COMMUNICATE
COMMITE
DELIVER
2018
ALDO ZAMBETTI
ITI FIELD REPRESENTATIVE

iTi Business Development
WHAT IS ITI BUSINESS DEVELOPMENT?
iTi Business Development

- Developed to help union sheet metal workers, who are considering going into business for themselves
- Prepare for the challenges involved in becoming a union sheet metal contractor
How is this accomplished?

Three Phase Program
SMART BUSINESS DEVELOPMENT

Phase 1

- 8 Week Distance Learning
  - Self Study
  - Live Classroom
  - Deliverable
  - Forum interaction and participation
SMART BUSINESS DEVELOPMENT

Phase 1

• Topics Discussed
  o Self Assessment
  o Risk and Reward
  o Business Identity
Phase 1

- Self Assessment
  - Keys to success
  - Responsibility
  - Leadership
  - Sacrifice
  - Family Support
  - Confidence
Phase 1

- Risk and Reward
  - Why own a Business
  - Personal risk associated with business
  - Things to consider
  - Personal risk taking
Phase 1

- Business Identity
- Choosing a name
- Legal Entity
- Ways to register your business
  - Sole Proprietorship
  - Partnership
  - Corporation
  - Limited Liability Company (LLC)
Phase 2

- In-residence
- 3 or 4 day session where members will meet and work with industry experts such as:
  - Legal and Tax Professionals
  - Insurance and Bonding Professionals
  - Sales and Marketing Experts
  - SMART Representatives
SMART BUSINESS DEVELOPMENT

Phase 3

- 8 week distance learning
  - Self Study
  - Live Classroom
  - Deliverable
  - Forum interaction and participation
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Phase 3

• Topics Discussed
  o Ethics
  o The Business Plan
SMART BUSINESS DEVELOPMENT

Phase 3

- Ethics
  - Employee Policies
  - Employee Records
  - Posting Requirements
  - Ethical Dilemmas
 SMART BUSINESS DEVELOPMENT

Phase 3

- The Business Plan
  - Parts of the plan
  - Start up Expense
  - Mission Statement
  - Marketing Plan
  - Market Research
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