

# ***Carolina Encouragement Center***

## ***Business Skills Seminars Fact Sheet***

**Background:** Carolina Encouragement Center is a non-profit organization devoted to imparting the skills necessary to run a successful business to small, women-owned, and minority-owned business owners. The training is accomplished through a series of ten seminars a year.

**Seminar frequency:** The seminars are held once a month, usually on the fourth Thursday of February, March, April, May, June, July, August, September, and October.

**Seminar hours:** Each seminar runs from 8:30 AM until 4:30 PM. The general format of the seminar follows:

Registration, Welcome, Prayer, Networking and Morning snack (30 minutes)

Instructional Block (45 minutes 15 break)

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Lunch (not included in seminar – 1 hour)

Instructional block (45 minutes 15 break)

Instructional block (45 minutes 15 break)

Break and Class Picture (30 minutes)

Critique of Seminar, Reading of Solicitations, Certificate Distribution (1 hour)

Prayer

**What the attendee gets from the seminar:** In addition to excellent business instruction the attendee has opportunities to receive open solicitations on which he/she can bid to win contracts, certification packages, color class photo and refreshments. They are all afforded the an important opportunity network with other business owners/corporate buyers in the service, construction, retail and manufacturing industry.

We train approximately 820 small business and start ups. More than 8 million dollars have been awarded based on CEC business training seminars. We are endorsed by Columbia Metropolitan Airport, ATT, Palmetto Health, Allstate, Panorama Newspaper, Capital Commission, Greater Columbia Chamber of Commerce and others. Our Director, Mr. Gary Washington has trained Clemson University and Benedict Professors, Taught SCORE representatives, State Procurement Directors, Corporate, Private, Non-Profit organizations,

FBLA (Future Business Leaders of America) and Junior Achievement Students. The CEC also help to sponsor Diva International, Daybreak, Feed the Children and Muscular Dystrophy.

**Seminar location:** Statewide (Seminar Subjects and locations are on our website: [www.carolinaencouragement.org](http://www.carolinaencouragement.org)). The CEC Headquarter is 1815 Gervais Street, Columbia SC 29201 located on Gervais Street between Gregg and Barnwell Streets.

**Seminar cost:** Each seminar cost is normally 155 dollars. However, our Collaborators have helped to offset the cost. The seminar cost is **\$87 per person** registration preferably paid in advance but may be paid at the door provided seating is available. Credit cards, business checks, cash and purchase orders are accepted.

**Seminar instructor:** Mr. Gary Washington has over twenty five years of experience in developing businesses and procurement. He has written a book which is soon to be published named "***Just Business***"

**Registration or questions:** Contact Ed Judice at 803-931-8881 or via email at [gawcpi4@att.net](mailto:gawcpi4@att.net)

