



Startup Space

**Be an active part of your local entrepreneurial ecosystem.**

- Create meaningful connections
- Navigate local resources
- Share community events
- Access articles and checklists

**Download now**



**Connect with us on social media.**



I joined CO.STARTERS, it was a 9-week course for one day a week for just 3 hours. In the beginning, I was a little nervous about committing to that but now I could tell you that I'm so thankful I did because it was essential in starting my business.



-Josh Locklear, **Locklear Handyman Services**  
(pictured above)



Scan to follow us on YouTube and watch testimonials from more entrepreneurs like Josh.



### **WEST PASCO ENTREPRENEUR CENTER**

4606 Darlington Road, Holiday FL 34690  
(813) 701-9807

### **SMARTSTART @ THE GROVE**

6013 Wesley Grove Boulevard, Suite 202  
Wesley Chapel, FL 33544  
(813) 388-2498

### **EAST PASCO ENTREPRENEUR CENTER**

15029 14th Street Dade City, FL 33525  
(352) 437-4861

PASCOEDC.COM | SMARTSTARTPASCO.COM



# **CO.STARTERS Program**

Workspace

Guidance

Collaboration

Funding

Education



**SMARTSTART**  
A PASCO EDC PROGRAM®

# SMARTstart's CO.STARTERS®

## Is SMARTstart's CO.STARTERS® just for startups?

No, both aspiring and seasoned entrepreneurs will be equipped with insights, relationships and tools needed to turn ideas into action.



### **Week 1: Knowing Yourself**

Introduction, Assumptions, Working Styles, Team Building, Obstacles



### **Week 2: Knowing Your Customer**

Problem, Solution, Benefit, Competition, Advantage, Customer



### **Week 3: Getting the Relationship Right**

Marketing & Message, Getting, Keeping & Growing Customers



### **Week 4: Building the Model to Scale**

Starting Small, Distribution, Revenue, Typical Scale, Price



### **Week 5: Strengthening Your Structure**

Business Structures, Licenses, IP, Hiring



### **Week 6: Discovering the Bottom Line**

Startup & Ongoing Needs, Fixed & Variable Costs & Break-Even Point



### **Week 7: Accounting for Growth**

Break-Even Point, Sales Projections, Cash Flow, Accounting



### **Week 8: Planning for the Future**

Raising Capital, Growth Plans, Goal Setting, Pitch Prep



### **Week 9: Celebration Night**

Graduation / Pitch Night

**CO.STARTERS®** is a nine-week program led by trained facilitators, including seven subject matter experts, in an exclusive and supportive group setting.

Tuition is \$345.00 and includes all education materials, workbooks, refreshments, and instruction. Scholarships may be available, check out our website for more information.

The program is offered at our three locations throughout the county. Scan for upcoming session dates, times and locations.



## We've Made it Easy for Entrepreneurs

### Are you thinking about starting your own business?

Collaborate with others who share your entrepreneurial spirit and work through your business model to discover REPEATABLE steps for success.

