All classes are held in-person from 6:00pm until 8:30pm at the Bremerton KCR office at 845 8th Street.

<table>
<thead>
<tr>
<th>Date</th>
<th>Section</th>
<th>Class Topic</th>
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<tbody>
<tr>
<td>1 10/26/2021</td>
<td>Getting Started</td>
<td>Your Personal Financial Plan and Visualizing Your Business Dream</td>
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<tr>
<td>2 11/2/2021</td>
<td>Marketing</td>
<td>Defining Your Business</td>
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</table>
| 3 11/9/2021  | Marketing  | Branding & Marketing
  - Defining your ideal client;
  - Finding your ideal client. |
| 4 11/16/2021 | Sales     | Creating a Sales Plan
  - Communicating through the sales cycle
  - Creating an elevator speech |
| 5 11/23/2021 | Financials | Know Your Numbers, Part 1:
  - Sales costs, profit
  - Per unit pricing
  - Expenses |
| 6 11/30/2021 | Financials | Know Your Numbers, Part 2:
  - Cash flow
  - Break even
  - Profit & Loss statement |
| 7 12/7/2021  | Operations | Legal, Taxes and Licensing
  - Choice of Legal Entity
  - Business Licenses
  - Taxes and Insurance |
| 8 12/14/2021 | Operations | Business Success Systems
  - Getting and staying organized
  - Bookkeeping systems |
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<th>• Goals and Time Management</th>
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