



Celebrating 30 Years of Small Business Success

May 27, 2014

With the short week due to the Memorial Day Holiday and since the members of the Illinois SBDC Network will be coming together this week for the Illinois Entrepreneurship and Small Business Growth Association's Annual Professional Development Conference on May 28-30, with pre-conference modules this afternoon, at Illinois State University, today's Weekly Connection e-mail is very brief.

In Today's Weekly Connection:

- ✚ **IESBGA Conference for the Illinois SBDC Network**
- ✚ **Program Success of the Week – Media Link**
- ✚ **Resource of the Week – Wholesale 101**
- ✚ **Neoserra/WebCATS Update – Neoserra Training at IESBGA**
- ✚ **Moves and News – Chicago City Treasurer's Business Plan Competition**
- ✚ **America's SBDC Network Connect**

IESBGA Conference for the Illinois SBDC Network

We are looking forward to seeing the members of the Illinois SBDC Network this week when we come together for the Illinois Entrepreneurship and Small Business Growth Association's Annual Profession Development Conference on May 28-30, at Illinois State University. A copy of the program booklet is attached. See you in Normal!

Program Success of the Week – Media Link

Media Link, a client at the Illinois Procurement and Technical Assistance Center (IL PTAC) at Black Hawk Community College, recently won the Quad City Chamber of Commerce Small Business Excellence Award in the under 50 employee group. Natalie Linville-Mass owns this WOSB, DBE SDB and has been meeting with Vicky Miller at the Black Hawk College IL PTAC for several years to learn how to successfully engage in government contracting opportunities. Media Link is a full service advertising agency that develops unique media buying software for clients. Ms. Linville-Mass said she could not have succeeded without Vicky's help and assistance. Last year, Ms. Linville-Mass was also the recipient of The 2013 IL Small Business of The Year Award for Vicky's Annual NDIA SB Government Contracting Symposium in the Quad Cities.

Resource of the Week – Wholesale 101

Wholesale 101: A Guide to Product Sourcing for Entrepreneurs and Small Business Owners - Authored by Jason Prescott, who is the CEO of TopTenWholesale.com and Manufacturer.com. You'll quickly gain inside tribal knowledge to one of the hardest businesses in the world to crack. Whether you are trying to make a decision to enter into the wholesale market through drop shipping, importing or manufacturing, Wholesale 101

will give you hands on tested methods, trade shows, communication tactics and tips that will save you an infinite amount of time and money.

See more at: <http://www.toptenwholesale.com/wholesale-101#sthash.vCeN33NM.dpuf>

Neoserra/WebCATS Update – Neoserra Training at IESBGA

Collete Williams from Outreach Systems will provide 3 trainings at IESBGA. See below for the schedule.

Wednesday 5/28	2:00 – 3:30 PM:	Writing Winning BidMatch profiles
Wednesday 5/28/14	4:00 - 5:30 PM:	Transitioning from WebCATS to Neoserra
Thursday 5/29/14	9:00 – 10:30 AM	Neoserra Filtering & Reporting

Moves and News – Chicago City Treasurer’s Business Plan Competition 2014

Win a share of \$30,000 in prize money for your business! Enter the 2014 Chicago City Treasurer's Business Plan Competition

Submissions Due - Monday June 23, 2014 by 5 PM

For details on how to submit your business idea, visit the 2014 Chicago City Treasurer's Business Plan Competition [Online Submission Portal](#).

<https://app.pitchburner.com/s1/site//chicagotbpc>

At the Online Submission Portal, scroll down to the "Downloads" to access several documents that explain the competition, including the "Template for Competition Submission Form." To actually access the Online Competition Submission Form, click one of the blue buttons on the Portal, to the right of the screen.

Help is available!

The staff of the Illinois Small Business Development Center/Duman Entrepreneurship Center at JVS are available on a first come/first served basis to review your Online Submission and provide feedback. To schedule a FREE one-on-one consultation, contact

855-INFO-JVS
(855-463-6587)
info@jvschicago.org

America’s SBDC Network Connect

Please [CLICK HERE](#) to see the May 22, 2014 edition of [America’s SBDC Network Connect newsletter](#).

=====

The **WEEKLY CONNECTION** is distributed by the Illinois SBDC and DCEO Office of Entrepreneurship, Innovation & Technology each Monday to members of the DCEO Illinois SBDC Network to provide the service delivery partners with regular updates on small business issues, opportunities and resources. You may send any information to share with the Illinois SBDC Network to Tom.Becker@illinois.gov. Please feel free to forward this update to other interested resource providers and key stakeholders.

=====



Celebrating 30 Years of Small Business Success

