
HOLM & ASSOCIATES *BUSINESS COACHES*



Sheila Holm, Owner & Entrepreneurial Instructor

- ◆ *Sheila coaches clients in successful business start-up/expansion techniques*
- ◆ *Her clients continually track and report increases of 30-230%*
- ◆ *Sheila has trained entrepreneurs, executives and their management teams, around the world*
- ◆ *Start-up businesses establish their profitability plan, before they “open for business”*
- ◆ *Sheila is recognized for profit oriented strategies, referred to as the “Professor of Profitability”*
- ◆ *Her coaching tools & techniques have developed into a “game board” format*
- ◆ *Leadership immediately emerges as each seminar participant begins to “live & play the game”*
- ◆ *She founded and operated a profitable corporation, with a start-up SBA loan*
- ◆ *Sheila formerly held Director positions in two California Corporations*

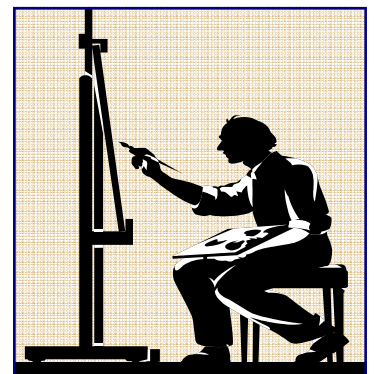
2006 SCHEDULE ENTREPRENEURIAL TRAINING COURSE SOUTHERN CALIFORNIA

One Month Course, Two Evenings Per Week and One Saturday:

- 1) Define and Create Your Business Idea & Your Business/Industry Image
- 2) Complete Community Research & Identify Community/Industry Resources
- 3) Complete Your Business, Financial and Marketing Plans
- 4) Create Your 15 second Commercial about You & Your Business
- 5) Prepare Financial Package, File Legal Documents & Open Bank Account
- 7) Design and Produce Your Business Forms/Stationery
- 8) Establish the Profitability Plan, Strategic Plan and Form Strategic Alliances
- 9) Position the Business in the Community and the Industry
- 10) Develop a Successful, Profitable Business in the Community, Region & Beyond

Entrepreneurial Training = Creating Your Future on a Blank Canvas!

**The Canvas is Blank...
Waiting for You...
to Create Your Future!**



ENTREPRENEURIAL TRAINING COURSE FOR BUSINESS OWNER/PARTNER

- 1) One Month Course, Evenings & Weekends, MON & TUE or WED & THU Evenings & one SAT
- 2) Develop one or two businesses, and/or partner with someone, including another participant in the course
- 3) Financial options, to establish and secure a strong personal and business financial base
- 4) Local experts & professionals (Tax, Accounting, Financial Packaging, Legal and Insurance) share their business development experience, business information, suggested and required forms and filing information
- 5) All legal forms and documents are reviewed and community resources are provided and researched

LOCATION: SOUTHERN CALIFORNIA

SCHEDULE: 2006

San Diego	Courses. 40 Hours: 1st to 4th MON & TUE <u>or</u> WED & THU Eve & one SAT during four weeks										
5280 Fiore Terrace Encinitas City Hall 505 So Vulcan Avenue	JAN # 1	FEB # 1	MAR # 1	APR # 1	MAY # 1	JUN # 1	JUL # 1	AUG # 1	SEP # 1	OCT # 1	NOV # 1
Riverside/San Bernardino 4183 Fairgrounds	M-T 16	M-T 6	M-T 13	M-T 17	M-T 8	M-T 12	M-T 10	M-T 15	M-T 18	M-T 9	M-T 6
Orange (Irvine) 8 Executive Circle	# 2	# 2	# 2	# 2	# 2	# 2	# 2	# 2	# 2	# 2	# 2
Los Angeles 9920 So La Cienega	W-TH 25	W-TH 22	W-TH 22	W-TH 26	W-TH 17	W-TH 21	W-TH 19	W-TH 24	W-TH 27	W-TH 18	W-TH 15

ENTREPRENEUR COURSE PARTICIPANT COMMENTS:

Partner, Interior Design Company *We gained a level of passion for our business & everyone who contributes to it! We have profited from every insight obtained while we created our business plan and the future of our business together, during the course!*

President, Medical Company *The brightest business decision I made, to be coached on how to successfully start my business. Then, to continue the level of success through customized coaching available after my business was formed.*

Owner, Beauty Supply & Salon Services *Prior to taking the course, I progressed through each week and month, fighting to keep ahead of the bills. Each time the business level plateaued, I went into a panic, a spin, and adjusted each section of the business, i.e., I would stop ordering products, or reduce the number of technicians or sales staff, or obtain a new or expanded credit line...I immediately noticed an increase of 35% in business, 100% in life.*

Owner, Trophy Business *Thought I was doing fine, with the business being conducted out of our garage. After taking the course, I opened a new business with my wife, and we transferred the business to our sons. They moved to a leased space and produced enough profit during their first year of operation, to pay for their college tuition.*

Owner, Bookkeeping & Accounting Services & Day Care *When I registered for the course, I just wanted enough bookkeeping and accounting clients each month, to make enough profit to keep me at home with the children. The business grew so fast, I was so busy and not having enough time to be with my family. So, I used the same coaching techniques to open a Day Care. Within two months, I had hired two bookkeepers and two Day Care assistants.*