

# REGISTRATION FORM

Please Print

Name \_\_\_\_\_  
 Position \_\_\_\_\_  
 Organization \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_ Zip \_\_\_\_\_  
 Telephone \_\_\_\_\_  
 Fax \_\_\_\_\_  
 Email \_\_\_\_\_

Complete this form and mail with check payable to:  
 Georgia Micro Enterprise Network  
 3695-F Cascade Road  
 PMB #215  
 Atlanta, GA 30331

Conference Hotel  
 Fairfield Inn Atlanta Downtown  
 Call (800) 228-2800 by May 19th to reserve  
 your room. Be sure to mention GMEN to  
 receive the conference rate (\$99).

Contact Information  
 P. C. Williams ■ Tel: 678.296.1059

Conference Registration

- |                                     |                               |                               |
|-------------------------------------|-------------------------------|-------------------------------|
| <input type="checkbox"/> Member     | (Before May 10th) \$ 75 _____ | (After May 10th) \$ 150 _____ |
| <input type="checkbox"/> Non-Member | \$ 150 _____                  | \$ 175 _____                  |

Exhibitor Registration

- |   |              |              |
|---|--------------|--------------|
| <input type="checkbox"/> Microentrepreneur Fair<br><i>Include your graduates as exhibitors<br/>to highlight success stories.</i>  | \$ 25 _____  | \$ 30 _____  |
| <input type="checkbox"/> Program Exhibits<br><i>Highlights your program to funders<br/>and potential clients.</i>   | \$ 50 _____  | \$ 75 _____  |
| <input type="checkbox"/> Vendor Exhibits<br><i>Do you sell products or services to<br/>microenterprise programs or entrepreneurs?<br/>If so, exhibit to your client base.</i> | \$ 100 _____ | \$ 150 _____ |
| Total:  | _____        | _____        |



3695-F Cascade Road  
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# GMEN Georgia Micro Enterprise Network

**2005 ANNUAL CONFERENCE**  
**MICROENTERPRISE: FROM**  
**SELF-SUFFICIENCY TO PROSPERITY**

## REGISTRATION



**Thursday**  
**June 9, 2005**

**6:00 pm**

**Annual Membership Meeting**

**7:00 pm – 9:00 pm**

**Reception**



**Friday**  
**June 10, 2005**

**8:30 am – 5:00 pm**

**Conference**



**Charles Loudermilk**  
**Conference Center**  
**40 Courtland Street**  
**Atlanta, GA 30303**

## CONFERENCE SCHEDULE

### THURSDAY, JUNE 9TH

- 6:00 p.m. Annual Membership Meeting
- Bylaw Changes
  - Board Elections
- 7:00 p.m. Reception
- Keynote Address
  - Awards

### FRIDAY, JUNE 10TH

- 8:00 a.m. Registration
- 8:30 a.m. Opening Session - Keynote Address
- 9:00 a.m. Workshop A
- 9:00 a.m. Business Plan Competition
- 10:45 a.m. Workshop B
- 12:15 p.m. Luncheon - Keynote Address
- 1:30 p.m. Workshop C
- 3:00 p.m. Business Plan Competition Results
- 4:00 p.m. Closing Session

## BUSINESS PLAN COMPETITION

See details at [www.georgiamicroenterprise.org](http://www.georgiamicroenterprise.org)

### WHO SHOULD ATTEND?

- Microenterprise development programs (MEDPs) providing training, technical assistance, or access to capital to microentrepreneurs
- Advocates and supporters of microenterprise development
- Local and state government officials
- Local financial institutions
- Microentrepreneurs

MICROENTERPRISE WORKSHOPS!

## WORKSHOP TOPICS

### TRAINING-LED PROGRAMS

	Track One New Programs (< 3 years)	Track Two Established Programs (> 3 years)
A	<p><b>Effective Partnerships</b></p> <p>In order to reduce expenses and increase capacity of services, programs should partner with other community organizations for client services.</p>	<p><b>Funding Sources: Banks</b></p> <p>A primary source of funds for microenterprise development programs are local banks' CRA activity.</p>
B	<p><b>Training Curriculum</b></p> <p>There are a number of well developed commercial training programs focused on microenterprise business development. Programs do not need to redevelop microenterprise training. This session will highlight the Kauffman, NxLevel, and Core Four programs.</p>	<p><b>Funding Sources: Social Entrepreneurship</b></p> <p>A new phenomenon in the microenterprise industry is programs starting for-profit businesses to fund their non-profit activities. National best practices will be highlighted.</p>
C	<p><b>Technical Assistance Services</b></p> <p>Beyond training many programs offer post graduate services to support the growth of microenterprises. This includes internet marketing support, mentoring programs, and business services referrals.</p>	<p><b>Standards &amp; Certification</b></p> <p>As the microenterprise industry matures, criteria are needed to professionalize the industry. The national microenterprise organization, Association for Enterprise Opportunity (AEO), is developing criteria for program certification.</p>

### CREDIT-LED PROGRAMS

### ENTREPRENEURS

	Track Three	Track Four
A	<p><b>Capitalization Resources</b></p> <p>Georgia micro loan funds have provided over \$5M in capital to micro business. Learn about some funding sources for loan fund capitalization.</p>	<p><b>Access to Markets: Tourism, Childcare &amp; Food Services</b></p> <p>Some core industry segments for micro entrepreneurs are tourism, childcare &amp; food services. Learn best practices from industry experts to reach your market.</p>
B	<p><b>Collections Best Practices</b></p> <p>Micro loan funds are revolving loan funds. Learn about how to keep the capital circulating for making more loans.</p>	<p><b>Access to Markets: Retail &amp; Construction</b></p> <p>Some core industry segments for micro entrepreneurs are retail &amp; construction. Learn best practices from industry experts to reach your market.</p>
C	<p><b>Technical Assistance Partnerships</b></p> <p>Loan repayment increases with technical assistance. Learn about innovative partnerships with training-led programs, community colleges and others.</p>	<p><b>Small Business Administration</b></p> <p>Representatives from the SBA will discuss how to do business with the federal government and federal vendor certification programs.</p>