

# EMPOWERED BUSINESS JOURNAL

A monthly online publication by Thompson Management Consulting, LLC for small business owners and entrepreneurs – January 2020

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## Happy New Year: Welcome to 2020 and A New Decade of Fruitful Expectations

*Austin E. Thompson, Jr.*

**W**elcome to 2020. I trust everyone had a wonderful Christmas holiday. We are grateful to have made it through 2019 successfully and are set to soar in this new year and decade of great promise and expectations. You may have noticed that much of the latter part of last year passed without you receiving the Empowered Business Journal or communication from us. I was involved in a political campaign for Lawrenceville City Council and much of my time was immersed in time-consuming campaign duties and activities. Although the result was not a desirable one, I managed to secure 39.3% of all votes casted, accomplished much in promoting my vision and plans for the City of Lawrenceville, and made many valuable acquaintances. Therefore, we apologize for not being able to get the journal out to you for some time, but we are back and ready to provide the valuable information in each publication you have come to expect.

There will be significant activities in 2020. The Entrepreneurship and Small Business Summit will embark on its 7<sup>th</sup> year, and we look forward to hosting over 100+ members of the small business and entrepreneur community for another successful year on Thursday, May 7, 2020 at Gwinnett Technical College during National Small Business Week. We are in the process of planning, securing workshop facilitators, panelists, keynote speakers, vendors, and sponsors. I wish to thank all our sponsors for helping to make a huge positive impact in last year's event, especially our key sponsors, [Vector Choice Technology Solutions](#) of Atlanta and [Caribbean International Shipping Services](#) in Lithonia. They were our Gold and Silver sponsors, respectively, and we look forward to having them both back in 2020. If you are interested in sponsoring our event, and to be a part of the ESBS success story, please let us know of your interest. In addition, I thank all who signed up to facilitate workshops, and much appreciation to our keynote speakers, Ashley Bell, Southeast Administrator for the SBA, Rich Casanova, Chief Visionary Officer for Pro Business Channel, and Georgia State House Representative, Valencia Stovall (HD-74). Each keynote speaker made a tremendous impact with their respective presentations, and we are grateful for their engagement and meeting with our attendees afterward. Special thanks to Georgia State House Representative, Dar'Shun Kendrick (HD-93) for attending to support her fellow Georgia State House and Small Business Committee member, Rep. Stovall. We extend congratulations to Administrator Ashley Bell on his new role as White House Policy Advisor on Entrepreneurship and Innovation, an appointment by President Donald Trump. It is a magnificent accomplishment to work directly for any U.S. President, and the White House could not have selected a more qualified, capable, and valuable individual for this position. You can read the article featuring Administrator Bell's new position by [CLICKING HERE](#). Much thanks to LeGomier for sponsoring the delicious lunch, and we thank them for being a long-standing partner with the ESBS brand. We also thank everyone who played a major part in making this another successful event, our esteemed attendees, photographer, videographer, graphics designer, Gwinnett Technical College, our volunteers, my Executive Assistant, Mackenzie Stephenson, our healthcare agencies who participated to administer free health screenings,

our health fair coordinator, Ms. Ninette Nicholls, and all others who played a significant part in this event. Congratulations to Donna Britt, the former Busbee International Center Events Manager who retired in December. We will miss Donna for her gracious and professional manner, and taking great care of our event for the past three years. Also, congratulations to Julie McKay, Events Manager of the Georgia Piedmont Technical College Conference Center, who also played an integral role in the planning and execution of our earlier events, when we held them at her facility 2014 - 2016. Julie retired in June. These two ladies were dynamic in their respective roles, and we will miss them, but cherish the memories of working with each.

In addition to planning the ESBS event, we are gearing up for several webinars offered by Thompson Management Consulting, LLC, and partnering with other organizations to host business seminars. We believe there is power in partnerships, and those who attend will receive much valuable information to help grow their businesses. The seminars will focus on specific areas of business development, such as growing revenue with the right social media marketing plan, business planning, managing your cash flow to remain solvent, and much more. We will update you accordingly, but you will find information on our website [www.tmconsultingllc.com](http://www.tmconsultingllc.com). Keep checking for updated information about these events.

On Saturday, May 2, 2020, at the Entrepreneurs Complex (eComplex), we will host our first annual Black Economic Empowerment Summit, which will focus on economic development through entrepreneurship and creative innovation in the African-American communities of Metro Atlanta. Planned topics for discussion include the circular economy, the gig economy, STEM development, how gentrification is impacting our communities, leveraging the \$1.3 trillion purchasing power of the African-American community to build economically viable businesses in our community, building generational and sound financial wealth, and much more. This will be a panel only event with several keynote speakers, but no workshops for this inaugural event. More to come as preliminary planning unfolds.

Finally, from Thompson Management Consulting, LLC, we wish you a very prosperous new year, and one filled with an abundance of health, peace, love, and success for your businesses. Remember that we are here to help you, so please reach out to us. Thank you and let's grow together.

**ESBS 2020**

**May 7, 2020**

Log on to [www.b2bconference.net](http://www.b2bconference.net)

## For Small Business Owners, Alternative Finance is Not a 4-Letter Word

*Tom Briggette, Chief Operating Officer  
Pioneer Capital Group*

Several years ago, I used to watch the HBO series "Entourage," and one season the great actor Martin Landau had a brief role in which he played a character named Bob Ryan. Bob liked to repeatedly use a phrase that went like this; "what if I were to tell you (key point or phrase...), *would that be something you'd be interested in?*"

Well, what if I were to tell you that 95% of small businesses started would never do a million dollars in sales, would that be something you'd like to invest in? Maybe, maybe not. Yet, more than 500,000 brave souls open a small business each month, and roughly the same amount shutter operations at the same rate. And with only 50% of small business starts making it in business for 5 years, you can understand why so many small businesses never reach a million dollars in sales.

So what's the problem? Well, according to the SBA the #1 reason small businesses fail is they lack money. Period end of story. So what's a small business owner to do? How do they increase sales? How do they grow profits? How do they maintain cash flow? How can they personally make more money?

One way is to invest, and I mean to invest in the growth of their business. The big problem is that most small business owners are too busy "working in their business" and not "working on their business," additionally, they are not aware of the financial resources that they can utilize.

Let's review what's available:

- **Banks** – two thirds of small business owners are discouraged from applying for bank credit, yet banks still deliver the lion share of small business loans at the best rates
- **SBA** – majority of small business owners have never contacted their SBA office
- **Personal funds and credit cards** – that's how many started the business, what happens when they run out, or max out?
- **Friends and family** – risky proposition considering that only 5% of businesses will do \$1 million in sales
- **Equity partner/investor** – unless you need a strategic partner to develop your concept or expand your business, why would you give up equity in your company?
- **Alternative finance** – estimates are that alternative finance loans are serving less than 6% of all small business loans, offering tremendous growth opportunity to the small business community

Alternative finance can help a small business owner invest in the growth of their business, so that the business can do more and the owners can earn more. Alternative finance allows business owners to obtain funds fast, no personal collateral required, serves a wide variety of industries and wide range of credit scores. And, according to the biz2credit small business lending index, March 2015, 64% of alternative finance requests were approved!

Additionally, the U.S. Census bureau reports, small business owners have created 2 out of 3 net new jobs for the last 15 years, and those businesses need a reliable financial resource to help fund and grow their companies, and alternative finance is increasingly filling that void.

***Yes, for the prime borrower, a traditional bank lender is going to offer the least expensive product, when it comes to rates, and that is compelling.*** But with 44% of small business owners seeking \$50,000 or less (*Federal Reserve NY fall small business report*), that amount isn't a compelling figure for banks due to high sourcing and underwriting costs.

To determine if alternative finance is right for your business it simply comes down to a question and a math problem.

**Question:** Is there a business opportunity for growth, or a problem that the business needs to solve?

**Math problem:** Is the value to the business worth more than the cost of the money to be paid back with alternative finance?

*It's that simple, so:*

"What if I was to tell you that a so-called expensive alternative financing (as opposed to doing nothing at all) arrangement could help your business grow and make you more money, *would that be something you'd be interested in?*"

***Tom Brigette is Chief Operating Officer of Pioneer Capital Group, a firm which facilitates micro financing and working capital to small businesses. Click [HERE](#) to learn more. He is also a past ESBS speaker.***

## Power Your Legacy

*Saurel Quettan, President*

*Georgia Haitian-American Chamber of Commerce*

As human beings, some of us strive for success in business and life. We want to build a thriving business that sustains us and others while also having it run effectively. We do this with the intention of having it survive us and last for generations to come. What we are really saying is that we want to build and power our legacy. We go throughout our days seeking to create this legacy, yet, for some, we just can't seem to figure out how to do it. When this starts to happen, we tend

to give up, make it mean something about us personally, or begin to think that it's impossible to do.

What if you were given the ways in which this can be accomplished? Would you be willing to take the actions to build the thriving business that will power your legacy for a lifetime?

If you said yes, great! This article is intended to introduce four practices to empower you to build a thriving business that will power your legacy for a lifetime. If you said no, or, not right now, great! You may still want to commit to reading this article to discover what may in fact be hidden from you around starting, running, or growing your business. The article was created with the intention of answering two questions:

1. What is my fundamental barrier to success in business and life?
2. What is my reliable access to creating a thriving business?

As we begin to get present to the practices, you want to start by looking at the first question:

- What is my fundamental barrier to success in business and life?

There is no specific fundamental barrier that is universal to everyone. It is whatever your fundamental barrier is. The fundamental barrier to success one might think is physical. However, oftentimes it's something in your point of view that you say is the truth.

Here is a fundamental barrier example:

"It's my way or the highway". What is being thought is that I'm better than you, I'm smarter than you, and I don't have to listen to you to make this work. You will want to be mindful of how you are being while you are answering that question. This includes your mental state (attitude or state of mind), your emotional state (feelings or emotions), bodily state (body sensations), and your thoughts or thought process. In doing this while answering the question, you will be able to start the process of discovering for yourself that your view about yourself, your life, your work, others, and the world are all reliable indicators of how you are. How you are is a reliable indicator of the actions that you take in any moment in time.

When looking at the fundamental barrier example as mentioned above, I'm being stand-offish, arrogant and righteous. What I'm doing is running the business by myself, not allowing anyone to contribute or help me grow the business, and I'm stopping the growth of myself and the business.

What is your fundamental barrier? Are you beginning to see and discover that you are relating to your view as if it is the truth? Views are constructed in language-either

spoken or unspoken. You have the possibility to alter how you are being when you alter your view.

Now, what you are about to read may surprise some of you. Some of you reading this may even get to see just how much you believe that your view *is* the truth when you read this:

### **YOUR VIEW IS NOT THE TRUTH.**

Consider that this is your fundamental barrier to success in your business and life. Now, let's look at what is meant by that. This leads us to the second question that this article was intended to answer:

- What is my reliable access to creating a thriving business?

Ask yourself the following questions:

- What if my view is not the truth?
- What would it be like if I see that other views are just as valid?

Consider that when you begin to see and discover that your view is not the truth, new views can become possible. The seriousness that you may have around the business begins to lose the grip that it has on you and you become free to create something new. You can then begin to speak a new view into existence that empowers you and causes new actions to arise.

Let's now look at the entrepreneur's mindset. You are the entrepreneur and can now see that you can create a new view. As an entrepreneur, ask yourself the following question:

- How can I be from this view?

You may say something like adventurous, powerful, unstoppable, generous, creative, or something completely different.

Again, looking at the fundamental barrier that was previously mentioned, what I'm now able to see is that I am an individual that is committed to building a legacy. Next, you are going to create a new you which includes how you are as previously mentioned. How you are is your way of being. When you create a new way of being, you get to say who you are when you are being that. Start to speculate and brainstorm new ways of being for the new you. You may be asking yourself how you would do that. You can do this by answering the question: Who am I being?

When using the statement of I am an individual that is committed to building and powering a legacy, who I am now being is humble, a listener and a leader. You may say things like uncomfortable, scared, crazy, unlike yourself, empowered, excited or something completely different. The great thing about how you are

being is that there is no right or wrong answer to the question. It's simply how you are being in that moment. Once you've distinguished that, you can then ask yourself:

- What new actions are possible?

You are now able to take on the entrepreneur's mindset. You are then able to build a thriving business through actions that are consistent with the new you. Your new view creates the new you which gives you the new actions to take.

Again, using the same statement as mentioned previously, some new actions that I can take are to listen to input from my team to have the business run efficiently, grow the business by allowing others to contribute thoughts and ideas about the business, and be a resource for my team.

Some of you may be asking how one would do that on a consistent basis. The answer to that question is that you can make it a lifestyle. Practicing is your access to having it be a sustainable lifestyle. A coach is your access to practicing. They will ask you the questions to guide you and be the person to assist you in continuously practicing this lifestyle. Practicing on a consistent basis is what causes the results and sustainability to show up which in turns creates your legacy.

***Saurel Quettan is President of the [Georgia Haitian-American Chamber of Commerce](#), founder/owner of [QM3 Utility Services](#), and a business growth consultant. Saurel is also a past ESBS speaker, sponsor, and panel moderator.***

## **Managing a Staff in Crisis Mode is Never Good for Business**

*Austin E. Thompson, Jr.*

Managing stress and effective management of staff members is an important function of leadership in a high activity environment. In these environments, workers are multitasking, juggling a plethora of high priority tasks, managing customer relations, responsible for revenue growth, and at the same time, ensuring they can make it through a high stress day without crash and burn. Many of us either worked in such environments or are currently working and managing long arduous hours. Usually, a job description for such positions state *"must be able to work in a fast-paced environment and handle more than one task at a time."* Such a description may cause a candidate to hesitate before applying for the position and deter a qualified candidate who may be worried about the level of stress which comes with the position. Others may not be deterred at all and progress confidently through the application process.

Stress is normal with any job, and some may produce less stress than others, depending on the business model. These are mainly laid-back environments, which at times, can be thrown into frenzied moments during high peak periods of the day or week. Other models may maintain a steady stressful pace, with minimal downtime (i.e. manufacturing, construction, customer service, restaurants/bars, retail, etc.). This is also relevant to anyone in the event planning business, especially on the day/week of the event. As entrepreneurs and owners of small businesses, we may be operating under intense stress to meet constrained deadlines and produce deliverables our clients expect. Attention to detail, achieving the scope of the project, and customer satisfaction drives repeat business and referrals, so we are careful to be attentive to our customer's expectations and meeting the deliverable.

One way which disaster or diminished morale among staff can occur when operating in a stressful environment is to treat everything that may go wrong as a crisis. Managers with very low to no emotional intelligence (EQ) can behave in a way which diminishes the morale or enthusiasm of their staff and create an undesirable environment in which to function effectively. For instance, these type of managers may perceive their workers as not moving fast enough, screaming and pointing fingers when things go awry, make certain unnecessary condescending comments which can be interpreted as insults, falsely claiming that the company will lose business or clients because something was done incorrectly (i.e. "Now look what you've done. We're going to lose this client because of your mistake. You need to pay attention to what you are doing."). Exhibiting high irritable emotions over issues or challenges may interrupt clear and calm thinking to easily resolve your issue with a simple root cause analysis. Operating in crisis mode is never good for business or morale and can easily compromise the confidence of your staff. The walls may seem as if they are closing in on you, but managers who exercise clear thinking and a calm demeanor, while assuring their workers that everything will be fine, are those who drive highly effective and motivated teams. As a manager or leader, you are the one everyone looks to for direction. Therefore, it is always better to think before declaring a crisis. Hence, ringing false alarms from an absence of clear and controlled thinking. It is also wise to think before speaking, so as to be cautious of using the appropriate tone and approach to engage a subordinate. High emotions can get in the way and cause friction between you and your subordinates, at a time when everyone is trying to find a solution to whatever existing problem is causing a major disturbance to the process.

On January 15, 2009, U.S. Airways flight 1549 took off from LaGuardia International Airport in Queens, New York bound for Charlotte, NC. On take-off with 155 passengers on board, the airplane flew into a flock of Canadian geese, blowing out both of its engines. The plane quickly became a glider with no engine power and was bound for a disastrous crash. Under tremendous cool, calm, clear thinking, and with sufficient time to make wise decisions, Sully Sullenberger safely landed the aircraft in the Hudson River, after disregarding attempts to return to LaGuardia or fly to nearby airports. In his mind, yes there was a crisis. With panic, the plane could crash into the George Washington Bridge, crash into the Hudson River, or become terribly uncontrollable in the air and fall immediately to the ground. However, Captain Sullenberger did not resort to behaving erratically at a moment when he had to maintain tremendous resolve and high emotional control to make quick decisions on how to save all 155 passengers on the flight. As a leader, he made the calculable decision to land the aircraft in the Hudson River, which he thought was the best chance for survival and minimal loss of life. After safely landing the plane in the frigid waters of the Hudson river, and guiding everyone safely onto the wings of the aircraft to await rescue, he walked up and down the submerged isle of the fuselage to confirm that every single individual was saved and removed from the plane.

Much can be learned from Captain Sullenberger's experience, and I am certain academic programs are using his experience on flight 1549 as part of their management and leadership training curriculum, in respect to making complex decisions in tough and challenging moments. As a business owner experiencing challenges in your day-to-day operations, you don't have to resort to a state of panic and operate in crisis mode, screaming and yelling or unnecessarily pointing fingers and throwing blame on anyone, when attempting to avert a crisis requires emotional control and clear thinking. Captain Sullenberger assessed the problem. ***Ok, I've lost both my engines (didn't freak out), now what do I do?*** He took a step-by-step approach, which included communicating with LaGuardia's control towers, those of nearby airports, and assessing the situation with his co-pilot, then determined next steps to avert an impending crisis. Small businesses require entrepreneurs who can think like Captain Sullenberger. Assess the issue (perform a root cause analysis), determine what is causing the problem, examine next steps and possible solutions, respectfully communicate all possibilities with your staff (up and down the chain), then take a collective and methodical approach to solving a problem. Operating in crisis mode is never good for business, regardless of your business model and organizational size.

Subordinates may lose respect for a Manager who is incapable of managing stress and his or her emotions.

## Use Social Media Wisely to Grow Your Brand

*Dr. Sinclair Grey III*

I wish people would understand what they put on social media (Facebook, Twitter, Instagram, and LinkedIn) affects their professional career. Let me say it this way – when potential customers/clients are looking at doing business with an entrepreneur, they will research that entrepreneur via social media and decide if that person is good enough to do business with. Is it fair? Is it prejudice? Is it discriminatory? If you think it is, you need to ask yourself the question, would you do business with a person who uses profanity on the internet, shows disgusting and damaging photos of themselves and others, and rants and raves about their relationship issues?

Please don't get me wrong – social media is a nice tool to use if you know how to use it properly. All too often, people use social media for the wrong reasons and because of that, they are left out and denied the opportunities that could be afforded to them. Entrepreneurs must understand how to use social media to market/brand themselves for great things.

Because social media is so easy to use, it's tempting to post something derogatory. Think about it for a moment. When an individual's emotions are running high with anger, hurt, and/or disappointment, social media provides the outlet. You'll have friends who will either empathize or sympathize with you. In addition to that, you'll have those who will even add their own comments to either comfort you or add fuel to the fire. That's why you have to be careful what you post on social media. Remember, once it's written, it will never leave the world wide web, even if you delete the post/comment.

Here are a few suggestions about using social media.

- Never allow your anger to manifest itself on social media. For example, if you're upset with your competitor or customer/client, keep it off social media
- Understand that potential customers/clients are looking at social media
- Your posts/comments are not just within your sphere of friends. It's public
- Ask yourself the question – will this post/comment come back to hurt me in the future?
- How will others view my brand from my posts?

As an entrepreneur, I fully understand the importance of branding oneself as a professional. Unless people see you as a person with character and integrity, they won't do business with you. Please

understand that I am in no way, shape, or form categorizing those who post 'silly' things on social media as people who lack character and integrity. What I am saying is that you have to really think about what you post. Is it something positive? Is it educational? Does it inspire stimulating conversations? And is it informative?

If you plan on staying in business for yourself, make sure your social media presence is professional. I can't tell you how many times deals are won or lost based on what people see on social media sites. You have the power to brand yourself with the right image. The choice is yours to make. If you fail to heed this advice, don't get mad when doors remain closed for you to walk through.

## NOTICE: Expanding Our Service Offering

Recently, I sat down with Nicole Mitchell, Owner of HR Biz Group, to discuss the idea of a fruitful collaboration and effectively leveraging one another to increase the value we both offer to our respective clients. Thompson Management Consulting, LLC is happy to announce the expansion of our human resources services and research in this space for developing various business and strategic planning initiatives. We have added the following HR components to our core service offering:

- Human Resource Operations
- Policy and Procedure Document
- Talent Acquisition/Recruitment
- Employee Relations Management
- Training – Employees and/or Managers
- Process Automation
- Compliance Review
- Human Resources Process Audit/Analysis
- Benefits and Workers Comp Administration

We are constantly optimizing and identifying strategies to increase value for our clients. You can be sure, when engaging our services to grow your business, the best practices will be utilized in the growth strategies we apply to helping you succeed. Kindly view all our services [HERE](#). Thank you.

**Do you need a small business coach?**  
**Do you need a business plan?**  
**Are you ready to launch a marketing campaign?**  
**Need strategy planning?**  
**Contact Thompson Management Consulting, LLC**  
[Info@tmconsultingllc.com](mailto:Info@tmconsultingllc.com)

# THOMPSON MANAGEMENT CONSULTING, LLC – UPCOMING EVENTS



## Thompson Management Consulting, LLC

PRESENTS

### The Black Entrepreneurship Empowerment Summit

In Celebration of National Small Business Week

HOLD THE DATE

Saturday

May 2, 2020

8:00AM - 1:00PM

THE ENTREPRENEURSHIP COMPLEX

3400 W. HOSPITAL AVE.

ATLANTA, GA 30341

www.tmconsultingllc.com/events

THEME: Necessity Is The Mother Of All Invention

### Power Panel To Include The Following Topics

- The U.S. \$1.3 Trillion Black Spending Power
- Relationship Between The Business Owner And Consumer
- The Circular Economy
- Customer Service And Care
- The Gig Economy
- And Much More
- How To Be A Disruptor
- 
- The Mindset Shift
- 
- Gentrification
-

Special Presentation and Discussion on the

100 Year Anniversary of the Greenwood massacre and destruction of Black Wall Street

Attendee registration \$20.00 Online only  
No payment accepted onsite  
Must present payment confirmation to enter  
Register at [www.tmconsultingllc.com/events](http://www.tmconsultingllc.com/events)

Networking Opportunities

SHOWCASE YOUR BUSINESS

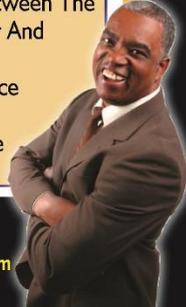
VENDOR OPPORTUNITIES AVAILABLE

\$100.00

(\$50 deposit due by 2/15/2020  
Balance due on 04/01/2020)

TABLE AND 2 CHAIRS INCLUDED

For vendor registration  
[www.tmconsultingllc.com/events](http://www.tmconsultingllc.com/events)  
Refreshments provided by Rapid Gourmet



Sponsorship opportunities available. Be a valued partner.

For more information, contact Austin Thompson at (404) 587-3949 or [austin@tmconsultingllc.com](mailto:austin@tmconsultingllc.com)



## 7TH ANNUAL ENTREPRENEURSHIP & SMALL BUSINESS SUMMIT

Fulfilling Entrepreneurship Greatness

"In Celebration of National Small Business Week"

HOLD THE DATE

Thursday, May 7, 2020

7:30 AM - 4:00 PM



Gwinnett Technical College | The Busbee International Center  
Building 700 • 5150 Sugarloaf Parkway • Lawrenceville, GA 30043

CALL FOR VENDORS:

\$175.00 per Exhibitor (\$100 deposit due by February 15, 2020 and balance due by April 20, 2020)

Vendors on a first come, first serve arrangement

Register at [www.b2bconference.net](http://www.b2bconference.net) - Registration (Exhibitor)

FOR EVENT INFORMATION:

Austin Thompson at (404) 587-3949  
[austin@tmconsultingllc.com](mailto:austin@tmconsultingllc.com)

Mackenzie Stephenson at (404) 240-3432  
[mackenzie@tmconsultingllc.com](mailto:mackenzie@tmconsultingllc.com)

REGISTRATION COST:

General Admission \$25.00

Breakfast and Full Buffet Lunch Included in Registration Cost

Register at [www.b2bconference.net](http://www.b2bconference.net) - Registration (Attendee)

RAFFLE PRIZES AWARDED

[www.b2bconference.net](http://www.b2bconference.net)

## UPCOMING BUSINESS EVENTS – FRIENDS OF TMC



Presented by

**GIOVANNI GONZALEZ**   **SAUREL JOETTAN**

**From Employee To Successful Entrepreneur; A Painful & Rewarding Transition.**

**FREE EVENT**

**THE WINNING LOTTERY TICKET**

[CLICK HERE](#) for all event details and registration



**CF**  
CIRCLE OF FIRMS

3rd ANNUAL  
**ENTREPRENEUR**  
CELEBRATION!

**WE ARE CELEBRATING YOUR BUSINESS BIRTHDAY!**

**EVENT DETAILS:**  
Did you celebrate your Business Birthday/Anniversary last year? Up to 90% of owners didn't. YOU SHOULD HAVE!!! Business is tough and should be celebrated every year your business survives. This year, Circle of Firms is throwing you a Business Birthday Party.

Food, Drinks, Gifts, and of course, CAKE!

**REGISTER: [www.BizBDay.com](http://www.BizBDay.com)**

PRESENTED BY:

**ProNetworker**  
Your Source For Business Networking

DATE:  
**WEDNESDAY JANUARY 15 2020**

TIME: 5:30PM - 8 PM

LOCATION:  
**ATLANTIC STATION  
OLD ZGALLERIE SPACE  
(NEXT TO PUBLIX)**

For sponsorship, exhibitor, & partnership information, please call 678.637.9406.

[CLICK HERE](#) for all event details and registration



# GOVERNMENT CONTRACTORS ASSOCIATION

EDUCATE, FACILITATE, ADVOCATE

[CLICK HERE](#) for upcoming events information and registration

STATE REPRESENTATIVE  
WILLIAM BODDIE

## 2ND ANNUAL SMALL BUSINESS SUMMIT

HOSTED BY  
STATE REP. WILLIAM BODDIE  
HOUSE DEMOCRATIC WHIP  
HOUSE DISTRICT 62

Location:  
Douglasville Conference Center  
6700 Church Street  
Douglasville, GA 30134

Host Community Partners: 2020

Free Entry

**JAN 25<sup>TH</sup>**  
Time:  
10AM - 2PM  
SATURDAY

Douglas County  
Government  
City of Douglasville  
Government

voteboddie62.com

COMCAST  
BUSINESS

BEYOND FAST

**GREATER ATLANTA**



**TUESDAY Jan 28, 2020**  
**4:00 PM - 8:30 PM**

**INNOVATIVE**  
**ENTREPRENEURIAL**  
**IDENTIFIABLE**

**Cobb Civic Center**  
**548 South Marietta Parkway SE**  
**Marietta, GA 30060**

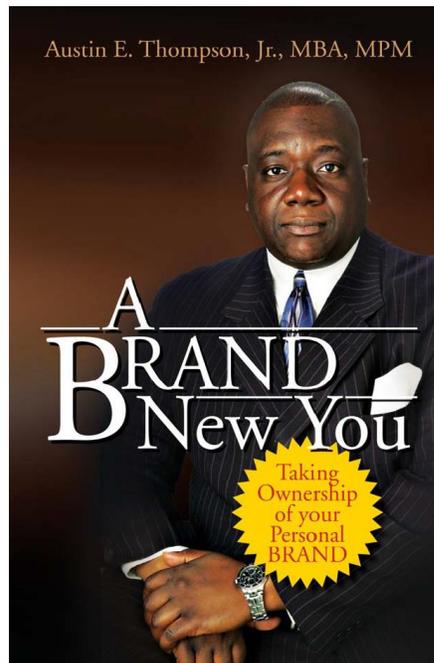
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# Business Classifieds

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## *About Thompson Management Consulting, LLC*

Thompson Management Consulting, LLC works with small business owners and entrepreneurs who are primarily in the 0 – 5 year range of the business lifecycle, those in the seed and start-up to expansion phases. We assist with business plan writing, marketing, industry and economic research, feasibility studies, project management, financial and budget analysis, business event planning, and business training. Thompson Management Consulting, LLC produces an Annual Entrepreneurship and Small Business Summit in celebration of National Small Business Week, and formerly hosted a monthly radio program, The Entrepreneurship and Business Empowerment Hour on WATB 1420AM. We are A+ accredited by the Better Business Bureau, and hold memberships in the Gwinnet Chamber of Commerce and Georgia Hispanic Chamber of Commerce. Additional information can be found at <https://tmconsultingllc.com/about.php>.

