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Women's Business Center, Inc.

The Buzz About Biz...

June 2008

Welcome Friends!

I'd Rather Be In The Studio!
Entrepreneurs Honored at 6th Annual SAL Awards Luncheon
Upcoming Events
On the road with Bizmobile
Community Events & News

Quarterly Quorum: On the Edge of Success

The Board of Directors and Advisory Council of the Women's Business Center, Inc. hosted The Quarterly Quorum, On the Edge of Success: "Mobile's Growth: Are we Ready for Take Off at the Airport?" on Wednesday, May 21st at Carrabba's Italian Grill in Mobile.

To read this article, [click here](#).

ThyssenKrupp Steel USA Seeking Qualified Women & Minority Owned Businesses

The Women's Business Center Inc. and Excell Enterprises Inc. are partnering to bring an after-hours ThyssenKrupp "how-to" informational workshop to area women and minority owned businesses on June 25

The hour and a half session will feature John R. Boston, a Procurement Leader with ThyssenKrupp USA.

The workshop is free and refreshments will be provided.

Pre-Registration Required

Please join us at:
 RSA Tower
 11 North Water Street, Pharr
 Room 29th Floor
 Mobile, AL 36602

Welcome Friends!

If your work life and personal life are out of balance, your stress may be running high.

As an American business owner, you understand, all too well, the challenge of leading a balanced lifestyle. It isn't easy to juggle the demands of work and personal life.

For most people, it's an ongoing challenge to reduce stress and maintain harmony in key areas of their life. Balance doesn't mean doing everything. Examine your priorities and set boundaries. Be firm in what you can and cannot do. Only you can restore harmony to your lifestyle.

Fortunately, you don't have to give up one to attain the other. You can have both! Before you start bringing your laptop on vacation, break your unbalanced cycle by considering these five tips, [click here](#).

In this issue, look for useful tools that can be used in your everyday business life and the calendar of upcoming workshops and seminars.

This newsletter is for everyone, those just starting a new business, more experienced business owners and everyone in between.

Help us meet your business needs by sending your ideas, suggestions, questions or topics you would like to see included in our monthly newsletter to sbrowder@womenbiz.biz.

To your business success,

Sylvia Browder
 Project Director



I'd Rather Be In The Studio! A No-Excuse Art Marketing Workshop

Ever wish you had a fairy godmother that would make sure your artwork was shown in the best exhibitions and galleries and that your art sales exceeded your expectations?

Guess what? That person doesn't exist. When you're an artist trying to build an art business, no one else can do the work for you. You have to get out of the studio and do it yourself.

No one believes in you and your art more than you do. Yes, someday a gallery might help you sell your work, but how are you going to get the gallery to notice you before then? You have to adopt guerrilla-marketing tactics that will serve you throughout your career—regardless of the path you take. To learn more about this workshop, [click here](#).

NEED A ONE-ON-ONE CONSULTATION WITH ALYSON? Sometimes an artist would like more personalized help with his or her marketing and self-promotions.



Call the Women's Business Center at 251-660-2725 for more information.

Welcome New Staff

We are pleased and excited at the addition of two new staff members. Each brings a lot of experience to their respective positions. Welcome Jackie and Kim!



Jacqueline Barnes
Project Director
WBC Southern Alabama



Kimberly Black
Financial Administrator

Find Your Style



In order to have a successful career-whatever that means to you-you must be able to define yourself and your art in a sea of untold numbers

Sign up today for your one-on-one consultation with Alyson. Your one hour session is confidential. For more information about your session with Alyson, [click here](#).

WANT TO LEARN MORE ABOUT ALYSON? [Click here](#) to read her bio. To register for this workshop or one-on-one consultation, [click here](#).

Entrepreneurs Honored at 6th Annual SAL Awards Luncheon

The Women's Business Center, Inc., WBC Bizmobile Project and WBC of Southern Alabama Project hosted the Sixth Annual SAL (Southern Alabama) Awards Client Recognition Luncheon on Wednesday, April 30th at the Ashbury Hotel in Mobile, Alabama.



The event presents new business owners to the community. The emerging entrepreneur awardees were recognized for their courage, diligence and hard work necessary for business ownership. To read article, [click here](#).



June Calendar

For a full description of each workshop, fees, time and dates, please [click here](#) to download our June Calendar.

Loan Clinic - Mobile

Schedule: June 4

Need capital to start or grow your small business? Is a Small Business Administration (SBA) Community Express Loan the answer for you? Community

Express loans range from \$5,000 to 35,000 with no collateral required for new businesses. Businesses two years and older are eligible up to \$50,000.

To register online, [click here](#).

First Friday Art Walk - Fairhope

Schedule: June 6

Meet internationally known art marketing trainer and author Alyson Stanfield and view the exhibits in five galleries at the Eastern Shore Art Center. Stroll the art galleries of Fairhope and check out local artisans work. For more information, [click here](#).

Success Circle - Baldwin

Schedule: Wednesday, June 18

A monthly roundtable discussion and mentoring group for business women. Meets every 3rd Wednesday at Homestead Village in Fairhope.

To register online, [click here](#).

Art As Business "I'd Rather be in the Studio!" - Spanish Fort **Schedule:** June 7

If you're like most artists, the word "sales" sends shivers down your spine. You'd much rather be in the studio working than having to worry about selling. The best sales techniques have very little to do with selling and everything to do with building relationships with people who can become a loyal audience and, potentially, collectors of your work. You're an artist, but you're also a businessperson. Learn to generate interest in your art and in yourself. Stop making excuses and start creating a buzz that will boost your art career!

To register online, [click here](#).

One-on-One Coaching Sessions - Mobile

Schedule: June 8

Are you an artist who needs more personalized help with marketing and self-

of artists. To do this, you must first find your style.

To continue, [click here](#).

You don't want to miss this workshop! For more information, call LaToya at 251.660.2725 or [click here](#) to register online.



Thank You

[Regions](#)

Our partners are the life blood of the Women's Business Center, Inc. Without their commitment of resources, dollars, and in kind services, we would not exist.

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promotions? Alyson Stanfield is up for the challenge! She loves working with artists one-on-one.

Alyson Stanfield is available for hourly coaching sessions. Call the Women's Business Center and find out how you can take advantage of this rare opportunity.

Co-sponsor:
Mobile Arts Council

BizReady - Mobile
Schedule: Thursday, June 18

Thinking about starting your own small business? Let our experts be your guide! Come to the Women's Business Center's BizReady workshop and find out how you can turn your dream into a reality.

You will learn:

- The traits of successful entrepreneurs
- The five challenges every business faces
- How the WBC's programs and services can help you reach your goals

To register online, [click here](#).

Success Circle - Mobile
Schedule: Tuesday, June 24

A monthly roundtable discussion and mentoring group for business women. Meets every 4th Tuesday at Somerby of West Mobile.

To register online, [click here](#).

How To Do Business With ThyssenKrupp Steel USA, LLC - Mobile

Schedule: June 25
Facilitator: John R. Boston, Procurement Leader, ThyssenKrupp Steele USA
Co-sponsors: Regions Bank and EXCELL Enterprise, Inc.
This business to business briefing will discuss how women and minorities can do business with ThyssenKrupp Steele USA.
To register online, [click here](#).

To view our calendar on our website, please, click here. To register or obtain more information on any of our events, call the Women's Business Center at 251-660-2725 or email info@womenbiz.biz. Please pre-register as events are subject to cancellation for lack of registration.

On the road with the Bizmobile

Do you want to start a business or are you a small business owner in need of technical assistance?



The Bizmobile will be in your city:

Bizmobile in Conecuh County
Date: June 4, 2008
Time: 10am - 2pm
Location: Evergreen (1st Wednesday)
Download Flyer: [Evergreen](#)

Bizmobile in Clarke County
Date: June 5 & 12, 2008
Time: 10am - 2pm
Location: Clarke County Museum Helm House and Grove Hill Area Chamber of Commerce (1st Thursday) & Thomasville (2nd Thursday)
Download Flyer: [Grove Hill](#) & [Thomasville](#)

Bizmobile in Escambia County
Date: June 18, 2008
Time: 10am - 2pm
Location: Escambia County Industrial Development Authority or Brewton Chamber (3rd Wednesday)



First Step FastTrac®
 How to Start a Successful
 Small Business
 Taking Reservations Now for
 Next Class.
 Call 251.660.2725 for more
 information.

To register today, [click here](#).

Download Flyer: [Atmore](#)

Bizmobile in Monroe County

Date: Not held this month

Time:

Location: Monroeville Area Chamber of Commerce (4th Wednesday)

Download Flyer: [Monroeville](#)

For more Information on these events or services of the WBC, call 251-660-2725 or toll-free 800-378- 7461 or email LaToya Brooks at info@womenbiz.biz.

Community Events & News

Business @ Breakfast

The Mobile Area Chamber's Business@Breakfast will be held Wednesday, June 11 at Paint Friendly Studio, 3264 International Dr. from 7:30 to 8:30 a.m. B@B offers members the opportunity to wake up for breakfast and start networking. This event offers members 45 seconds to introduce themselves and their business. Following a brief presentation, introductions and breakfast, attendees are invited to continue to network. The cost is \$8 and includes breakfast. Only one representative per company. Reserve your space by June 9 for this event. No cancellations will be reimbursed after this date to cover the cost of breakfast. Reservations are required by contacting Emily Pizzo at 431-8638.

Quickbooks Training

The Clinton Johnson Center for Economic Development, a project of the Mobile Housing Board, will host a Quickbooks Training Class on Tuesday, June 3 from 5 to 7 p.m. For more information call 470-0556.

Executive Roundtable

A monthly forum exclusively for Chamber member small business owners and managers, will have a meeting on Tuesday, June 17 from 8 to 9 a.m. in the Mobile Area Chamber's Board Room. The meeting will feature Bishop State Community College President Dr. James Lowe who will discuss reconstructing viable programs at Bishop State and establishing community partnerships. There is no charge to attend, but seating is limited. For reservations contact Brenda Rembert at 431-8607.

Mobile Technical Institute

Does your job involve screening employees or tenants? Mark your calendars to attend this informative session on Wednesday, June 18. This workshop is designed to help apartment managers, recruiters, and human resources professionals master the art of screening applicants and vendors. Call 251-478-6848 today to register!

The Women's Business Center, Inc., would like to thank you for your support of our mission. If you know anyone that can benefit from our newsletter, please forward to them.

To your business success,

WBC Staff



The Women's Business Center is funded in part through a Cooperative Agreement with the U.S. Small Business Administration. Reasonable accommodations for persons with disabilities will be made if requested at least two weeks in advance. Contact LaToya Brooks at 251-660-2725, 1301 Azalea Rd, #201A, Mobile, AL 36693. info@womenbiz.biz.

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