## 2019 ON-TARGET WITH SCORE EDUCATIONAL SERIES
### MAY, JUNE, JULY, and AUGUST SCHEDULES

<table>
<thead>
<tr>
<th>Date</th>
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<th>Location</th>
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<tbody>
<tr>
<td>May 15, 2019</td>
<td>3rd Wednesday of the month</td>
<td>10:45 am – 12:00 pm.</td>
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<tr>
<td>June 19, 2019</td>
<td>3rd Wednesday of the month</td>
<td>10:45 am – 12:00 pm.</td>
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<tr>
<td>July 17, 2019</td>
<td>3rd Wednesday of the month</td>
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<tr>
<td>August 21, 2019</td>
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### May 15, 2019

**QuickBooks – A Way to Save Time, Money, and Sanity**

Any entrepreneur knows the importance of keeping good financial records. This workshop will present an accounting software program which allows you to manage sales and expenses, and keep track of daily transaction. Here are some of the advantages of keeping good records:

1. Allows more time for family and personal leisure
2. Allows the accountant to decrease expenses and increase revenues, and assist in growth planning
3. Allows avoidance of IRS business and personal tax liabilities
4. Allows the banker to finance a “working capital” loan
5. Allows submission and possible approval of a SBA Small Business Loan

Having all of these advantages will allow you to manage the day-to-day operations knowing a good accounting system will not only save time, but avoid mistakes that cost money, and last of all, saves your sanity.

### June 19, 2019

**A Guide to Successful Social Media Marketing**

Social Media isn’t the future, it is the now! It has changed the marketing game for small businesses and nonprofits – are YOU getting all you can out of your game? From understanding the different social media platforms, to choosing what to say and where to say it, this seminar will give you the keys to the most effective social media marketing for you. We make social media easy and fun – join us!

### July 17, 2019

**Taxes for New Business Start-ups**

Ever thought about hiring people, when you can’t get everything done by yourself? Do you know the laws that protect you and your employees? Paychex is proud to provide this comprehensive seminar. A Paychex representative will discuss new business start-ups from a payroll tax perspective. Topics to be covered include determining who is an employee, payroll tax liabilities, taxable compensation, payroll tax returns, payment dates, tax penalties, self-employment taxes, keeping accurate wage and tax records, guidelines on employing family members, new hire reporting requirements, garnishments, and resident and nonresident aliens.

### August 21, 2019

**Put the Real in Real Estate**

Ever thought about becoming a realtor? You have heard all the reasons, such as: getting started is quick and painless, you are your own boss, and last, but not least, you will make good money. Real estate is a very popular career choice. It is a rewarding career if you are self-motivated, hardworking, honest, enjoy networking and helping people. This workshop will offer an honest look at the real estate business. A team of successful, local, real estate entrepreneurs will discuss the myths and musts of a real estate career. The topics to be addressed are:

- What is needed to become a real estate agent?
- How to learn about the real estate market, and the people who are part of this arena?
- What are the tips and tricks to be successful?
Space Coast SCORE Celebrates Brevard’s Entrepreneurs
during
National Small Business Week: May 5 – 11, 2019

5th Annual BizFest 2019 Expo for Entrepreneurs

Join SCORE Space Coast Chapter 400 by saluting the men and women who are Brevard County Small Businesses in celebrating this national event. Our 5th annual “BizFest: 2019 Expo for Entrepreneurs” will be held Thursday, May 9, 2019 at The Holiday Inn Express, Space Coast Convention Center in Cocoa, Florida.

This year’s theme will be Simple Ways to Grow Your Business, and helping entrepreneurs identify ways in making business technology work for them. BizFest will be featuring Networking Opportunities with fellow entrepreneurs and business leaders, and SCORE Speed Counseling. Workshops will include topics on successful Quickbooks practices for business operations and growth, video marketing techniques, importance of IT security, enhancing online presence, automating social media and email marketing, and marketing sales funnel strategies. Our Keynote Speaker is Scott Tilley, Ph.D., founder of the Center for Technology & Society, co-founder of Big Data Florida, president of Space Coast Chapter of International Council on Systems Engineering. He has authored “Systems Analysis & Design”, “Dreams”, “Technical Justice”, and the weekly “Technology Today” column for Florida Today.

Thursday, May 9, 2019  10:30 AM – 5:15 PM
Holiday Inn Express & Space Coast Convention Center
301 Tucker Lane, Cocoa, FL 32926  (I-95 and SR 520, Exit 201)