

# PREPARING FOR YOUR BUSINESS DEBUT: FROM IDEA TO OPENING DAY

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Transforming your business idea into reality takes time—months to years, in fact. As you complete the paperwork and approach your grand opening day, ensuring your community knows about your new venture is crucial. Congratulations on reaching this milestone! Creating a good marketing strategy for the big day will draw attention and pique curiosity. Who knows? You might have a full house on your very first day! Consider hosting a ribbon cutting as part of your marketing strategy. This time-honored tradition, dating back to 1898, serves as both a celebration and a publicity tool. Your business could be just what our community needs, so spreading the word is key to garnering local support.

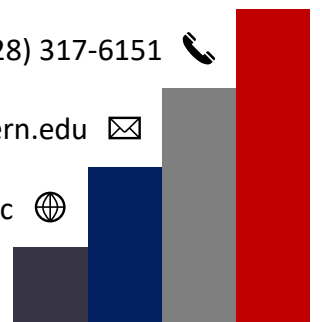
Whether you're opening your business for the first time, launching a new location, or celebrating an anniversary, here are some key considerations:

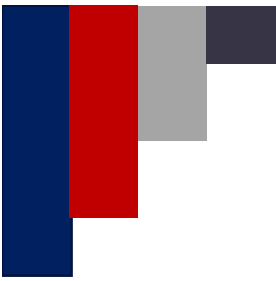
- Scale of Celebration:
  - o Decide the size of your ceremony.
  - o Consider how many guests to invite and your budget for the event.
  - o Engage your community with effective advertisements and necessary marketing leading up to the big day.
- Utilizing Resources:

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- o Contact the Small Business Development Center, who can help you develop a marketing strategy and provide you contact information for community leadership.
- o Create an invitation to the event and share on Social Media to spread the word.
- o Reach out to local media outlets like the newspaper, news stations, and local radio stations for event exposure.
- o If you're a member, you can take advantage of the ribbon cutting services offered by the Yuma Chamber of Commerce or Visit Yuma, tailored to suit various budgets and needs.
- o Post your event on various community calendars. If you're an aspiring entrepreneur wondering how to begin, now is the perfect time to start.

Even small progress is progress. Here are some first steps:

- **Entrepreneurial Overview:** Attend the Small Business Development Center's (SBDC) Youth Entrepreneurial Skills Workshop, a free, interactive session. It's designed for all ages interested in business ventures and entrepreneurialism to get introduced to what it means to own a business.
- **Business Planning:** Start working on your business plan using online resources and local library materials. SBDC offers no-cost counseling to assist you through every step of the entrepreneurial journey, including developing marketing strategies for your opening day, assistance in business planning, licensing, and much more. SBDC even provides "Ribbon cutting" scissors and classroom space for the event if your business is home-based.

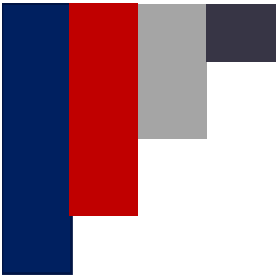
For more information on how SBDC can support your entrepreneurial dreams at no cost, upcoming workshops, and more, contact us at (928) 317-6151 or follow us on Instagram @SBDCAWC or Facebook "Small Business Development Center at Arizona Western College." Mayra Franquez Business Counselor, Arizona Western College Small Business Development Center

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Mayra Franquez, Business Counselor.  
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