

Farm & Equine Business Services, LLC presents



Delmarva Equine Seminar

“Business & Legal Tips for Equine Businesses”

LAW OFFICE OF
KATHLEEN JP TABOR, LLC



Date: February 4, 2012

Location: University of Maryland - Eastern Shore

Time: 9:00 am—2:30 pm

Are you looking to start a new equine business?

Are you thinking about diversifying or growing your current one?

Come to UMES to hear equine experts share with you action items for that next step.

Session 1: “Exploring & Creating a New Equine Business: The First Steps”

Presenters: Pam Saul and Kathleen Tabor

- Hobby or Business? - Selecting the Type of Business Entity
- Operational Documents for an Equine Business
- Best Business Practices (Setting up your “Business Team”)
- Business Plans: Financial and Goal Setting
- Bookkeeping 101– How to Set Up Your System
- Necessary Financial Records
- Customizing Contracts - What You Need To Know
- Q & A

Session 2: “Marketing Your Business

Monthly”

Presenter: Tracey Snyder, Owner/Publisher of “The Horse Force

- How to Promote Your Services and Products
- Best Methods for Marketing Your Business
- Evaluating Marketing Methods
- Q & A

Session 3: “Taking The Next Step: Guidelines for Established Businesses”

Presenters: Pam Saul and Kathleen Tabor

- Employment Issues - (I.C. or Employee?)
- Business Plan Evaluations
- How to Survive an Audit
- Making Your Books Work For You
- Financial Software Selection
- Bookkeeping Procedures
- Customized Contracts and Liability Issues



Participants receive a free copy of the Maryland Equine Law book \$20 value!

For Additional Information, go to www.farmandequinebusiness.com

Questions? Call Pam Saul at 301-520-3937 or email: pam@farmandequinebusiness.com

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