

**NOVEMBER 2009**

## **FREE Online Medical Billing & Coding Training Certificate**

North Jersey Partners is offering FREE online training courses for 300 individuals in Medical Billing and Coding. North Jersey Partners is supporting this effort through a pilot program in conjunction with MEDCOM and Essex County College (ECC). MEDCOM will provide the array of courses and ECC will offer a Certificate in Medical Billing and Coding after students complete 10 mandatory online core courses. All individuals interested in this FREE online training program are required to contact coordinator Gessika Mathieu at [Mathie.gessika@gmail.com](mailto:Mathie.gessika@gmail.com) or Assistant Shanerah Green at [Shan.green@yahoo.com](mailto:Shan.green@yahoo.com) or call (973) 877-1904.

## **Don't Miss These FREE Seminars – Register TODAY!**

### Navigating the Resources for Small Businesses – Small Business Clinic

Providing information and assistance with procurement and business growth.

Co-sponsored with Senator Frank R. Lautenberg

Tuesday, December 1, 2009 - 9 a.m. to 1:30 p.m.

New Jersey Institute of Technology - Newark

Event is FREE, but registration required

Register at [office\\_events@lautenberg.senate.gov](mailto:office_events@lautenberg.senate.gov) or (973) 693-8723

For more information, contact Judith Sheft at (973) 596-5825 or [sheft@njit.edu](mailto:sheft@njit.edu)

### Building Lifelong Learning Organizations: Best Practices from the Frontline

Providing Chief Learning Officers and Human Resource Directors a toolkit of best practices and case studies of how to become a Lifelong Learning organization.

Featuring the CEO of Hatch Matt MacDonald, Nicolas DiNicholi

Thursday, December 3, 2009 - 9 a.m. to Noon

New Jersey Institute of Technology – Newark

Event is FREE, but registration required

To register, go to [North Jersey Partners Lifelong Learning Registration Form](#)

For more information, contact Gwendetta Scantling at (973) 596-3063 or [scantlin@adm.njit.edu](mailto:scantlin@adm.njit.edu).

## **North Jersey Innovates Conference a Hit with over 125 Participants**

[Click here to read the article.](#)

## **Master Plan Calling for the Creation of a North Jersey Tourism Alliance**

One of the significant actions recommended by the Master Plan for the Creative Community Collaborative suggests creating the North Jersey Tourism Alliance to unify tourism promotion in the region, establish the North Jersey Regional brand, and strengthen regional tourism product offerings. The Master Plan, a market research project undertaken by North Jersey Partners to assess how to leverage Entertainment, Arts and Retail (EAR) assets in the eight counties for economic development and job creation, is currently being finalized. The Executive Summary will be published shortly on the [North Jersey Partners](#) Web site.

# North Jersey Partners Supports Three Training Programs for the Transportation, Logistics, and Distribution (TLD) Industry

**Course:** [Entrepreneurial Training for the TLD Market](#)

**Description:** Focus is on creating business and marketing plans as well as explaining loan packaging and the government procurement process for the TLD industry.

**When:** December 1, 2009 to January 19, 2010 (Eight Weeks), Tuesday Evenings

**Time:** 6 to 9 p.m.

**Where:** The Incubator/The B.O.S.S.  
320 Park Avenue, Plainfield, NJ 07060

**Registration Fee:** \$75

**To Register:** Call (908) 757-5155 or email Jeffrey Dunn at [jdunn@thebusinessonestopservice.com](mailto:jdunn@thebusinessonestopservice.com)

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**Course:** [FREE Supply Chain Management Certificate Training](#)

**Description:** Training will prepare displaced and career motivated workers with new skills for employment opportunities in the logistics, material management, warehousing, transportation planning, and supply management fields.

**When:** December 2, 2009 to January 14, 2010, Monday through Thursday

**Time:** 9 a.m. to 3 p.m.

**Where:** Essex County College  
Newark, NJ 07102

**To Register:** Call Maureen Behr, ECC, at (973) 877-3330, or Lisa Hiscano, Passaic County Community College at (973) 684-6213

**Prerequisites:** Three or more years in purchasing, sourcing, scheduling, inventory control, warehousing, logistics, customer service, finance, or information technology. A Bachelor's of Arts degree or completion of the 48-hour TLD101 course.

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**Course:** [FREE 60-Hour TLD Training Course](#)

**Description:** Training will prepare participants for a career in the TLD industry covering understanding the industry, job requirements, assessing student interests and skills, customer service, career planning, and more.

**When:** December 3 to December 18, 2009, Monday through Friday

**Time:** 9 a.m. to 2:30 p.m.

**Where:** Passaic County Community College  
Paterson, NJ 07505

**To Register:** Call Nina Hernandez at (973) 684-6210

**Prerequisites:** A High School Diploma or GED equivalent and the ability to read, write, and speak in English.

## Save the Dates...

*Venture Acceleration Boot Camp*, January 11-14, 2010, for more information contact, Judith Sheft, [sheft@njit.edu](mailto:sheft@njit.edu), or call (973) 596-5825 or to register go to the [Venture Acceleration Boot Camp](#).

*Build Your Financial Model*, December 2-3, 2009 or January 14-15, 2010, go to [North Jersey Partners](#) Web site for more information.

*Valuation of Early-Stage Companies*, December 17, 2009 or January 28, 2010, go to [North Jersey Partners](#) Web site for more information.