

## A New Day Is Dawning

Maryland is for Entrepreneurs:  
27 Tools and Strategies to Build a More Profitable Business  
Hosted by Congressman Roscoe G. Bartlett  
August 14, 2012

**A Tuition-Free Event of:**



**SBDC** NETWORK  
Maryland Small Business Development Center

**August 14th, Host: Congressman Bartlett**  
Frostburg State University (Frostburg, MD), 9am-12pm

Click the link below for registration.  
[www.mdsbdc.umd.edu/congressionalconferences](http://www.mdsbdc.umd.edu/congressionalconferences)

If you have trouble registering or questions, contact Ruth Wiedeman at [ruth.wiedeman@mail.house.gov](mailto:ruth.wiedeman@mail.house.gov) or (301) 694-3030.

**Hosted By:**



Rep. Roscoe Bartlett  
Subcommittee Chair, Armed  
Services  
Senior Member, Small Business

**Register Today!**

A New Day is Dawning  
for Maryland Small Business

Drive your revenue NOW!!! Each business owner in this grant funded conference will receive tools and strategies that can be implemented with little to no investment. Learn to identify profitable customers and how to systemize your business so it operates without you. This 3 hour conference is specifically designed for owners seeking to build a more profitable business, bridging the gap between frustration and a fruit bearing business.

"The SBDC's strategic growth system not only expedited my business growth, but it also helped solidify creating the life I want. Join me on Inc. Magazine's 5,000 Fastest Growing Companies in America." — Karen Barbour, President, The Barbour Group

Event Speakers:

Andrew Kreinik, SBDC's Senior Growth Advisor and Certified Global Business Professional, has successfully built multi-million dollar businesses domestically and internationally, either as the owner or as a consultant. He has owned businesses in health care, consumer products and B2B internet services and publically speaks on strategic planning, marketing, finance, organizational and export issues.

Ash Shukla struggled as a business owner, coming to America with \$20 and no English. But, he became a millionaire by finding his groove, implementing key marketing, sales and business development strategies. He is the Author of 2 books. "Ash's life story is amazing. He had the audience completely engaged, they left the event with clear steps for their own strategic growth." — Carolyn Zeller, Deputy Director, U.S. Small Business Administration, Baltimore District Office.

Russell C. Teter III, an SBDC regional director and strategic growth consultant, has coached over 13,000 entrepreneurs, becoming a recognized leading provider of business solutions. He has authored many articles / training materials and has received several business awards and accolades from community leaders. Three of the last seven "Maryland Small Business Person of the Year" are clients.



**MARYLAND OF OPPORTUNITY**  
Department of Business &  
Economic Development



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