

As someone who has recently started your own business, does this sound familiar to you?



“I started my own contracting business in October 2003 and quite frankly, this has been a fantastic experience. The first few months were very tough but now, things have settled down and I’m ready to grow and expand the business. My problem is that I need to develop additional skills, get expert advice and find additional investment.”

Jim Mohan - Belfast



“It was very difficult to get my graphic design business going....it was tough and there were times that I felt like walking away. But I’m glad I didn’t – the last six months has been very good and I can now see how the business might develop. The Start a Business Programme provided me with all the information and confidence to begin trading but now I need to step up to the next level, be more profitable and expand the business into new markets.”

Sharon Smyth - Coleraine

Developing your own business is a big challenge! If you can identify with these businesses, then the Develop a Business Programme might be just what you are looking for!

www.developabusiness.info

If you are running your own business then the Develop a Business Programme can help you to look at ways to improve sales, manage staff, control your finances and improve your IT systems.



“This programme is just what we’ve been looking for. Our Training Services business is now beginning to grow but we need to grow it in the right direction and make sure that we do not strain our limited resources. We can’t wait to get started on this programme.”

Peter Curran - Banbridge



“My transcription services company has expanded rapidly and unless I get the structures right, the gains made in the last year or so could be lost. I need to make sure that the business develops to its best potential and increases profitability. I also need to ensure that growth will be sustainable... I would very much like to participate in this programme.”

Riona Carroll - Fermanagh

The Develop a Business Programme is a pilot programme funded by INVEST NI and managed by Enterprise Northern Ireland



Develop a Business Programme



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The Programme

The Develop a Business Programme is designed specifically for businesses which:

- have been trading for at least one year; and
- have already participated in the Start a Business Programme.

The programme includes six key workshops, specialised mentoring and will give your business the opportunity to develop to its full potential. Short, sharp training and business advisory assistance is the key to the programme.

The Benefits?

In a nutshell, the Develop a Business Programme will provide you with:

- A team of experienced trainers and advisers to help your business to develop to its full potential;
- Fast Track access to the Enterprise NI Loan Fund for Small Businesses;
- A full signposting service to other sources of financial support; and
- (optional) An ICT adviser who will carry out an audit of your ICT resources.

When will the Programme be available?

The Develop a Business programme will run in your area from May to August 2004. For further details contact your local delivery agent as detailed on this leaflet.

The cost?

Thanks to generous funding from Invest NI, your participation on the programme is **FREE**.

What commitment will be required?

If you are serious about developing the potential of your business then you will want to attend the modular based training workshops and work closely with your business adviser. ***That's the deal!***

The Develop a Business Programme has been developed to take account of the needs of a business just like **your** own – just like large businesses, you need to grow **your** business, generate bigger profits and make sure that **your** business is in good shape. This programme recognises that you have limited resources but assumes that you are prepared to invest your time in developing **your** business!

Programme Modules

1. Business Development Strategy
2. Marketing Strategy
3. Selling and Networking
4. Employing People
5. Financial Management
6. ICT

All modules will be delivered by experienced and accredited Professional Business Advisers.

How to book a place...

Your Name

Your Business Name

Business Address

Postcode

Tel

Email

When was your business started?

Did you participate in the Start a Business Programme? Yes/No

Where did you participate in that programme?

Please post, fax or form to your local Develop a Business Programme Office – or give them a call

Work West, 301 Glen Road, Belfast, BT11 8BU
Tel: 028 9061 0826 Fax: 028 9062 2001

Fermanagh Enterprise Ltd, Enniskillen Business Centre,
Lackaghboy Industrial Estate, Tempo Road, Enniskillen
County Fermanagh, BT74 4RL
Tel: 028 6632 7348 Fax: 028 6632 7878

Ballymena Business Centre, 62 Fenaghy Road, Galgorm
Industrial Estate, Ballymena, Co. Antrim, BT42 4BY
Tel: 028 2565 8616 Fax: 028 2563 0830

Newry & Mourne Enterprise Agency, Enterprise House,
WIN Business Park, Canal Quay, Newry, Co Down, BT35 6PH
Tel: 028 3026 7011 Fax: 028 3026 1316

North West Marketing, 16c Queen Street, Derry/
Londonderry, BT48 7EQ
Tel: 028 7137 1867 Fax: 028 7137 1938

You can also book a place on the Develop a Business Programme on-line at www.developabusiness.info