



**1. Barb's Background – Find Common Ground!**



**2. Downsized And Dreaming**



**3. Why Becoming An Entrepreneur During Your Job Search Makes Cents?**



**4. Transitioning From Steady Pay To Steady Say**



**5. First Steps (Dip Your Toe In The Water)**



**6. Defining Moment**

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***Authored & Prepared by:***

**Barb Girson**  
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**Owner, My Sales Tactics™**  
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**7. Three C's**



**8. Keep Your Start Up Costs Low**



**9. Key Component Of Your Start Up Business Plan**



**10. Keep Your Income Rising**



**11. Lessons Learned**



**12. 3 Common Challenges For Entrepreneurs**



**13. 3 Critical Skills:**

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**TO SIGN UP: 'Sales Strategies That STICK' F\*ree Ezine, Updates & Tips:**

<http://tinyurl.com/Barb-snewsletter>

*Example of one of my upcoming programs:*

*(Please forward to anyone whom you feel might benefit from the training.) Bonus for YOU: Receive \$50 for each referral that registers and submits your name as referred by:*

*Please send me your name, email & phone # if you are willing to promote this program.*

### **Interested in Discovering Your Inner Entrepreneur?**

Barb Girson, Owner of My Sales Tactics™, is teaming up with Jewish Family Services (JFS), Like Minded Moms (a networking organization to help moms promote their businesses) and Sciota Ridge Job Networking Group (SRJNG) to extend her 4 week live program, "Discover Your Inner Entrepreneur™"(DYIE), to the community. Attend, Explore & Determine if being an Empowered, Enterprising Entrepreneur is for YOU! Barb has been a successful multi-million dollar business entrepreneur for 12 years and has a decade of senior management corporate experience.

Despite the highs and lows of the economic currents, your future belongs to YOU. Now is the time to consider starting your own business. Barb Girson brings you a training program to help you evaluate your marketable skills, be self sufficient and build confidence. Go outside your comfort zone. We all have a passion, so turn that passion into a business in which you control - not someone else.

JFS and SRJNG have already had participants in this program and they have found it to be extremely valuable in both their job search and entrepreneurial ventures. DYIE Participants are eligible to receive discounted and free legal, marketing & coaching services to help them launch a business. Additional details and guest speakers during the program at: [www.MySalesTactics.com/entrepreneur](http://www.MySalesTactics.com/entrepreneur)

Register by Thurs. Sept. 30 for Early Bird Savings. **Referred by: LHH**

Have questions? Email [Barb@MySalesTactics.com](mailto:Barb@MySalesTactics.com). Provide your name, email address, & phone number. Use subject line: Discover Your Inner Entrepreneur™

NOTE: Barb Girson profiled in the article "Laid Off and Loving It" in The Columbus Dispatch on August 9, 2009, will be speaking at the following local venues in Sept:

**JFS, Weds. Sept 23, 10:00 AM**, Attend and hear Barb share ..."Why Becoming An Entrepreneur During Your Job Search Makes Cents! & Plus Her Insider Entrepreneurial Tips!" Jewish Family Services, 1070 College Avenue, Columbus, OH 43209, (614) 559-0161

**SRJNG, Weds. Sept. 23, 6:30 PM**, Attend & hear Barb share "Why Becoming An Entrepreneur During Your Job Search Makes Cents!", Scioto Ridge United Methodist Church, 4343 Dublin Road, Hilliard 43026, at 6:30 PM.

Attend, get some entrepreneurial insights and meet Barb! **Please forward this info to anyone who will benefit!**

#### **Link to the Dispatch article:**

[http://www.columbusdispatch.com/live/content/business/stories/2009/08/09/Laidoff\\_and\\_Loving\\_It.ART\\_ART\\_08-09-09\\_D1\\_HLEMHMN.html?sid=101](http://www.columbusdispatch.com/live/content/business/stories/2009/08/09/Laidoff_and_Loving_It.ART_ART_08-09-09_D1_HLEMHMN.html?sid=101)

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