

Advising Start-Ups & Early-Stage Companies ©

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.

Learning objectives:

- Assess whether an entrepreneur should start a business or buy an existing business
- Evaluate the pros and cons of buying a franchise
- Explain the pros and cons of having partners
- Describe how to minimize the odds of a shareholder or partner dispute
- List the common mistakes made by entrepreneurs
- Assess the legal form that should be used
- Describe how a company should be financed
- Note the strategies that can be employed to grow a business
- List practical tips for preparing and executing a business plan
- Evaluate how a CPA can help or hurt a start-up or early stage company
- Note the pitfalls to avoid

CPE: 4 hours

Level: Basic to Intermediate

Category: Technical Consulting

Prerequisites: None

Instructor: Dennis J. Gerschick

Code: SUES