

*Dear subscriber,
The June 2006 newsletter of the Namm Business Center at
Carnegie Library of Pittsburgh – Squirrel Hill is available below.
We hope our information and services can be of value to you, your
friends and colleagues.*

Wednesday Business Programs for June 2006

Wednesday June 7, 2006 1:00 PM – 3:30 PM

**Learn how to buy and sell items on eBay – with confidence and ease.
Whether you're a new entrepreneur, a homeowner cleaning out your attic or
a savvy consumer in search of neat stuff, this seminar will teach you to
safely and profitably shop and sell in today's hottest marketplace.**

Nancy J. Cheskey, Small Business Specialist, U.S. Postal Service.

Wednesday, June 28, 1:00 PM– 2:00 PM

**Key databases for a winning business plan. Realize your dream in starting
a business.**

Dorothy Kabakeris, Senior Librarian

**Don't miss the business programs at Carnegie Library of Pittsburgh,
Downtown & Business:**

www.carnegielibrary.org/locations/downtown/programs.cfm

Database of the Month:

ReferenceUSA: A special electronic directory featuring three major markets: 13 million U.S. businesses, 120 million residential households, and 650,000 physicians and dentists. The business database covers the widest range of all sizes of businesses from small proprietorships to major multinational corporations in the U.S. This is a valuable source for name searching, sales prospecting, and competitor information. Detailed information includes the owner/manager name, employee size range, year started, sales estimate and line of business. The household database can give you a mailing list of residences searched by address and estimated median home value. The physicians and dentists portion offers a good source for anyone marketing to these professions. *Onsite only at Downtown & Business, Oakland and Squirrel Hill.*

Report by Carnegie Mellon University: The economic impact of Carnegie Library of Pittsburgh on the community. Some highlights are below.

1. Carnegie Library of Pittsburgh (CLP) is the area's most visited regional asset.
2. For every dollar provided by the City of Pittsburgh and the Regional Asset District, the library provides more than \$6 worth of benefits.
3. CLP serves customers well beyond the borders of the City. In fact, CLP reaches customers in nearly every ZIP Code in Allegheny County.
4. The library provides more than \$75 worth of benefits per capita for every resident of Allegheny County.
5. Annually, CLP generates a return of more than \$91 million in combined economic output (\$63 million) and customer value (428 million) and sustains more than 700 jobs.

More information is available at:

www.carnegielibrary.org/about/economicimpact

Selected New Business Books in Squirrel Hill:

You can reserve titles at: <http://catalog.einetwork.net/search>

100 great businesses and the minds behind them by Emily Ross and Angus Holland, 2006.

Articulate executive in action. How the best leaders get things done by Granville N. Toogood, 2005.

Automatic millionaire homeowner. A powerful plan to finish rich in real estate by David Bach, 2005.

Battle for the soul of capitalism by John C. Bogle, 2005.

Bogleheads' guide to investing Taylor Larimore, Mel Lindauer, Michael LeBoeuf, 2006.

The coming economic collapse : how you can thrive when oil costs \$200 a barrel by Stephen Leeb, 2006

Five lessons a millionaire taught me about life and wealth by Richard Paul Evans.

Generation debt : take control of your money, a how-to guide by Carmen Wong Ulrich.

Home buying for dummies by Eric Tyson, 2006.

How to negotiate like a child. Unleash the little monster within to get everything you want by Bill Adler, Jr., 2006.

How to sell anything on Amazon...and make a fortune by Michael Bellomo and Joel Elad, 2006.

The little book that beats the market by Joel Greenblatt
Rule #1 : the simple strategy for successful investing in only 15 minutes a week! by Phil Town, 2006.
Scam-proof your life : 377 smart ways to protect you & your family from ripoffs, bogus deals & other consumer headaches by Sid Kirchheimer.
Silos, politics and turf wars. A leadership fable about destroying the barriers that turn colleagues into competitors by Patrick Lencioni, 2006.
Wall Street versus America. The rampant greed and dishonesty that imperil your investments by Gary Weiss, 2006.

SCORE counselors are available with excellent advice for anyone starting a business or expanding one, 10 AM – 3 PM, Mondays in Squirrel Hill and Thursdays at Downtown & Business (612 Smithfield St.)

We welcome your comments and questions submitted to:
squirrelhill@carnegielibrary.org

Carnegie Library of Pittsburgh – Squirrel Hill

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Hours:

Mon - Wed, 10:00 AM – 7:00 PM

Thu - Sat, 10:00 AM – 5:00 PM

Sun, 1:00 PM – 5:00 PM

“Price is what you pay. Value is what you get.” Warren Buffett