



# Create Target Prospect Lists for Free

Spend a little time with us and take back a list of prospects to call and mail. We will use Reference USA to research and build multiple lists fitting your business and targeting potential clients or customers. All you need is a NJ library card.

Once research is completed, you will download and save your prospect lists to start marketing to as soon as the workshop is over! With the skills learned, you may discover new revenue pools whenever you need them.

**INSTRUCTOR: LORRAINE ALLEN**

Middlesex Business Woman of the Year

SBA Excellence in Innovation Award Recipient

## DATES

**January 28**

9:00-11:30 AM

Mercer County

**March 4**

9:00-11:30 AM

Middlesex County

**May 12**

9:00-11:30 AM

Mercer County

**FEE - \$39**

**ROI - Limitless**

## TO REGISTER

Online at

[www.sbdcnj.com](http://www.sbdcnj.com)

or call 609-771-2947



The NJSBDC network ([www.njsbdc.com](http://www.njsbdc.com)) is the premier provider of comprehensive services and programs for small business in New Jersey. The organization, which consists of 11 centers statewide, helps businesses expand their operations, manage their growth or start ventures. The New Jersey Small Business Development Centers (SBDC) network is partially funded by the U.S. Small Business Administration, the State of New Jersey and The College of New Jersey. SBA's funding is not an endorsement of any products, opinions, or services. All SBA funded programs are extended to the public on a nondiscriminatory basis. Reasonable accommodations for persons with disabilities will be made, if requested at least two weeks in advance by contacting 609.771.2947.



