

Career Profile for Small Business Owner

General Program Description: The **Associate in Applied Science (AAS) in Small Business Owner** prepares students with their own business management. In business, there are no guarantees. There is simply no way to eliminate all the risks associated with starting a small business – but you can improve your chances of success with good planning, preparation, and insight! A specialization in small business is designed to give you the competency, tools, and capabilities necessary to successfully acquire the demanding and dynamically changing foresight and organization required of today's small business owners. Additionally, there are no limits as to the level of success you might achieve. **Certificates of Completion (CCL)** are also offered in **Salesmanship, Business Management, Marketing, International Business and Real Estate.**

State and National Certification: Although certification is not required for small business ownership, participation in conferences and seminars can expand knowledge of issues influencing your small business and can help develop a network of useful contacts. For example, the Institute of Certified Professional Managers offers the Certified Manager (CM) credential, which is earned by completing training and passing an exam.

Advancement Options: Advancement is not applicable however continual professional development may be helpful in enhancing valuable management skills and add to the potential growth of your small business. Also, serving on the boards of community groups as well as membership in the local Chamber of Commerce may help to expand your business.

Projected Job Growth: According to the July 2008, U.S. News & World Report last year was a good one for companies seeking expansion capital. Of the record \$29.4 billion in VC funding handed out last year, 31 percent represented later-stage deals—up from 28 percent in 2006—according to the "MoneyTree Report" by PricewaterhouseCoopers and the National Venture Capital Association; venture capitalists inked more than 1,100 later-stage deals, worth over \$12 billion. This year's outlook is positive for business owners seeking growth financing, particularly from angel investors, venture capitalists and private equity firms. And entrepreneurs we spoke with confirmed that there's plenty of money still flowing to fund proven companies.

Location	Pay Period	Bureau of Labor Statistics – 2006 Salaries* for Business Executives**		
		Entry-level	Median	Experienced
United States	Hourly	\$20.77	\$39.66	\$66.43
	Yearly	\$43,200	\$82,500	\$138,200
Greater Phoenix	Hourly	\$17.90	\$31.53	\$60.32
	Yearly	\$37,200	\$65,600	\$125,500
Arizona	Hourly	\$17.65	\$32.01	\$59.10
	Yearly	\$36,700	\$66,600	\$122,900

For more career information for Small Business Owner visit:

www.bls.gov/oco, www.maricopa.edu/workforce,
<http://www.acinet.org/>, or
www.mc.maricopa.edu/students/career/

For MCC program information, contact
Preston Cameron, 480-461-7729 or
Director, Dr. Linda Collins, 480-461-7077 or visit
<http://www.mc.maricopa.edu/dept2/management/>

**Salaries for Small Business Owners vary widely and may be determined by type, size and success of business.

*Labor market information provided by AZ Dept of Economic Security in cooperation with the U.S. Dept of Labor, Bureau of Labor Statistics. Wages will vary depending on the employer, location, hours worked, experience, responsibility and other factors. Career and Re-Entry Services will collaborate with academic and occupational program departments to develop internship and career experience opportunities.

Sample Small Businesses: Business Executives, Retail Store Owner, Franchise Owner, Restaurant Owner, Landscape Design Company, Truck Farm, Beauty Shop

Types of Franchises Opportunities Available: Fast food chains, maid services, insurance companies, property management companies, automotive repair, window decorating

Local Employers who posted related franchise opportunity on the Maricopa Career Network: Farmer's Insurance, Infusionsoft, NASE/UGA

Professional Associations
Arizona Small Business Association
<http://www.asba.com/>

For current job openings, go to Maricopa Career Network
<http://mcmaricopa.jobing.com/>

National Small Business Association
<http://www.nsba.biz/>

Small Business Owner Overview At-A-Glance

- Are in charge of own business / self-employed
- Responsibilities vary by size and type of business
- Frequently interact with the public, clients, and employees
- Usually work long hours and might need to travel often
- Responsible for outcomes

www.azcis.intocareers.org

For additional information on Small Business Owner careers or to watch occupational videos, visit:

Arizona Career Information Systems (AzCIS)
www.azcis.intocareers.org
User name: mesacc; Password: 4azcis02

Career Voyages
www.careenvoyages.gov

Internships are supervised practical training in a short-term or temporary position with an emphasis placed on instruction, training, mentoring, networking and gaining applied work experience. These positions may be paid or unpaid. Contact Career and Re-Entry Services for internship information: 480-461-7430.

Internship Completed: _____ Dates: _____ Location: _____

Service-Learning is a teaching and learning method that connects meaningful community service with academic learning through guided reflection. Contact the Center for Service- Learning for more information: 480-461-7393.

Service-Learning Completed: _____ Dates: _____ Location: _____

Transfer Options: Contact Transfer Services for more transfer information: 480-461-7452.

Career Assessments Completed:

Career Assessment / Results	Date Completed	Reviewed by

Career Readiness Workshops / Activities Completed:

Workshop Name / Activity	Date Completed	Follow Up Contact (s)
Resume Writing Workshop		
Resume completed and reviewed by:		
Participate in Mock Interview		
How To Prepare for a Career Fair		
Attend Career Fair / Job Expo Location:		
Joined Professional Association:		

MCC Career and Re-Entry Services
Providing Guidance for Career and Workplace Success

For more Career Profiles, visit

<http://www.mc.maricopa.edu/students/career/careerprofiles.html>

Meet with a Career Advisor in Bldg #36, Room SS5N - adjacent to the Kirk Student Center, 480-461-7430

