

CHATHAM UNIVERSITY
**CENTER FOR WOMEN'S
 ENTREPRENEURSHIP**
 Women's Business Center

Business Planning and Capital Readiness Program Syllabus – Fall 2023

Week 1 September 25	Week 2 October 2	Week 3 October 9	Week 4 October 16	Week 5 October 23	Week 6 October 30
In-Person* 6:00-8:00PM	Online 6:00-8:00PM	In-Person* 6:00-8:00PM	Online 6:00-8:00PM	Online 6:00-8:00PM	In-Person* 5:30-8:00PM
Capital Readiness	Banker's Babble	The Business Plan	Brainstorming	Financial Projections	Pitch & Next Steps
Personal Financial Statements & Supporting Documents What, and why, specific documents are needed The 5 Cs of Credit Credit Presentation	Understanding the Lending Application and Approval Process. Lending Terms & Considerations Lender Presentation	Outline of the Business Plan Industry & Market Reports Source & Use of Funds	A deep dive into each section of the Business Plan Defining & targeting your customer	Preparing Financial Projections Breakeven Analysis Cost of Goods Sold Perfecting Your Pitch	Pitch Presentations Completing the Business Plan Q & A

*In-Person Classes will be held at Chatham's Eastside, [6585 Penn Ave, Pittsburgh, PA 15206](https://www.chatham.edu/location/6585-penn-ave-pittsburgh-pa-15206)