Tue, Oct 8, 10 & 15, 6-9pm

CRN 50079 Tue/Thu/Tue, Nov 12, 14 & 19, 6-9pm

Part II and III: QuickBooks Set up and A/R and A/P - Online Option

SB281 – 9 hours

In a simulated real business environment learn how to manage both the Customers/Sales and Vendors/Expenses capabilities in QuickBooks. Perform and practice Accounts Receivable and Accounts Payable transactions and reporting.

Prerequisite: Accounting Fundamentals

Instructor: Carla Fallone, MBA, Fallone Business Resources

Course fee: \$169

CRN 50080 Mon/Tue/Wed, Oct 7, 8 & 9, 6-9pm

QuickBooks Model Office - Desktop Option Only

SB278 – 6 hours

Attendees will create a model office company, post a large number of accounts payable and accounts receivable transactions and reconcile their entries to the company's profit and loss report.

Prerequisite: Must have received the Accounting and QuickBooks Certificate. Seating is limited. To register, send an email to sbdc@raritanval.edu and provide us with your name, address, telephone number and desired class or call the SBDC at 908-526-1200 x8516.

Instructor: Michele Walten, Walten Small Business Solutions, LLC

Registration is required.

Course fee: Free

Tue/Thu, Oct 22 & 24, 6-9pm

Tue/Thu, Nov 26 & 28, 6-9pm

DIGITAL BLUEPRINT CERTIFICATE PROGRAM (DPCP)

The Digital Blueprint Certificate gives entrepreneurs and small business owners the opportunity to gain skills in digital technologies, including social media and website development and optimization techniques. By creating a "Digital Blueprint," you walk away with a strategic plan to attract and retain customers and/or clients, drive online traffic, increase revenues, and manage your brand. Take one class or all classes to increase your awareness of this new marketing age. A certificate of completion will be awarded to students who successfully complete the eight-session (24 hour) program.

Planning Your New Website

SB421 – 3 hours

Learn the biggest mistakes to avoid when building a website and discover what the search engines want. Find out how to register your domain name, choose web hosting, accept payments online, and evaluate whether to do it yourself or hire a professional.

Instructor: Roland Reinhart, Reinhart Marketing

Course fee: \$59

CRN 50066 Wed, Sep 25, 6-9pm

Virtual seats are also available for this class. Please refer to the SBDC Webinars section

Introduction to Search Engine Optimization (SEO)

SB404 – 3 hours

Understand how to improve website visibility in the major search engines. Participants learn SEO best practices to follow and have the opportunity to have websites critiqued during the session.

Instructor: Roland Reinhart, Reinhart Marketing

Course fee: \$59

CRN 50067 Wed, Oct 2, 6-9pm

Virtual seats are also available for this class. Please refer to the SBDC Webinars section

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Introduction to WordPress

SB463 - 3 hours

Over 33% of websites use WordPress, one of the most popular website Content Management Systems available. You'll learn how to set up your own website using self-hosted WordPress. We'll explain: web hosting, installation, theme selection, plugins to provide functionality, and we'll make sure you know how to keep all your hard work backed up and secure.

Instructor: Roland Reinhart, Reinhart Marketing

Course fee: \$59

CRN 50068 Wed, Oct 9, 6-9pm

Virtual seats are also available for this class. Please refer to the SBDC Webinars section

Introduction to Content Marketing and Email

SB472 - 3 hours

Content is KING! It helps you get the right message to the right person at the right time. Good content will help customers find you and improve your Search Engine Optimization (SEO). Email marketing will help you keep your current customers coming back and help you convert your prospective customers into buyers. Used together, Content Marketing and email create a strong combination of marketing tools that will help you grow your business.

Instructor: Susan Wilcox, eDynamic Marketing

Course fee: \$59

CRN 50069 Thu, Oct 10, 6-9pm

Virtual seats are also available for this class. Please refer to the SBDC Webinars section

(NEW) Introduction to Search Engine Advertising

SB473 - 3 hours

Learn the basics running text ads on search engine result pages to help your business be found by consumers. Intended for beginners, this class will explain how to start using Google Ads (formerly Google Adwords). We will also explain how to identify keyword phrases that consumers may use to find your business, write text ads, prepare website landing pages, and set up your first paid search engine advertising campaign.

Instructor: Roland Reinhart, Reinhart Marketing

Course fee: \$59

CRN 50071 Wed, Oct 30, 6-9pm

Introduction to Google Analytics

SB418 - 3 hours

Does your website and marketing work? Learn how to use the powerful free reporting tool, Google Analytics, to measure the effectiveness of your marketing efforts.

Instructor: Roland Reinhart, Reinhart Marketing

Course fee: \$59

CRN 50070 Wed, Nov 6, 6-9pm

Virtual seats are also available for this class. Please refer to the SBDC Webinars section

Creating Video for the Web

SB406 - 3 hours

From planning to production to distribution, learn the basic skills and tools you'll need to create professional video content to promote your brand and publish it online.

Instructor: Roland Reinhart, Reinhart Marketing

Course fee: \$59

CRN 50072 Wed, Nov 13, 6-9pm

Social Media to Promote Your Business

SB405 - 3 hours

Connect with consumers through Social Media to increase your brand awareness and sales. Learn the essential steps and tactics necessary for the small business owner using LinkedIn, Facebook and Twitter.

Instructor: Susan Wilcox, e-Dynamic Marketing

Course fee: \$59

CRN 50073 Thu, Nov 14, 6-9pm

Virtual seats are also available for this class. Please refer to the SBDC Webinars section

BUSINESS DEVELOPMENT COURSES

Results-Oriented Operations Management

SB743 - 6 hours

Keeping the "oars in the water" is a major concern of all small business owners regardless of type of business. Learn how to better understand your business mission and what it takes to execute it. Growth strategies, task assignments and evaluations, critical scheduling, process design, staffing and employee growth will be discussed in this class.

Instructor: Karen Katcher, MBA, Katcher Associates

Course fee: \$119

CRN 50111 Tue, Sep 24 & Oct 1, 6-9pm

CRN 50112 Tue, Oct 22 & 29, 6-9pm

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How to Network for Success

SB715 - 3 hours

Explore why, where, and how to network offline and online. Learn to write and deliver an attention-getting “elevator speech” that really works. Start networking immediately: bring your business cards and brochures to class.

Instructor: Vicki Lynne Morgan, Russmor Mentoring Group

Course fee: \$59

CRN 50102 Tue, Sep 24, 6-9pm

Virtual seats are also available for this class. Please refer to the SBDC Webinars section

How to Develop an Effective Holistic Business

SB467- 3 hours

Launching any small business is difficult but a holistic business faces additional unique challenges. Learn how to educate and attract clients for your unique services and build a practice that sustains. Develop an effective strategic plan, market on a small budget, and learn time management techniques. This class addresses issues for the pre-venture or in-business practitioner.

Instructor: Camille Miller, MBA, The Natural Life Business Partnership

Course fee: \$59

CRN 50103 Tue, Oct 1, 6-9pm

Virtual seats are also available for this class. Please refer to the SBDC Webinars section

Integrated Marketing – Part I

SB740 - 6 hours

We are in a new era that requires small business owners to develop an integrative multichannel marketing foundation. Learn why you need to use multichannel marketing systems and how to keep your brand message and target audience consistent whether you are networking, developing a word-of-mouth campaign, or using the latest social media platforms. This class is Part I of a two-part series.

Part II of this series is Social Media to Promote Your Business which is listed in the Digital Blueprint section.

Instructor: Vicki Lynne Morgan, Russmor Mentoring Group

Course fee: \$119

CRN 50104 Tue, Oct 1 & 8, 6-9pm

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Business Plan – Your Game Design to Small Business Success

SB707- 9 hours

A business plan is a 'game plan' of your business's future that tells what you want to accomplish and how to set things up. A business plan is not just for startups. Every business owner needs to develop or revisit a plan on an annual basis. If you don't have one, this class is for you. This class will help you create a sound business plan that will help you grow and manage your business more effectively. Chart your course and improve your chances for business success.

Instructor: Vicki Lynne Morgan, Russmor Mentoring Group

Course fee: \$159

CRN 50105 Mon, Oct 7, 14 & 21, 6-9pm

(NEW) Q-Storming

SB744 - 3 hours

In this fast-paced world, we don't have all the answers we need for decision making, problem solving, strategic planning, and innovation. This program offers participants an exciting, collaborative opportunity for creative and strategic thinking that goes beyond brainstorming. It's about asking great questions that motivate the participants toward new pathways for launching and sustaining success and profitability.

Instructor: Vicki Lynne Morgan, Russmor Mentoring Group

Course fee: \$59

CRN 50134 Tue, Oct 29, 6-9pm

Business Valuation

SB469 - 3 hours

Are you selling or refinancing your business? Or just want to know what your business is worth? Valuating a business can be a complicated process. Learn about the myths and methods of the business valuation process and how to objectively identify the market value of your investment.

Instructor: Vicki Lynne Morgan, Russmor Mentoring Group

Course fee: \$59

CRN 50106 Wed, Nov 20, 6-9pm

Selling Skills Made Easy

SB732 - 6 hours

No one is a 'born' salesperson, yet we all live by selling something. Overcome anxiety and fear of selling to achieve your sales goals. Program includes: customer wants and relationship strategies, the 'anatomy of a sale,' how to avoid 11 selling mistakes, what it takes to get to 'earn' the sale and how to get to 'yes' faster.

Instructor: Vicki Lynne Morgan, Russmor Mentoring Group

Course fee: \$119

CRN 50107 Mon, Nov 4 & 11, 6-9pm

Building Your Marketing Plan

SB703 - 6 hours

Learn about market research, strategic marketing decisions, advertising and sales, public relations, promotions, and networking. Find out about all phases of a marketing plan, how to define markets and how to implement creative, low-cost guerrilla marketing.

Instructor: Vicki Lynne Morgan, Russmor Mentoring Group

Course fee: \$119

CRN 50108 Tue, Nov 12 & 19, 6-9pm

(NEW) How to Attract and Keep Good Employees

SB745 - 3 hours

Employees are the #1 asset of a business. Attracting and keeping good employees impact the ultimate success of your business. Managing a staff of Boomers, GenXers, Millennials, and Zgens can be overwhelming. You'll learn how to design policies and procedures that address the needs of the generational differences to build a culture that produces customer loyalty and long-term profitability.

Instructor: Vicki Lynne Morgan, Russmor Mentoring Group

Course fee: \$59

CRN 50135 Tue, Dec 3, 6-9pm

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SBDC WEBINARS

The Small Business Development Center (SBDC) offers the convenience of virtual seating for several of our classes. Participants who register for an SBDC Webinar are provided with a secure sign-in, allowing them to join the class remotely, from a desktop, laptop or mobile device. SBDC Webinar attendees can observe and listen as the instructor teaches the class, view and download presentation materials and interact during discussion or Q&A periods. These virtual seats are available in the classes listed below. **Please refer to the applicable in-person class listing for a complete description of the class.**

Please note: Virtual attendees must have a webcam and microphone set -up in order to participate interactively during the SBDC Webinar classes. Detailed participation instructions, including technical requirements, will be provided to attendees prior to each Webinar session.

<p>Create Your Local Business Listing on Google & Bing SB450- 3 hours Instructor: Roland Reinhart, Reinhart Marketing Registration is required. Course fee: FREE CRN 50118 Wed, Sep 18, 6-9pm CRN 50119 Wed, Oct 23, 6-9pm</p> <p>Mastering the Mental Side of Building a Business SB427- 3 hours Instructor: Karen Auld, Certified Success Coach Registration is required. Course fee: FREE CRN 50120 Thu, Sep 19, 6-9pm</p> <p>How to Network for Success SB715 - 3 hours Instructor: Vicki Lynne Morgan, Russmor Mentoring Group Course fee: \$59 CRN 50121 Tue, Sep 24, 6-9pm</p>	<p>Planning Your New Website SB421 - 3 hours Instructor: Roland Reinhart, Reinhart Marketing Course fee: \$59 CRN 50122 Wed, Sep 25, 6-9pm</p> <p>How to Develop an Effective Holistic Business SB467- 3 hours Instructor: Camille Miller, MBA, The Natural Life Business partnership Course fee: \$59 CRN 50123 Tue, Oct 1, 6-9pm</p> <p>Introduction to Search Engine Optimization (SEO) SB404 - 3 hours Instructor: Roland Reinhart, Reinhart Marketing Course fee: \$59 CRN 50124 Wed, Oct 2, 6-9pm</p> <p>Doing Business with the Federal Government SB279 - 3 hours Instructor: Small Business Administration (SBA) Registration is required. Course fee: FREE CRN 50125 Thu, Oct 3, 10am-1pm</p>
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<p>Introduction to WordPress SB463 - 3 hours Instructor: Roland Reinhart, Reinhart Marketing Course fee: \$59 CRN 50126 Wed, Oct 9, 6-9pm</p> <p>Federal Small Business Certifications SB280 - 3 hours Instructor: Small Business Administration (SBA) Registration is required. Course fee: FREE CRN 50128 Thu, Oct 17, 10am-1pm</p> <p>NJ Division of Revenue & Taxation Small Business Tax Workshop SB209 - 4 hours Instructor: NJ Division of Taxation Registration is required. Course fee: FREE CRN 50129 Fri, Oct 18, 10am-2pm</p> <p>Online Businesses and NJ Sales Tax SB282 - 2 hours Instructor: NJ Division of Taxation Registration is required. Course fee: FREE CRN 50130 Fri, Oct 25, 10am-12pm</p>	<p>Online Businesses and NJ Sales Tax SB282 - 2 hours Instructor: NJ Division of Taxation Registration is required. Course fee: FREE CRN 50130 Fri, Oct 25, 10am-12pm</p> <p>Introduction to Google Analytics SB418 - 3 hours Instructor: Roland Reinhart, Reinhart Marketing Course fee: \$59 CRN 50131 Wed, Nov 6, 6-9pm</p> <p>Introduction to Content Marketing and Email SB472 - 3 hours Instructor: Susan Wilcox, eDynamic Marketing Course fee: \$59 CRN 50127 Thu, Oct 10, 6-9pm</p> <p>Social Media to Promote Your Business SB405 - 3 hours Instructor: Susan Wilcox, e-Dynamic Marketing Course fee: \$59 CRN 50132 Thu, Nov 14, 6-9pm</p>
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SMALL BUSINESS START-UP COURSES

So, you want to be an entrepreneur? Maybe it's an idea for a service you'd like to provide, a skill or competence you could offer to customers, a hobby you want to turn into a business, the desire to work for yourself ... the motivations are many. If you are someone who's been "noodling around" with the notion of starting your own small business, these courses are designed to guide you as you begin your entrepreneurial journey. Take them in sequence, or as needed. Each provides key information about starting your own small business.

Entrepreneur Assessment

SB043 – 3 hours

Are you considering becoming a business owner? Do you have the characteristics and fundamental skills to run a business? And, what are the types of qualities that may offer a better chance for business success? Find out if entrepreneurship is right for you. During the session, complete a self-assessment questionnaire to determine if you have the personal characteristics, the financial fitness and the business readiness skills to own a business. We'll score, interpret and discuss results to provide a better understanding of your entrepreneurial profile.

Instructor: Karen Katcher, MBA, Katcher Associates

Course fee: FREE

CRN 50085 Mon, Sep 16, 6-9pm

CRN 50086 Mon, Oct 21, 6-9pm

CRN 50087 Mon, Nov 11, 6-9pm

Building Blocks to Starting a Business

SB737 – 3 hours

Questions! So many questions. This course is designed to help you ask the right questions, and find the right answers to starting your own business. We identify the basic planning you'll need to tackle as you start to shape your business idea into reality and help you understand how to prioritize the steps you'll be taking including naming your business, determining the type of legal entity you'll select, developing a business plan, marketing, insurance, financial considerations and more. This course also provides information about valuable resources available to budding entrepreneurs.

Instructor: Ed Dolan

Registration is required.

Course fee: FREE

CRN 50088 Tue, Sep 17, 6-9pm

CRN 50089 Tue, Oct 22, 6-9pm

CRN 50090 Tue, Nov 12, 6-9pm

Business by the Numbers

SB738 – 2 hours

This course offers foundational information about important financial practices and planning, including key accounting and tax considerations, for the new business owner. Don't be caught by surprise. This practical overview provides an understanding of how to strategically manage the financial aspect of your operation from the start, as you plan for your new business.

Instructor: Karen Katcher, MBA, Katcher Associates

Registration is required.

Course fee: FREE

CRN 50091 Wed, Sep 18, 6-8pm

CRN 50092 Wed, Oct 23, 6-8pm

CRN 50093 Wed, Nov 13, 6-8pm

SBDC FREE COURSES

How to Purchase a Business or Franchise

SB435 – 3 hours

Learn how to identify and then research a credible franchise or existing business.

Instructor: Charles Mizejewski, Sun Belt Business Brokers/FranNet NJ

Registration is required.

Course fee: FREE

CRN 50176, Tue, Sep 10, 6-9pm

CRN 50110, Wed, Oct 16, 6-9pm

(NEW) The Side Hustle – How to Start a Business While Working Fulltime

SB474 – 3 hours

Are you building a business while working fulltime? Don't quit your day job until you learn the key elements you need to have in place to transition to self-employment and make your business a success.

Instructor: Karen Auld, KCA Coaching Services

Course fee: FREE

Registration is required.

CRN 50116 Thu, Sep 12, 6-9pm

CRN 50117 Wed, Oct 30, 6-9pm

Create Your Local Business Listing on Google & Bing

SB450 – 3 hours

Getting found in the search engines is critical for your business. We will show you how to create your free Local Business Listing on Google and Bing, and discuss other opportunities. This workshop is intended for small business owners with an office or retail address (not work from home).

Instructor: Roland Reinhart, Reinhart Marketing

Registration is required.

Course fee: FREE

CRN 50096 Wed, Sep 18, 6-9pm

CRN 50097 Wed, Oct 23, 6-9pm

Virtual seats are also available for this class. Please refer to the SBDC Webinars section

Mastering the Mental Side of Building a Business

SB427 – 3 hours

The way you think will impact the way you run your business. In this class, we will teach you how to set goals and create achievable plans, how to handle the inevitable challenges and setbacks you'll face along the way building your business. Confidence is key to your success. Learn how to build your confidence in any situation, work through habits and fears that can hold you back, and create a support system that will help lead you to success.

Instructor: Karen Auld, Certified Success Coach

Registration is required.

Course fee: FREE

CRN 50094 Thu, Sep 19, 6-9pm

Virtual seats are also available for the Sep 19 class. Please refer to the SBDC Webinars section

CRN 50095 Wed, Oct 16, 6-9pm

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Maximize Your Trade Show Investment

SB730 – 3 hours

Don't underestimate the value of trade show and event marketing – the most powerful tools in your marketing mix for uncovering and landing new business opportunities. Find out what you don't know about trade shows and how to choose your exhibit space, budget time and resources, promote your participation (before, during and after), increase booth traffic, capture the interest of those passing by (in less than 7 seconds), qualify visitors, and get the best follow-up results.

Registration is required.

Instructor: Vicki Lynne Morgan, Russmor Mentoring Group

Course fee: FREE

CRN 50113 Mon, Sep 23, 6-9pm

CRN 50114 Mon, Oct 28, 6-9pm

Doing Business with the Federal Government

SB279 – 3 hours

The US Federal Government is the largest buyer of goods and services in the world. Learn the types of products and services it procures and how to tell if the government is buying what your business is selling.

Instructor: Small Business Administration (SBA)

Registration is required.

Course fee: FREE

CRN 50098 Thu, Oct 3, 10am-1pm

Virtual seats are also available for this class. Please refer to the SBDC Webinars section

(NEW) Basics of Small Business Insurance

SB448 – 3 hours

Are you a small business owner who is operating without insurance, or under-insured, and needs to learn the basics of both insurance and risk management techniques to protect your company from catastrophic loss? Learn about the types of insurance coverage needed to build a basic insurance program and different ways to buy insurance or to self-insure.

Instructor: Sal Ricciardone, CPCU

Registration is required.

Course fee: FREE

CRN 50133 Wed, Oct 16, 6-9pm

CRN 50136 Wed, Nov 6, 6-9pm

Federal Small Business Certifications

SB280 – 3 hours

This seminar will discuss the federal procurement 8(a) Business Development Program, HUBZone Empowerment Contracting Program and Women-Owned Small Business (WOSB) and Economically Disadvantaged Women-Owned Small Business (EDWOSB) set-aside programs.

Instructor: Small Business Administration (SBA)

Registration is required.

Course fee: FREE

CRN 50099 Thu, Oct 17, 10am-1pm

Virtual seats are also available for this class. Please refer to the SBDC Webinars section

NJ Division of Revenue & Taxation Small Business Tax Workshop

SB209 – 4 hours

NJ Division of Taxation personnel will explain proper procedures for collecting and remitting various New Jersey taxes. A focal point of each workshop is the sales tax responsibilities of small businesses including the description of taxable and exempt sales and services. (4 hours)

Instructor: NJ Division of Taxation

Registration is required.

Course fee: FREE

CRN 50100 Fri, Oct 18, 10am-2pm

Virtual seats are also available for this class. Please refer to the SBDC Webinars section

Crowdfunding: A New Alternative to Raising Working Capital

SB731 – 3 hours

Crowdfunding has become a great alternative for small business owners to raise working capital for their business ventures. Our workshop will help participants understand the principles associated with building successful Crowdfunding campaigns and will show you how to use Crowdfunding to finance your goals.

Registration is required.

Instructor: Carla Fallone, MBA, Fallone Business Resources

Course fee: FREE

CRN 50115 Wed, Oct 23, 6-9pm

Online Businesses and NJ Sales Tax

SB282 – 2 hours

Do you have an Online Business that sells taxable products? The Division of Taxation personnel will explain the tax laws applicable to your business. They will define what products and services are taxable, collecting NJ Sales Tax on sales inside and outside NJ, shipping products, and how to file Sales and Use Tax returns.

Instructor: NJ Division of Taxation

Registration is required.

Course fee: FREE

CRN 50101 Fri, Oct 25, 10am-12pm

Virtual seats are also available for this class. Please refer to the SBDC Webinars section.

REGISTRATION REQUIRED FOR ALL FREE COURSES

ON-LINE REGISTRATION LINK: <https://www.sbdcrvcc.com/redirect-notice/>

The location of the NJSBDC at RVCC administrative office and training programs is:

Raritan Valley Community College
[Workforce Training Center](#)
118 Lamington Road
Branchburg, NJ 08876
Workforce Office Suite – 1st Floor

WE WOULD LOVE TO SEE YOU! STOP BY TO SAY “HELLO” ANYTIME BETWEEN 9AM AND 4:30PM, MON.-FRI.