



**Survey: Seminar Topics**  
**January 2008**  
**Number of responses: 197**

**What business education seminars would you be interested in attending?**

	<b>Count</b>	<b>Rank</b>
Business Valuation _____	41	15
Increasing Sales _____	71	2
Improving Marketing _____	81	1
ISO Certification _____	11	29
Reducing Operating Costs _____	36	16
Reducing Tax Payments _____	31	17
Website Design _____	43	10
Hiring Practices _____	49	8
Employee Retention _____	51	7
Performance Management _____	49	8
Employee Compensation _____	41	14
Time Management _____	57	5
Effective Communications _____	60	4
Energy Planning for Business _____	18	26
Understanding WSIB _____	31	17
Management & Leadership Skills _____	62	3
Managing Workplace Stress _____	42	12
Improving Customer Service _____	54	6
Self Development _____	42	12
Promoting Workplace Wellness _____	30	19
Accounting for Small Business _____	24	22
Writing Effective RFPs _____	22	25
Business & Strategic Planning _____	43	10
Alternative Solutions to WSIB _____	24	22
Business Scorecards _____	23	24
Designing Your Benefits Plan _____	26	21
Out-of-Country Health Benefits _____	16	27
Improving the Environment _____	29	20
Other _____	13	28

**Other: Seminar Topics:**

- Electronic security
- Procedures for selling a business
- Organizational design
- Ways local businesses can positively contribute back to their communities
- Microsoft Excel and PowerPoint
- How to deal with Union & obtain training re: law vs. union power
- Business ethics
- Adapting to roles as small business experience growth
- Hiring employees who live locally
- Testimonials about new small business success stories
- Annual tax changes. Corporate, personal, ideas and plans.
- Lean
- Selling out of Canada on the Internet re: taxes, shipping, comply with sales taxes and getting goods across the border most effectively
- At age 75 I am over most of these topics