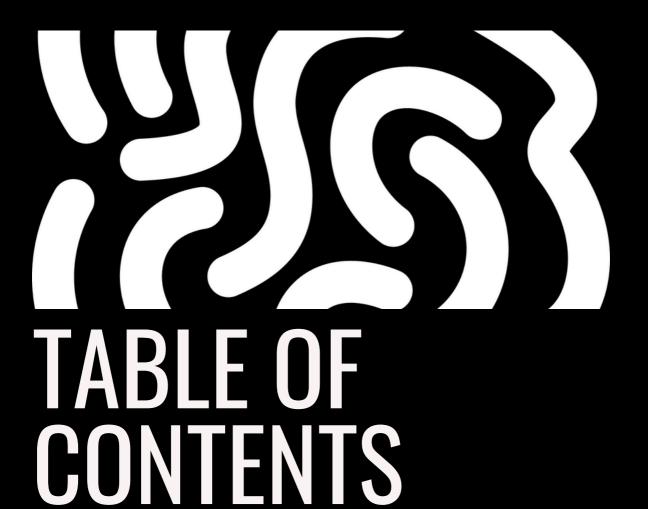


SMARK 2022-23 COURSE CATALOG



DEBORAH FLATE
Chicago, IL
SMARK Certified Consultant
Redefining Sales





01 WHO IS SMARK?

02 SMARK HUB + FREE RESOURCES

13 FEATURED WORKSHOPS

04 BUSINESS AREAS AND WORKSHOPS

05 BUNDLES AND COUPONS



SMARK

YOUR SMALL BUSINESSS ROADMAP STARTS HERE

is a global platform & resource hub that covers 10 Key Areas of Business to help companies create, learn, and build sustainable businesses.

Our goal is to take the confusion out of starting a business, and bringing more clarity to your brand.

GALLING ALL CONSULTANTS



With SMARK; consulting and instructing is made easy. With on demand, live workshops and 3 DAY Consultant Certification. SMARK Consultants are walked through a clear methodology for teaching, coaching and guiding customers to apply their information immediately to their business.

We have set up a system that allows for consultants to chose 3 times a day, 7 times a week to teach.

With our Plug and Play Dashboard. SMARK makes it easy for consultants to add their subject expertise and begin working.

For more information, and to get support with any of these initiatives, reach out to intheknow@thinksmark.com

SMARK HUB.

DO YOU
HAVE AN
IDEA,
BUT HAVE
NO CLUE
WHERE TO
START?

SMARK HUB was created for beginners, novices, and professionals that are unsure of the direction that they need to go to build their business.

SMARK HUB offers beginners workshops, free resources, and all types of tools, widgets, and programs to help small businesses, freelancers and gig economists learn more about building a sustainable brand or company.





SMARK

SMARKHUB FREE RESOURCES



A VERY SMARK PODCAST

The purpose of this podcast is to enhance the understanding of what it means to grow and sustain a business. Each episode will be geared at a Key Area of Business that SMARK focuses on, and bring 1 to 2 guests on to speak to the areas in a relatable, approachable, and fun way. You can find the podcast on iTunes.

SMARK SPEAKS

is a speaker series, hosted 7 times a year, and highlights (3) 10 min presentations from Consultants, Authors, Creatives and Fellow Entrepreneurs about specific integrated topics. SMARK invites 14 Small business owners to watch the event either in person or live for free. During this time - they will have the opportunity to answer questions, gain clear insights and network with other business owners and receive free gifts from our SMARK BOX collection. SMARK SPEAKS will be posted on YouTube and in our SMARK HUB as a free resource for anyone to enjoy.





CONSULTANT ROUNDUP

SMARK Consultant RoundUp is a Weekly IG TV event that features workshops, and the consultants that teach them. This live event is in conjunction with SMARK snackable tips, hosted by our Dr. Sakira Jackson, Business Psychologist and Coach. During this time, each consultant will get 30 minutes to talk about who they are, what their workshop is all about, and the takeaways for anyone participating in the class.

SMARK HUB IDEA WORKSHOPS



COMPONENTS

OFFERED AS A 3 HR + 3 DAY

SMARK Components is a signature course by SMARK that walks customers through all 10 key areas of business, that we offer in the marketplace; how they work, their main functions, definitions and best practices. This course is geared at anyone looking to gain more insight into making a decision on what would work best for their business first.





IDEA TO CLARITY

Do you have an idea and don't know where to start? This 3 Day workshop helps organize your ideas, put clear goals in place, and helps bring clarity to your next steps in creating your business. This course works best with all (3) idea workshops in a bundle.





STRATEGY TO EXECTUION

OFFERED AS 3 DAY WORKSHOP

A great idea isn't going to become a company without a solid strategy and a plan to execute. This 3 Day workshop is geared at reviewing your current plan and identifying ways to create an easy to execute strategy to gain revenue, set realistic goals, and prepare for the future.





SMARK WIKI



SMARKWIKI is a free resource through the **SMARK** Pinterest account, that allows customers to share and store common business jargon and buzz terms, to get a little more clarity on words that stick out in the industry!



WWW.THINKSMARK.COM

SMARK FEATURED WORKSHOPS

"SMARK offers over 30 workshops currently in the marketplace. With current trends and customer interest, we have created a SMARK featured workshop list, that will help with making a decision for you or your team.



FEATURED WORKSHOPS



SMARK 101

COMPONENTS

SMARK Components is a signature course by SMARK that walks customers through all 10 key areas of business, that we offer in the marketplace; how they work, their main functions, definitions and best practices. This course is geared at anyone looking to gain more insight into making a decision on what would work best for their business first.



NICHE

MASTERING INSTAGRAM AND CANVA FOR YOUR BUSINESS

This workshop is geared towards people that want to learn more about the Instagram and Canva platforms and how they integrate together to create consistent, clear, and quality visual communication.



HR & LEADERSHIP

SMALL BIZ HR BASICS

This workshop is geared to help small businesses become aware of HR issues, best practices, and how to manage them. You will walk away with a basic understanding of HR, how to use it, and some of the HR problems you may face.





FEATURED WORKSHOPS



FINANCE + LEGAL

FINANCIAL STRATEGIES AND STATEMENTS

This course is geared at businesses that need a clear understanding of developing a financial strategy around their revenue and what statements, paperwork and software will help them manage more effectively.



OPERATIONS

WEB 3.0 FROM SCRATCH

The definition of operations has changed with digital and automation coming into play. Companies need to adjust at a low cost. This course helps to establish a clear understanding of all the elements that go into creating a workflow/operations plan, and how they all function together.



DIGITAL MARKETING

DIGITAL MARKETING BASICS

People are buying relations, stories, and magic, just not goods, and services. Analytics are supposed to tell stories and fill in the blanks of a business brand. Discover how to write your business success story through a comprehensive understanding and application of digital marketing basics.



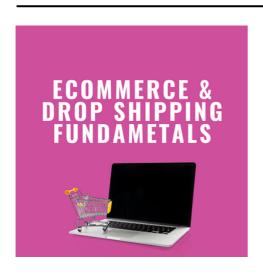
FEATURED WORKSHOPS



SALES AND MKTG

GO TO MARKET STRATEGY

This workshop is geared at helping small to midsize businesses reimagine their brand, by identifying key marketing components and sales activities in their company, that create a marketing strategy that works together in a complementary way and helps businesses make money, build customer loyalty and create a sustainable yearly business model.



SOCIAL MEDIA

E-COMMERCE AND DROP SHIPPING FUNDAMENTALS

Booklets are printed materials with four or more pages, containing details about a business, event, product, promotion, etc. They are also known as catalogs or pamphlets, and are usually created to communicate a message to a wide variety of audiences.



PUBLIC RELATIONS

PITCHING YOUR BRAND TO MEDIA

This workshop is designed to teach you the proper tools and techniques to get found and heard by Media. Whether a small business or personal brand this will give you a better understanding of multimedia and how to get recognized.





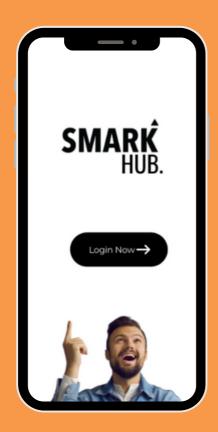






DISCOVER NEW BUSINESS RESOURCES.







SMARK UNIVERSITY & HUB

SMARK is currently offering live interactive workshops, events and resource hub for companies to gain new insights into their business, that affordable, simple and clear - create a free profile today and start exploring.

SMARKuniversity WORKSHOPS AND AND SESSIONS

"SMARK helped me identify my immediate needs and gave me a specific direction for my business in the present and for the future. Their workshop was a valuable experience that gave me the insight necessary to help me grow and scale my small business."

ADAM TAYLOR
Chicago, IL
Taylored Intensity
SMARK Customer
"SMARK Go Tto Market
Workshop"

INITIAL MARKETPLACE PRODUCT

WORKSHOPS AND SESSIONS.



3 DAY WORKSHOPS \$2,500.00

led by subject matter experts, small business owners will have the opportunity to work in small groups, to gain insights for their business, that they can implement immediately.

3 HOUR SESSIONS \$225.00

led by subject matter experts, small business owners and gig economists can explore 1-2 objectives for a specific topic to help them grow in a specific topical area that's more affordable. This is also a lead generator for 3 Day workshops.

INTEGRATED SALES AND MARKETING WORKSHOPS





INTEGRATED SALES AND MARKETING WORKSHOPS



GO TO MARKET

OFFERED AS 3 DAY WORKSHOP

This workshop is geared at helping small to midsize businesses reimagine their brand, by identifying key marketing components and sales activities in their company, that create a marketing strategy that works together in a complementary way and helps businesses make money, build customer loyalty, and create a sustainable yearly business model.



CONSUMER SOCIAL RESPONSIBILITY STRATEGY

OFFERED AS A 3 HR + 3 DAY

In this day and age, marketing to your customer is more complex. This workshop is geared at helping business owners think about how giving back, and creating social impact creates long-lasting customer loyalty, and the best strategies to build authentic marketing strategies around social responsibility.



REDEFINING SALES

OFFERED AS A 3 DAY WORKSHOP

This workshop is geared at companies and brands that want to sell on quality, value, and competitive advantage. It will enable you to determine the best strategy and develop an effective sales process appropriate to your product and market.



INTEGRATED SALES AND MARKETING WORKSHOPS



FREELANCING FUNDAMENTALS OFFERED AS 3 DAY WORKSHOP

Freelancing can be hard. But more than ever, the opportunity to build your solopreneur career is great. Let us help work with you to define key areas for sustaining your freelance career. Learn the fundamentals of an elevator pitch, create a pricing model and develop your branding to attract larger clients.



FREELANCING 101 OFFERED AS A 3 HR COURSE

This is in conjunction with our 3 Day Freelancing Fundamentals workshop for people that need a more affordable option. The 3-hour course will help you determine a clear pricing model and allow you the opportunity to structure your business for more ongoing success.



BUILDING DYNAMIC SALES TEAMS OFFERED AS 3 DAY WORKSHOP

Having a small or midsized company and desiring to scale, comes with the reality of needing a clear sales strategy specifically for your team, and how those dynamics, presentation skills, and goals will align with your overall companies mission. This 3 Day workshop walks Sales Teams, Managers, and CEO's through the dynamics of building a sustained dynamic sales plan.





SOCIAL MEDIA AND CONTENT MARKETING WORKSHOPS





SOCIAL MEDIA AND CONTENT MARKETING



SMARK SOCIAL FROM SCRATCH OFFERED AS A 3 HR + 3 DAY

This workshop is designed to help you better understand the landscape of social media platforms, marketing, and how it works for your business. This workshop is a very basic education around all of the current social platforms that can be applied to your business, from gig economist to midsize business.



E-COMMERCE AND DROPSHIPPING FUNDAMENTALS

OFFERED AS A 3 DAY WORKSHOP

With recent events in our society, more companies are starting online and moving to an online presence. Ecommerce education and knowledge on clear supply chain practices are vital to gaining revenue for your company. This workshop is geared at the fundamentals of starting your ecommerce and drop shipping business in a simplified, easy to implement way.



DEVELOPING AN INTEGRATED CONTENT PLAN

OFFERED AS 3 DAY WORKSHOP

This workshop is geared towards customers that have a social media presence and want to plan a solid content strategy. Social Media is an evolving process. Having an integrated plan will help drive results and clearer messaging across multiple social media channels.



HUMAN RESOURCE AND LEADERSHIP WORKSHOPS





HUMAN RESOURCES AND LEADERSHIP



SMALL BIZ HR BASICS

OFFERED AS A 3 HR + 3 DAY

This workshop is geared to help small businesses become aware of HR issues, best practices, and how to manage them. You will walk away with a basic understanding of HR, how to use it and some of the HR problems you may face.



PEER PROGRAMMING

6 or 12 month subscription-based program

\$225.00 / per month

PAY UPFRONT AND RECIEVE:

6 month: \$1,250.00 12 month: \$2,295.00

Peer advisory group is made up of 12-16 other small to mid-size business owners. It's like having a confidential, private advisory board to identify the right problems, vet ideas, and highlight blind spots.

The local business leaders who make up the peer advisory group are from various industries and have no agenda but to help each other succeed.

The Power of Peers underscores the simple truth that who you surround yourself with matters. This is especially true with business owners. By harnessing the power of your peers, you will gain fresh perspectives, solve problems more effectively, and spend more time exploring the endless possibilities of growing your business.



BRANDING AND DESIGN WORKSHOPS





BRANDING AND DESIGN



BRANDING ON A BUDGET

This workshop is geared towards working with early-stage entrepreneurs, solopreneurs, and gig economists that want to establish their personal or company brand without breaking the bank.



BUILDING YOUR BRAND AUDIENCE AND BUYER PERSONALITY OFFERED AS A 3 HR + 3 DAY

This workshop is geared at taking a deep dive into your audience and how the personality of your audience can affect how you position your product from a communication and design standpoint.



FINANCE, LEGAL AND VENTURE CAPITAL WORKSHOPS





FINANCE, LEGAL AND VENTURE CAPITAL



FINANCIAL BIZ PERFORMANCE

OFFERED AS 3 DAY WORKSHOP

The training is geared at analyzing your business performance and setting up action plans. Understand the performance and learn about key performance indicators, measuring your business goals, and how to create sustainable revenue growth.



DIGITAL ACCOUNTING SOFTWARE MANAGMENENT

OFFERED AS 3 HOUR SESSION

The training is geared at helping you digitalize your financial system and learning to implement accounting software for safe and fast accounting processes.



FINANCIAL STRATEGIES AND STATEMENTS

OFFERED AS 3 DAY WORKSHOP

Take control over your current and future finances. The training is geared at helping you understand your financial statements along with doing a financial analysis of your business for smart and efficient management and decision-making.



DIGITAL MARKETING AND ANALYTICS WORKSHOPS





DIGITAL MARKETING AND ANALYTICS



DIGITAL MARKETING BASICS

OFFERED AS A 3 HR + 3 DAY

People are buying relations, stories, and magic, not just goods, and services. Analytics are supposed to tell stories and fill in the blanks of a business' brand. Discover how to write your business' success story through a comprehensive understanding and application of digital marketing basics.



SEO FROM SCRATCH

OFFERED AS A 3 HR + 3 DAY

SEO, GOOLE AD WORDS, AND PPC have become vital aspects of building out your marketing strategy. This workshop teaches the basics of each of these areas and how they can be applied to your business.



INBOUND MARKETING

OFFERED AS 3 HOUR SESSION

The challenge of digital marketing is not only sending the right message to the right person but also sending the right message to the right place at the right time. This can only be done through the use of data for prediction and analytics for measurement.

This workshop dives into the key components of inbound marketing and how they can be applied to your business.



OPERATIONS AND WORKFLOW AUTOMATION





OPERATIONS AND WORKFLOW AUTOMATION



BUSINESS OPERATIONS & SYSTEMS OFFERED AS 3HR + 3 DAY

This workshop is geared at giving you the tools you need to create a solid playbooks & systems within your business, that help to create a better internal flow and company culture. Walk away with a better understanding of what needs to happen with your business from hiring to growth.



DIGITAL GARAGE

OFFERED AS A 3 HR + 3 DAY

This course is a boost and a kick-off for your online business, to be remarkable online. Create Online visibility, how to retain customers, ways to promote and advertise online, mobile connections to customers. Understand the needs and behaviors of your customers and how basic coding works.



WEB3, BLOCKCHAIN FROM SCRATCH

OFFERED AS A 3 HR + 3 DAY

We've seen the potential of mechanization in the early 1800s, automation in the 1970s, and data and the web in recent decades. However, the integration of connected intelligence into corporate and social fabrics is currently moving at a breakneck pace, dramatically altering the way we do business.



OPERATIONS AND WORKFLOW AUTOMATION



PYTHON FOR DATA SCIENTIST OFFERED AS 3 DAY WORKSHOP

Data science is one of the most in-demand occupations of the decade, with a demand for data scientists who can analyze data and convey findings to inform data-driven decisions at an all-time high. Anyone interested in pursuing a career in data science or machine learning can benefit from this IBM Professional Certificate, which will help them gain career-relevant skills and experience.



APPLY WORKFLOW TO YOUR BUSINESS

OFFERED AS 3 DAY WORKSHOP

Workflow automation improves productivity, efficiency, and customer experience.
Automate any business process, to see how quickly you can begin automating your business processes. Significant improvements can be made

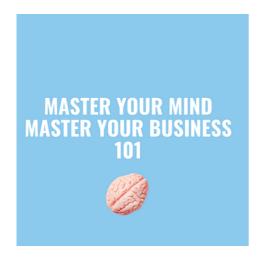


BUSINESS STRATEGY AND ENTREPRENUER WORKSHOPS





BUSINESS STRATEGY AND ENTREPRENEURSHIP



MASTER YOUR MIND 101

OFFERED AS 3 DAY WORKSHOP

Have you struggled with identifying the best times to plan and organize your personal life, while building your business? This workshop is designed to give entrepreneurs the mental strength to tackle the everyday hurdles of managing their business and team, and more importantly yourself.



MASTER YOUR MIND 102

OFFERED AS 3 DAY WORKSHOP

Have you struggled with identifying the best times to plan and organize your personal life, while building your business? This workshop is designed to give entrepreneurs the mental strength to tackle the everyday hurdles of managing their business and their personal life.



F U MONEY

OFFERED AS A 3 HR + 3 DAY

Before leaving your 9-5, do you know what you specifically need financially to say "FU I'm out?" This workshop is geared at teaching novice and current entrepreneurs the skills they need to create the financial stability to live a full and healthy life independent of a career.



PUBLIC RELATIONS WORKSHOPS





PUBLIC RELATIONS



MEDIA COACHING AND TRAINING 101

OFFERED AS 3 DAY WORKSHOP

Learning to speak and present yourself to the media is important. This 3-day workshop is geared at teaching you how to tailor your message for different platforms, pivot interviews for your advantage, and create a professional appearance to develop thought leadership and influence.



PITCHING YOUR BRAND TO MEDIA

OFFERED AS 3 DAY WORKSHOP

This workshop is designed to teach you the proper tools and techniques to get found and heard by Media. Whether a small business or personal brand this will give you a better understanding of multimedia and how to get recognized.



WORKING WITH A PHOTOGRAPHER

OFFERED AS 3 HOUR SESSION

Learning to speak and present yourself to the media is important. This 3-day workshop is geared at teaching you how to tailor your message for different platforms, pivot interviews for your advantage, and create a professional appearance to develop thought leadership and influence



SMARK NICHE WORKSHOPS



SMARK NICHE



TIK TOK 101

OFFERED AS A 3 HR + 3 DAY

This workshop is geared at giving you the tools you need to build your brand, attract customers, and make sales from TikTok!



INSTAGRAM AND CANVA FOR BUSINESS

OFFERED AS A 3 HR + 3 DAY

This workshop is geared towards people that want to learn more about the Instagram and Canva platforms and how they integrate together to create consistent, clear, and quality visual communication. This is a (3) day and (3) hour course offered once a month.



LEVERAGING YOUTUBE FOR YOUR BRAND

OFFERED AS A 3 HR + 3 DAY

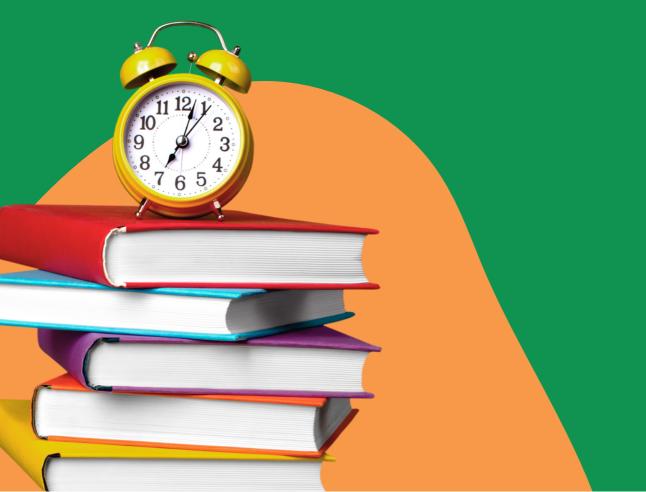
This workshop is geared towards people that want to learn more about YouTube and how it connects with other social media platforms and your business. SMARK will show you how YouTube functions and ways you can leverage multiple video strategies for your business. This is a (3) day and (3) hour course offered once a month.



BUNDLES.



if you don't know where to start, ThinkSMARK has created multiple recommendations for courses that compliment each other, to make the decision more streamlined.



SMARKSTART BUNDLE





IDEA TO CLARITY

Do you have an idea and don't know where to start? This 3 Day workshop helps, organize your ideas, put clear goals in place and helps bring clarity to your next steps in creating your business. this course works best with all (3) idea workshops a bundle.





STRATEGY TO EXECTUION

OFFERED AS 3 DAY WORKSHOP

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BUILDING YOUR BRAND AUDIENCE AND BUYER PERSONALITY

OFFERED AS A 3 HR + 3 DAY

This workshop is geared at taking a deep dive into your audience and how the personality of your audience can affect how you position your product from a communication and design standpoint.



SMARKMONEY BUNDLE



WORKFLOW FROM SCRATCH

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OFFERED AS A 3 HR + 3 DAY

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SMARKSOCIAL BUNDLE



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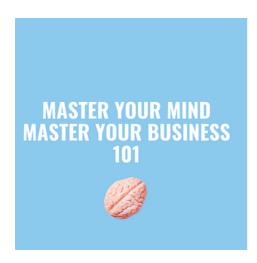
SMARKLEADERSHIP BUNDLE



MEDIA COACHING AND TRAINING 101

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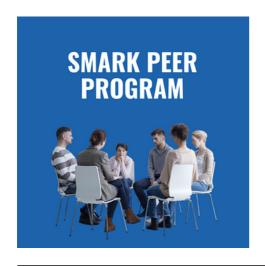
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PEER PROGRAMMING

6 or 12 month subscription-based program

\$225.00 / per month

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SMARKETING BUNDLE



REDEFINING SALES

OFFERED AS 3 DAY WORKSHOP

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SMARKPASS AND PARTNERSHIPS





LOWERING YOUR RISK.

BE APART OF THE BIGGER PICTURE

We understand supporting small to mid-size companies can be a challenge. As a business partner with THINKSMARK, we help manage the risk that generally comes with working to support small to midsize companies; by creating programming and services that educate your customers in a digestible, integrated, and fully immersive way in one marketplace.

Beyond growth, **SMARK** offers customers the ability to sustain and continue to educate themselves in all areas of business with the help of all types of resources, services, and tools, that you can take part in.



GET EXCITED! BUNDLE & SAVE

PARTNER PASSES

Whether you're an organization or company is sponsoring small and/or midsized businesses, looking to continue learning for internal team members, SMARK has bundles that allow for you to pay in advance and receive customized company passes for marketplace. This gives your team the flexibility to learn at your own pace, and support the companies that matter to you.



SMARK

Our 6 step Partner Onboarding Process



You will receive your onboarding and welcome email from a **SMARK** Team Member.

2

Upon Receipt of Payment, Your Dedicated **SMARK** Strategist will set up your Live Kickoff Meeting, Send your custom code and begin your implementation.

3

During Implementation, **SMARK** will set up a Partnership Portal - with your own dedicated login and password (up to 2 admins) per dashboard. You can chose I course multiple times or multiple courses at different times.

4

Once implementation is complete, Your **SMARK** coupon is ready to use. If you have agreed to the discounted program - you will then set up the dedicated times for your customers, with your **SMARK** Strategist.

5

Your Initial meeting, after kick-off, will help develop a clear strategy for engagement, sign-ups and content needs to draw your small-mid-size customers into the workshops.

SMARK helps promote and develop a marketing strategy with you and your team!

6

Now that Payment, Implementation, and Marketing are complete - You are good to go. *Please Note: Once your credits have gone down to \$25k, we recommend recharging your coupon*

SMALL BIZ TIER



TIER 1



SNACKSIZE **\$1,375.00**



FUNSIZE **\$6,495.00**



SMARKSIZE **\$8,495.00**

Our Small Biz Tier is geared at individuals and small businesses that want to bundle and save. Coupons are available for 18 months and are open to use on any workshop, session, or subscription. This is also a great sponsored package or gift!



PARTNERS & CORPORATIONS

TIER 2



BRONZE **\$12,500.00**



GOLD CONTACT TEAM



PLATINUM CONTACT TEAM

Partners & Corporation is geared at the midsize, organizations, and corporations that either want to purchase internal coupons for their team or support smaller organizations/businesses. Coupons are custom made, and available for renewal credits. Contact the enterprise team for more information

PRIVATE WORKSHOPS





SMARKTRIO **\$6,250.00** INCLUDES 3 PPL



SMARKGROUP **\$12,250.00** INCLUDES 7 PPL



SMARKTEAM **\$24,995.00** INCLUDES 14PPL

Private Workshops are geared at internal teams, that want exclusive training, in person or virtual with their dedicated team or partners. This is not a recurring service and is purchased either in individual or multi workshop options. Privates will need a 30-day advanced signup.

BUILDING AN ECOSYSTEM.

If you are interested in purchasing SMARKPasses, or looking to partner with our organization, please send an email to intheknow@thinksmark.com and one of our Enterprise Team Members will be in touch.











