

# *Advising the New or Young Business* ©

**Objective:** Because so many people have lost their jobs and cannot find new jobs, many are starting their own business. This course will focus on numerous business, financing, and legal issues that arise with start-ups and early stage companies. Learn why some companies grow, while others languish or fail. The instructor will use practical examples based upon his experiences as a CPA, Attorney, and Venture Capitalist to illustrate important points.

## **What you will learn:**

- Should the entrepreneur start a business or buy an existing business?
- The pros and cons of buying a franchise
- The pros and cons of having partners
- How to minimize the odds of a shareholder or partner dispute
- The common mistakes made by entrepreneurs
- The legal form that should be used
- How a company should be financed
- Strategies that can be employed to grow a business
- Practical tips for preparing and executing a business plan
- How a CPA can help or hurt a start-up or early stage company
- Pitfalls to avoid

**CPE:** 4 or 8 hours

**Level:** Basic to Intermediate

**Category:** Technical Consulting

**Prerequisites:** None

**Instructor:** Dennis J. Gerschick

**Code:** ANYB