

THOMPSON MANAGEMENT CONSULTING, LLC
4th ANNUAL ENTREPRENEURSHIP AND SMALL BUSINESS SUMMIT
“INNOVATE ♦ GROW ♦ SUCCEED”
EVENT AGENDA

The Clyde L. Strickland Center for Entrepreneurship
Discovery High School
1335 Old Norcross Road
Lawrenceville, GA 30046

DAY 1 – Wednesday, July 12, 2017

Target Audience	Workshop Title	Facilitator	Location	Time
Everyone	Opening Session – Networking Light Refreshments Served		Entrepreneurship Center	8:00am – 9:00am
Everyone	Day 1 Opening and Welcome	Austin E. Thompson, Jr.	Entrepreneurship Center	9:05am – 9:10am
Everyone	Opening Session – Keynote Address	Rob R. Johnson Founder & Consultant Rob R. Johnson Ltd. Co.	Entrepreneurship Center	9:10am – 9:20am

BUSINESS FINANCING PANEL DISCUSSION (9:30am – 10:50am)

Panel will discuss lending requirements from bankers, private lending with alternative lenders, financial investing, and tax planning.

Participating Panelists:

Carlton Curry, Vice President – PNC Bank
Tom Brigette, Vice President – Rosemont Capital Solutions
W. Lewis Burger, Lender Relations Specialist – Small Business Administration
Stacey J. Gorowitz, MBA, CPA – S.J. Gorowitz Accounting & Tax Services, P.C.

HEALTH FAIR (Health/Fitness Education and Screenings) – Classroom 2
10:00 AM – 2:00 PM

SHOP WITH VENDORS & NETWORKING (11:00AM – 11:25AM)

Pre-Startup and Startup Businesses	Why Your Business Plan Matters	Austin Thompson – Thompson Management Consulting, LLC	Classroom 3	11:30am – 12:25pm
Pre-Startup, Startup, and Established Businesses	Increase Revenue Potential with Government Contracts	W. Lewis Burger Small Business Administration – Atlanta	Classroom 4	11:30am – 12:25pm
Pre-Startup, Startup, and Established Businesses	Network Security to Prevent Hacking	David Lombrozo Team Logic IT	Classroom 5	11:30am – 12:25pm

Lunch Break (12:30pm – 1:25pm) – Sponsored by LeGomier Caribbean Restaurant & Banquet Hall

SHOP WITH VENDORS & NETWORK (1:30PM – 1:55PM)

Pre-Startup, Startup, and Established Businesses	Managing a Highly Successful Non-Profit Business	C. Nicole Henderson WSG Consulting, Inc.	Classroom 3	2:00pm – 3:00pm
Pre-Startup, Startup, and Established Businesses	Estate Planning for the Entrepreneur and Small Business Owner	E. Nego Pile – The Pile Law firm	Classroom 4	2:00pm – 3:00pm
Pre-Startup, Startup, and Established Businesses	Winning Business Through The Power of Video	R. Pamela Alexander – BizLynks TV Network	Classroom 5	2:00pm – 3:00pm
Startup, and Established Businesses	Learn to Listen & Lead - Intelligent Conversations Produce Effective Communications	Shelle Cleveland The Change Engineers Steve Brett Presentation Tune-Ups	Classroom 3	3:00pm – 4:00pm
Startup, and Established Businesses	Retirement Planning for Entrepreneurs	Tondeleo Day Edward Jones Investments	Classroom 4	3:00pm – 4:00pm
Established Businesses	Recruiting and Retaining Talent	JoAnne McClelland Insperity	Classroom 5	3:00pm – 4:00pm

DAY 2 – Thursday, July 13, 2017

Target Audience	Workshop Title	Facilitator	Location	Time
Everyone	Opening Session – Networking Light Breakfast Refreshments Served		Entrepreneurship Center	8:00am – 9:00am
Everyone	Day 2 Opening and Welcome	E. Nego Pile The Pile Law Firm	Entrepreneurship Center	9:00am – 9:05am
Everyone	Opening Session – Keynote Address	David Shavzin President IMC-USA (Atlanta Chapter)	Entrepreneurship Center	9:05am – 9:15am
<p>SMALL BUSINESS LEADER PANEL (9:15AM – 10:25AM)</p> <p>Panelists will discuss a myriad of topics such as success stories, how they struggled and dealt with challenges/growing pains, revenue growth, customer service, staying relevant and maintaining a competitive advantage, differentiating from competitors, handling employees, failure, and much more.</p> <p style="text-align: center;">Participating Panelists:</p> <p style="text-align: center;">Sharon Barnwell, CEO – Caribbean International Shipping Services Celeste Giordano, CEO – Celeste Giordano Coaching Carolyn Wright, CEO – The LONA Gallery David Shavzin, CMC, President/Founder – Shavzin & Associates, Inc. Andrea Denise George, CEO – Rapid Gourmet (Panel Moderator)</p>				
<p>HEALTH FAIR (Health/Fitness Education and Screenings) – Classroom 2</p> <p style="text-align: center;">10:00 AM – 2:00 PM</p>				
<p>SHOP WITH VENDORS & NETWORKING (10:30AM – 10:55AM)</p>				
Pre-Startup and Startup Businesses	Legal Structuring for Your Business	E. Nego Pile – The Pile Law Firm	Classroom 3	11:00am – 12:00am
Startup and Established Businesses	Managing Your Business Cash Flow	Bob Lamp'l – Business Plans & More, Inc.	Classroom 4	11:00am – 12:00am
Pre-Startup, Startup, and Established Businesses	Effective Sales Strategies to Grow Revenues	Celeste Giordano Celeste Giordano Coaching	Classroom 5	11:00am – 12:00am

Lunch Break (12:00pm – 1:00pm) – Sponsored by LeGomier Caribbean Restaurant & Banquet Hall

SHOP WITH VENDORS & NETWORKING (1:00PM – 1:25PM)

Established Businesses	Healthcare Options for Self-Employed	Erica Dumpel, CLU CDA, Inc.	Classroom 3	1:30pm – 2:30pm
Established Businesses	Digital and Social Media Marketing Strategies	Neel Majumdar – Protiva Consulting & Sheila Hall Insight Analytique	Classroom 4	1:30pm – 2:30pm
Established Businesses	Fundamentals of Quick Books for Managing Small Business Finances	Bob Lamp'l – Business Plans & More, Inc.	Classroom 5	1:30pm – 2:30pm
Everyone	The Power of Statistics in Growing Your Small Business	Luke-Ahn Nguyen U.S. Census Bureau	Entrepreneurship Center	2:30pm – 3:30pm
Closing Remarks and Thank You 3:30pm – 4:00pm Entrepreneurship Center				
<i>Business owners are strongly encouraged to maximize the opportunity of attending ALL workshops, regardless of target audience. All speakers have been confirmed. PLEASE GO TO WWW.B2BCONFERENCE.NET TO REGISTER.</i>				

Note: This agenda is final, and all speakers are confirmed. However, continue to check the agenda for any last minute changes.

BizLynks TV Network will broadcast live on location.

