聯邦小企業部(SBA) 紐約 (New York District Office)  
及  
皇后大學技術孵化器(Queens College Tech Incubator)  

為華人企業舉辦 Zoom 中文網課  

講員: 郭曼麗，聯邦小企業部 (SBA) 經濟發展專員  

Thurs. 2020/8/20 at 3pm “Starting a Business at 50+”  
八月二十日(星期四) 美東時間下午三點，美西時間中午十二點  
創業五十歲後  
Register:  
https://us02web.zoom.us/meeting/register/tZUocOCgrz4oE9x3iQqu2MvAjqSsEfifjgXm  

Tues. 2020/8/25 at 4pm “Starting a Business at 50+”  
八月二十五日(星期二) 美東時間下午四點，美中時間下午三點，美西時間下午一點  
PPP(薪資保護方案)豁免申請法規及表格計算  
Register: *完成講座註冊後，系統會自動發送一封確認通，其包含講座的連結  
https://us02web.zoom.us/webinar/register/WN_dVEdywWSSMykNHMKiCSPCQ  

伊利諾伊州香檳郡小商業發展中心:  
隨著 PPP 貸款截止, 許多獲得的貸款企業主開始思考怎麼利用貸款, 以及怎麼樣可以符合貸款豁免資格。這次網路講座特別邀請了任職於美國聯邦中小企業局的經濟發展專員 - 郭曼麗女士, 來針對薪資保護計劃貸款豁免的流程以及申請的最新資訊進行詳細說明。  
講座尾聲留有 Q&A 時間, 針對與會者發送的問題進行回答討論，請注意，網路講座全程錄影。與會過程中的問題及評論，都會被錄影存檔並分於公開平台。  

Wed. 2020/9/16 at 3pm “How to Start a Business”  
九月十六日(星期三) 美東時間下午三點，美西時間中午十二點  
創業十步驟  
Register:  
https://us02web.zoom.us/meeting/register/tZYvde2spjwuHNO2A_v5XIyYsy3KW8KUoWsx
Thurs. 2020/10/15 at 3pm “Small Business Grants for R&D - SBIR&STTR”
十月十五日(星期四) 美東時間下午三點，美西時間中午十二點
十一聯邦機構的小企業研發獎助金
Register:
https://us02web.zoom.us/meeting/register/tZ0qceCsqDMsHdG7PA5zrQDAMJZcvqd4eig

Wed. 2020/11/4 at 3pm “How SBA can Help you with Financing, Education and Government Contracting”
十一月四日(星期三) 美東時間下午三點，美西時間中午十二點
聯邦小企業部(SBA) 如何協助你融資，諮詢，及爭取政府合約
Register:
https://us02web.zoom.us/meeting/register/tZ0uc-qoz0qHTQQGuGKPXRChDunchgw11sh

Wed. 2020/12/9 at 3pm “Building a Blog Step by Step”
十二月九日(星期三) 美東時間下午三點，美西時間中午十二點
建立博客 DIY
Register:
https://us02web.zoom.us/meeting/register/tZlqdOuqplqHdIUjC8pFEt7sxKIPruDjkc9
Upcoming Webinars in 2020


Wed. August 19th at 9:30am “Marketing Strategies”
Register: https://us02web.zoom.us/meeting/register/tZ0scOmpqDgoEtNDh74bjBEJ2xl9qVpquSsg

Learn about the essentials of a Marketing Plan, Measure Performance, High Impact Strategies, and Social Media Marketing: How, What and When
● What is Marketing; ● Market Research is Key; ● The Marketing Plan: Identify Target Markets, Products and Services, Pricing Strategies, Promotion, Locations, Place and Distribution, Competition, Marketing Budget; ● Measure Performance; ● High Impact Strategies; ● Next Steps; ● Additional Assistance.

Thurs. August 20th at 9:30am “Starting a Business at 50+”
Register: https://us02web.zoom.us/meeting/register/tZcqdOquqIoE9zwcoT54PtT_FraCt4JXzXf

(In Chinese) Thurs. 8/20 at 3pm “Starting a Business at 50+”
Register: https://us02web.zoom.us/meeting/register/tZUocOCgrz4oE9x3iQqu2MvAjqSsEtifjgXm

Learn Why, How, When, What and How to start a business after retirement
● Rise in Encore Entrepreneurs; ● Choosing Your Business Idea; ● How to Conduct Market Research; ● Develop a Business Plan; ● Business Model; ● Business You can Start with Little Capital; ● Great Work-at-Home Jobs for Retirees; ● Financing Your Business; ● Put What You Have Learned into Action.

Tues. Sept. 1st at 10:30am “PPP Forgiveness Application update”
Register: https://us02web.zoom.us/meeting/register/tZckcOmppzgjGNDNpiv3gzovrOdJGqGrbLH
**Wed. Sept. 16th at 9:30am “How to Start a Business”**
Register:
https://us02web.zoom.us/meeting/register/tZMtduCvpz8oGt1q6DpwNmbIlg2lmXzaThagD

*(in Chinese) Wed. 9/16 at 3pm “How to Start a Business”*
Register:
https://us02web.zoom.us/meeting/register/tZYvde2spjwuHNO2A_v5XIIYsy3KW8KuoWsx

Learn How to develop an idea into a business, the pros and cons of each business structure: sole proprietorship, partnership, corporation, and LLC, the procedure to register a business, responsibility as an employer, home based business regulations and More
● Ten Steps to Start a Small Business; ● Personal Assessment; ● Choosing Your Business Structure: sole Proprietorship, Partnership, Corporation and LLC; ● Home-Based Business; ● How to Register a New Business; ● Employer Identification Number; ● NYC and NYS Permits and Licenses; ● Business Insurance; ● Copyrights, Trademarks & Patents.

**Thurs. Sept. 17th at 9:30am “PPP Forgiveness Application Forms and Instructions”**
Register:
https://us02web.zoom.us/meeting/register/tZEufuivqjkoG9MivuNs_vnxl4sZOyeZH1mNz

**Wed. Oct. 14th at 9:30am “PPP Forgiveness Application update”**
Register:
https://us02web.zoom.us/meeting/register/tZAvc-2przMuHdBp8ESOhBPhd7kZ1nxsZ7Xy

Register:
https://us02web.zoom.us/meeting/register/tZYqceGsrTljHDTY1C4OkQ5mAt2Ulexbj7yU

*(In Chinese) Thurs. 2020/10/15 at 3pm “Small Business Grants for R&D-SBIR&STTR”*
Register:
https://us02web.zoom.us/meeting/register/tZ0qceCsqDMsHdG7PA5zrQDAMJZczvqd4eq

Learn about the funding procedure, eligibility requirements of the grants, the participating Federal Agencies and the tips of proposal writing
● What is SBIR? ● SBIR Funding Procedure; ● 11 SBIR Participating Federal Agencies; ● SBA Role; ● Competitively Phased Structure of the SBIR Program; ● Eligibility Requirements;
● 5 STTR Participating Federal Agencies; ● Competitively Phased Structure of the STTR Program; ● Eligibility Requirements; ● Proposal Writing tips.

**Wed. Nov. 4th at 9:30am “How to Grow Your Business with SBA’s Programs in Financing, Counseling and Government Contracting”**
Register: https://us02web.zoom.us/meeting/register/tZYkd-uhqD4sHdl1Gk7i3pkhSNJiQXOqC35A

Register: https://us02web.zoom.us/meeting/register/tZ0uc-qqz0gHtQGuGKPXRChDunchgw11sh

Learn the SBA Financing Programs, Business Education and one-on-one counseling through our resource partners: SBDC, SCORE and WBC, Government Contracting Assistance that help you start and expand your business
● Financing: SBA Guarantee Loans, Grants (SBIR and STTR) and Venture Capital; ● SBA Guaranty Loans: 7(a) loan, (504) loan and Microloan; ● Business Education and Training; ● Government Contracting Assistance; ● Disaster Assistance, ● Advocacy: Voice of Small Businesses.

**Wed. Dec. 9th at 9:30am “Building a Blog for Your Business Step-by-Step”**
Register: https://us02web.zoom.us/meeting/register/tZwtc-msqzHuHde3M9p2oKRTpNgN5XsQ_RTC

*(In Chinese) Wed. 2020/12/9 at 3pm “Building a Blog for Your Business”*
Register: https://us02web.zoom.us/meeting/register/tZIqdOuqpjHdIUKC8pFET7sxKIPruDjkc9

Learn Who, What and How to Build Blogs for You and Your Business
● Why should have blogs; ● What functions you can have; ● Pick a Domain Name; ● Design Your Blog Step-by-Step. ● Advance Design Your Blog ● Set Functions for Your Blog; ● Mange Your Blog; ● Promote Your Blog