<table>
<thead>
<tr>
<th>Conference</th>
<th>Who</th>
<th>What</th>
<th>When</th>
<th>Where</th>
<th>Deadline</th>
</tr>
</thead>
<tbody>
<tr>
<td>SOBIE</td>
<td>University of North Alabama</td>
<td>SOBIE 2015 Academic Conference</td>
<td>April 14-17, 2015</td>
<td>Destin, Florida</td>
<td>March 8th, 2015</td>
</tr>
<tr>
<td>ERPBSS</td>
<td>Middlesex University Dubai</td>
<td>3rd International Conference</td>
<td>November 24-26, 2015</td>
<td>Dubai, United Arab Emirates</td>
<td>June 1st, 2015</td>
</tr>
</tbody>
</table>
## Future Conferences

<table>
<thead>
<tr>
<th>Organization</th>
<th>Event Details</th>
</tr>
</thead>
</table>
| SGF          | **Who:** Swiss Society for Financial Market Research  
**What:** 18th SGF Conference  
**When:** April 10th, 2015  
**Where:** Zurich, Switzerland |
| IMA          | **Who:** Institute of Management Accountants Texas Council  
**What:** IMA Texas Annual Conference  
**When:** April 23-24, 2015  
**Where:** Bedford, TX, USA |
| AIIC         | **Who:** Annual Interdisciplinary Conference  
**What:** AIIC 2015  
**When:** July 8-11, 2015  
**Where:** Azores Islands, Portugal  
**Deadline:** June 25, 2015 |
| ACBPP        | **Who:** ACBPP 2015  
**What:** The Asian Conference on Business and Public Policy  
**When:** November 5-7, 2015  
**Where:** Kobe, Japan  
**Deadline:** July 1, 2015 |

## Call for Papers

<table>
<thead>
<tr>
<th>Organization</th>
<th>Event Details</th>
</tr>
</thead>
</table>
| AACSB        | **Who:** AACSBIntl.  
**What:** ICAM - 2015  
**When:** April 26-28, 2015  
**Where:** Tampa, FL, USA  
**Deadline:** March 15, 2015 |
| AAIC         | **Who:** AAIC 2015  
**What:** Megatrends and Research Opportunities in Accounting  
**When:** June 3-4, 2015  
**Where:** Surabaya, Indonesia  
**Deadline:** April 16th, 2015 |
| IIAC         | **Who:** Global Academic Institute  
**What:** 2015 Istanbul Intl. Academic Conference  
**When:** June 7-10, 2015 |
| IIAC         | **Who:** Global Academic Institute  
**What:** 2015 Prague Intl. Academic Conference  
**When:** September 6-9, 2015  
**Where:** Prague, Czech Republic  
**Deadline:** August 7th, 2015 |
| ICEBT        | **Who:** ICEBT 2015  
**What:** 2015 Intl. Conference on Economics, Business and Trade  
**When:** August 25-26, 2015  
**Where:** Hong Kong  
**Deadline:** March 20, 2015 |
The Small Business Advancement National Center aims at increasing your knowledge of small business and entrepreneurship. All questions and comments are greatly appreciated.

The Small Business Advancement National Center is moving its website. In the process of doing so, we have found that our Newsletter archive lacks the following issues: 513, 521, 534, 535, 611, 617, 622, 626, 631, 665, 732, 733, 785 & 786. If you have any of these issues, please contact us. Thank you!

The 2015 International Conference of the Association Global Management Studies will be from May 18th-19th, 2015. This conference will be held by Columbia University in New York. ICAGMS is now welcoming the submission of papers until April 15th, 2015.

The VI International Conference on Economic Sciences hosted in Vienna is inviting the submission of articles for the conferences proceedings until April 23, 2015.

The Twenty Fourth Annual World Business Congress will be held in Famagusta, North Cyprus from May 27th-31st, 2015. They are now inviting the submission of papers until March 30th, 2015.

The West East Institute is holding another Business & Economics Academic Conference which will be on April 12-14, 2015 in Vienna, Austria. They are now inviting the submission of research papers for this conference. The submission deadline is March 13, 2015.

The European Business and Management Conference of 2015 is now inviting the submission of research papers. The conference will be located in the United Kingdom July 9-12th, 2015. The submission deadline is March 15, 2015.
“All of these options can lower the cash-based entry barrier.”

**How to Get around the Money Hurdle**

When dealing with your suppliers, think of negotiating the following:

- Delayed payment terms
- Payment as a percentage of revenue
- Direct capital investment
- Paying them in direct services (make them customers)
- Using their process/assets/talent during their downtime (use their slack resources)
- Getting them to guarantee a line of credit for you at their bank.

When working with customers:

- Pay first purchase order (PO) in cash upfront for better pricing
- Get a solid PO and then connect to a lender that will accept that as collateral
- Use their commercial bank and piggy back on their line of credit (slack resource)
- Get them to guarantee a line of credit
- Pre-sell them the first year’s worth of their purchases.

When going to investors:

- Borrow money from them, don’t just take investment
- Pay them back as a variable cost against a percentage of revenues (not against time)
- Get them to guarantee a line of credit
- Take investment but negotiate for a “clawback” where you can earn back ownership if things go well.

When hiring employees, think about offering:

- Options other than cash
- Percentage of sales rather than base salary.

All of these options can lower the cash-based entry barrier. And when all else fails, use your credit card!
Understanding the Battle to Win the War: Explorations into the Relationships between HGOs and the communities They Serve

This paper was written by Emily Tanner from the Oklahoma State University.

Relationships between non-government organizations (NGOs) and the communities served has been an overlooked factor in explaining and predicting the success of an organization. Often NGOs are not only providing services but are trying to change the social or cultural practices of a community in order to improve the quality of life in those communities. This paper begins a discussion on how relationships between NGOs and their downstream target audiences form and the potential factors that may interfere.

( pg. 149)

Read Entire Paper Here