

# Smart Start Workshop



## Capital Sources for Emerging Small Business

**What:** Presented by Jeff Jentgen, of Fostrian Business Capital Corp., the workshop is sponsored by the NWI Small Business Development Center and the Hammond INnovation Center.

**When:** 7:30 to 9 a.m. Thursday, March 18

**Where:** Hammond INnovation Center, 5209 Hohman Avenue

**Fee:** \$20, including breakfast

**Registration:** Reservations and pre-payment required.  
Call 219-750-1200 or email [innovate@calumet.purdue.edu](mailto:innovate@calumet.purdue.edu)

[Register online](#)

Workshop breakdown

Participants can expect to learn:

- Overview of the lending industry from a small business perspective
- What is factoring
- How to find a good factoring company
- Real-world factoring success stories

The NWI SBDC offers free assistance for entrepreneurs starting or expanding their businesses. Through one-on-one consulting, the NWI SBDC helps guide small businesses toward their goals by offering referrals, workshops, training opportunities and other essential business tools.

It is funded in part through a cooperative agreement with the Small Business Administration, the State of Indiana and other local partners.



The Hammond INnovation Center is a technology business incubator, a joint development of the City of Hammond and Purdue University Calumet. The center's mission is to help foster the growth and success of technology-based start-up companies in Northwest Indiana and accelerate their path to financial viability.

