

6/30/2009
2009 ALLSTATE MINORITY & WOMEN EMERGING ENTREPRENEURS PROGRAM

SCHEDULE OF EVENTS

EVENT	DATE/TIME/LOCATION	TOPIC	Who is Presenting
Kick Off Orientation Event	Wednesday, January 21, 2009 8:30 am – 11:30 am *JEDC Library & AV Room	Orientation & Goal Setting	Tom Ulbrich, Janine Tramont - CEL Donald Hahn – Hahn Sales Training
Skill Building Seminar	Wednesday, February 18, 2009 8:30 am - 11:30 am JEDC AV Room	DiSC Training SWOT Analysis	Courtney Walsh, UB School of Management Tom Ulbrich - CEL
Meet & Greet	Monday, February 23, 2009 5:30-7:00 pm , JEDC Library	Mentor & Protégé Meet & Greet	Tom Ulbrich – CEL Janine Tramont - CEL
Business Development Seminar	Wednesday, March 18, 2009 8:30 am – 11:30 am JEDC AV Room	Mind-mapping \PowerPoint Template	Greg Liberto, Weblearners Tom Ulbrich – CEL
Business Development Seminar	Wednesday, April 15, 2009 8:30 am – 11:30 am JEDC AV Room	Business Plan Writing Networking	Tom Ulbrich, CEL Janine Tramont– CEL Megan Burns-Moran, Buffalo Niagara Partnership
Business Development Seminar	Wednesday, May 13, 2009 8:30 am - 12:00 noon JEDC AV Room	Accessing Capital Panel Discussion	Representatives from the following business organizations: ECIDA, Al Culliton SBA, Frank Sciortino BERC, Michelle Barron M& T Bank, Deborah DiMatteo Megan Burns-Moran, Buffalo Niagara Partnership
Skill Building Seminar	Wednesday, June 17, 2009 8:30 am - 11:30 am JEDC JEDC AV Room	Basic Accounting & Finance	Marion Kopin - Bechtel, Kopin & Company, CPA

EVENT	DATE/TIME/LOCATION	TOPIC(S)	Who is Presenting
Skill Building Seminar	July 15, 2009 8:30 am – 11:30 am JEDC AV Room	Information Technology Marketing Part II	Tony Corigliano - AT Technologies
Skill Building Seminar	Wednesday, August 19, 2009 8:30 am – 11:30 am JEDC AV Room	Human Resources Business Structure	Jeanine Brown Miller – JBM Consulting Tom Palmer – Jaeckle Fleischmann & Mugel, LLP
Skill Building Seminar	Wednesday, September 16, 2009 8:30 am – 11:30 am JEDC AV Room	Presentation Skills Mock Business Presentation Mock judges: Mock Business Presenter:	Lori Miller - Developing Professionals Facilitated & Judged by: Tom Ulbrich – CEL Lori Miller – Developing Professionals Lenny Johnson, L&D Johnson Plumbing & Heating 2008 Allstate MWEE– 3 rd place Protégé of the Year Susanne Kelley – Sienna Environmental Technologies 2007 Allstate MWEE– Protégé of the Year
Business Development Seminar	Wednesday, October 14, 2009 8:30 am – 11:30 am JEDC AV Room	Sales	Don Hahn - Hahn Sales Training
PowerPoint Presentations Due	October 21, 2009 November 2, 2009 November 9, 2009 JEDC AV Room	PowerPoint Presentations – Each Protégé signs up for a ½ hour slot on one of the scheduled days and can also view others presentations	All Protégés in program
MWEE Program Graduation	Wednesday, December 9, 2009 University at Buffalo (North Campus) Center for Tomorrow 5:30 pm – 8:30 pm	Various speakers & Presentation of Program awards and certificates	Tom Ulbrich, CEL Arjang Assad, School of Mgmt. Henry Taylor, UB Urban Studies Annette Winder, Allstate Foundation 2008 Janine Tramont, CEL Julie Waldron, 2008 MWEE Protégé of the Year

Mentoring Sessions (4)	To be determined by protégé and mentors	Deadlines for scheduling Mentoring sessions
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Meeting 1		By April 4, 2009
Meeting 2		By June 13, 2009
Meeting 3		By August 8, 2009
Meeting 4		By October 10, 2009

*JEDC = Jacobs Executive Development Center, 672 Delaware Avenue, Buffalo, NY 14209
716-885-5715. Additional optional events may be added through the program year.
Date(s)/Topic(s) Subject to Change, Networking Events – TBD.