

## The Goldman Sachs *10,000 Small Businesses* Baltimore Schedule

Goldman Sachs *10,000 Small Businesses* is an initiative to unlock the economic growth and job-creation potential of small businesses across the United States through greater access to business education, financial capital, and business support services. The *10,000 Small Businesses* Baltimore curriculum focuses on developing skills that you can apply immediately to address the issues most critical to growing your business. The program consists of 16 convenient learning sessions that include networking events, legal and financial clinics and other business assistance activities. Scholars accepted into the program must attend all class sessions and clinics on the following dates:

Module/Clinic	Date	Time
Orientation & Welcome Reception	Thursday, May 16, 2019	8:00 am – 5:30 pm
Module 1: You & Your Business	Friday, May 17, 2019	8:00 am – 7:30 pm
Module 2: Growth & Opportunity	Thursday, May 23, 2019	8:00 am – 5:30 pm
Financial Statements Workshop	Thursday, May 30, 2019	8:00 am – 5:30 pm
Module 3: Money & Metrics	Thursday, June 6, 2019	8:00 am – 5:30 pm
You are the Lender Clinic	Thursday, June 20, 2019	8:00 am – 5:30 pm
Module 4: You Are the Leader	Friday, June 21, 2019	8:00 am – 5:30 pm
Negotiations Clinic	Thursday, June 27, 2019	8:00 am – 5:30 pm
Module 5: It's the People	Friday, June 28, 2019	8:00 am – 5:30 pm
Legal Clinic & Financial Forecasting Clinic	Thursday, July 11, 2019	8:00 am – 5:30 pm
Module 6: Marketing & Selling	Friday, July 12, 2019	8:00 am – 5:30 pm
Module 7: Strategic Growth Through Operations	Thursday, July 18, 2019	8:00 am – 5:30 pm
Special Session & Growth Plan Clinic	Friday, July 19, 2019	8:00 am – 3:00 pm
Module 8: Being Bankable	Thursday, July 25, 2019	8:00 am – 5:30 pm
Module 9A: Putting it All Together	Thursday, August 8, 2019	8:00 am – 5:30 pm
Module 9B: Putting it All Together	Friday, August 9, 2019	8:00 am – 5:30 pm

In addition to the classroom experience, participants must also complete six to eight hours of out-of-class activities each week. These assignments are an integral part of the program, and are designed to help you improve your business while enabling you to fully develop your business growth plans. The additional time commitment outside of class will include:

- One-on-one advisory services to help you develop and implement your tailored plan for growth
- Networks and mentors to help you focus on your most critical business issues and increase business capacity
- Business support services such as technical assistance
- Time spent completing assignments in advance of each class

### Value to Business Owners

- An education program available at no cost for selected participants, and is designed for small business owners who have a business poised for growth
- A practical business entrepreneurship training program that examines business fundamentals through the lens of your actual business experiences
- Comprehensive one-on-one business advisory services to help you develop and implement a business growth plan
- Development of a personalized growth plan tailored to your business
- Access to technical assistance and coaching