



“We Mean Business for American Indians”

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The National Center for American Indian Enterprise Development National Center for American Indian Enterprise Development Announces A Diverse Cast of Business Leaders Set To Speak At INPRO 2009

TULSA-The 34th Annual Indian Progress in Business Event (INPRO 2009) will feature some of the most successful business people in the country today.

Tulsa will indeed be the crossroads of Indian achievement from Sept. 16-18, bringing together Fortune 500 companies, tribal leaders, American Indian business owners and tribes.

Dave Anderson, the famous visionary entrepreneur behind the Famous Dave’s enterprise will lead a distinct cast of speakers at INPRO 2009. Anderson will emcee the premiere black tie event for Indian Country.

Beyond the emcee duties, Anderson will also facilitate the session, “What Recession?,” which delves into the state of the economy today and its effects on Indian businesses.

Another successful businesswoman will share invaluable tips for certification.

Clara Pratte, National Director of the Office of Native American Affairs Small Business Administration will present a workshop on “Rebuilding and Restructuring 8 (a).”

For many American Indian businesses, the difference between closing out the year in the black or red is often getting 8 (a) certification or the small disadvantaged business certification that could lead to federal funding.

Pratte will cover the most common stumbling blocks to successfully filling out required documents and forms for the paper trail of certification.

Rather than dealing with an extensive appeal process, or waiting 12 months before re-applying, Pratte will share tips on getting certification done right the first time.

As most American Indian business owners know, capital is the number issue needing to be addressed before going into business.

Representatives from the **U.S. Dept. of Interior** will be on hand to discuss “Accessing Capital in this Economy” for another beneficial session.

Navigating the road to success is another workshop scheduled.

Leonard Greenhalgh, PhD, will facilitate the “Positioning Your Business to Succeed” work session. Greenhalgh is Professor of Management at Dartmouth College’s Tuck School of Business.

He is also Director of Native American Business Programs and Director of Programs for Minority and Women-owned Businesses.

Greenhalgh’s session will magnify the pitfalls most businesses face beyond the start-up phase for business longevity.

The recipe for success in the business world can actually be very simple and straightforward.

James W. Anderson, Vice President of Training for Life Skills Center for Business Leadership, will facilitate a session on “The Ingredients to Success in Business and Life.”

Anderson’s training session will identify how to execute success in the business world and life, based on two ingredients that will differentiate your business from the next.

In all, INPRO 2009 promises to have well-respected business leaders sharing real life experiences during the oldest and most prestigious American Indian business recognition celebration.

The First American Leadership Awards, Fall Classic Golf Tournament, Business Procurement Fair and Matchmaking, Native American 40 under 40 Recognition Reception, and Artisans Marketplace are additional events that will take place at the exciting INPRO 2009.

Hosted by the National Center for American Indian Economic Development and presenting sponsor Raytheon, INPRO 2009 is all about making connections that lead to contracts and continued commerce.

The National Center anticipates over 350 people to attend INPRO 2009, including major corporate players like Raytheon, Lockheed Martin, Macy’s Inc., Northrop Grumman, Nortel and many more. Tribal leaders, business owners and their supporters will also be in attendance.

Rooms are available for attendees at the \$79 double occupancy rate, just be sure to mention the INPRO 2009 rate when making reservations. This fantastic rate is available through Friday, September 4.

For detailed information on sponsorship opportunities, Native American 40 Under 40 nominations and general registration queries, please contact event specialist Zona Michelena at 480-545-1298 ext. 230, or email events@ncaied.org.

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