

*Dear subscriber,
The January 2007 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. Best wishes for a great 2007!*

Wednesday Business Programs for January 2007

Wednesday, January 10, 2007, 10:15 AM – 11:00 AM

Rethinking your retirement. Plan for a secure retirement with a robust income flow.

Presented by David Gettemy, Morgan Stanley.

Wednesday, January 31, 2007, 10:15 AM - 11:00 AM

Get government contracts for your business. Learn how to win federal and state contracts – a lucrative source of revenue for your business.

Presented by: Randy Williams, Southwestern Pennsylvania Commission.

Database of the Month:

Looking for high tech companies? Check out the **Pittsburgh Technology Council** membership directory. You will get snapshots of nearly 1,500 local companies in high tech, biotechnology, R&D, and other cutting edge businesses. <http://memberdirectory.pghtech.org/> This website also includes the full-text articles of their newsletter TEQ. The print directory with more details per company and supplemental industry trends is available at the Downtown & Business Library: www.carnegielibrary.org/locations/downtown

Selected New Business Books in Squirrel Hill:

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

Complete book of grant writing by Nancy Burke Smith and E. Gabriel Works, 2006.

Corporate crooks. How rogue executives ripped off Americans...and Congress helped them do it by Greg Farrell, 2006.

Dirty little secrets. What the credit bureaus won't tell you by Entrepreneur Press and Jason R. Rich, 2006.

eBay business. The smart way. Maximize your profits on the web's #1 auction site by Joseph T. Sinclair, 2007.

Everything you need to know before buying a co-op, condo, or townhouse by Ken Roth, 2006.

For sale by owner. Everything you need to sell your home at the highest price without paying a broker! By Steve Berges, 2006.

Guerrilla marketing research. Marketing research techniques that can help any business make more money by Robert J. Kaden, 2006.

Guide to home buying by National Association of Realtors, 2006.

Guide to home selling by the National Association of Realtors, 2007.

Harvesting profits on Wall Street. Essays on investing by Ron Muhlenkamp, 2006.

Home staging. The winning way to sell your house for more money by Barb Schwarz, 2006.

How to run your business like a girl. Successful strategies from entrepreneurial women who made it happen by Elizabeth Cogswell Baskin, 2005.

Managing and measuring employee performance by Elizabeth Houldsworth and Dilum Jirasinghe, 2006.

Niche envy. Marketing discrimination in the digital age by Joseph Turow, 2006.

Questions great financial advisors ask...and investors need to know by Alan Parisee and David Richman, 2006.

Service and style. How the American department store fashioned the middle class by Jan Whitaker, 2006.

Smartest investment book you'll ever read. The simple, stress-free way to reach your investment goals by Daniel R. Solin, 2006.

Take this book to work. How to ask for (and get) money, fulfillment, and advancement by Tory Johnson and Robyn Freedman Spizman, 2006.

The 7 deadly sins of investing. How to conquer your worst impulses and save your financial future by Maury Fertig, 2006.

The big money. Seven steps to picking great stocks and finding financial security by Frederick R. Kobrick, 2006.

The insurance maze. How you can save money on insurance – and still get the coverage you need by Kimberly Lankford, 2006.

The second homeowner's handbook. A complete guide for vacation, retirement, and investment by Jeff Haden, 2006.

Trend following. How great traders make millions in up or down markets by Michael W. Covel, 2006.

SCORE counselors are available with excellent advice for anyone starting a business or expanding one, 10 am – 2 pm, the first Monday of every month in Squirrel Hill and the third Thursday of every month at Downtown & Business (612 Smithfield St.)

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

Carnegie Library of Pittsburgh – Squirrel Hill

Namm Business Center

5801 Forbes Ave.

Pittsburgh, PA 15217

Phone: 412-422-9650

Email: squirrelhill@carnegielibrary.org

Website: www.carnegielibrary.org/locations/squirrelhill/namm

Hours:

Mon-Wed, 10-7

Thu-Sat, 10-5

Sun, 1-5

“I look for three things in hiring people. The first is personal integrity, the second is intelligence, and the third is a high energy level. But, if you don’t have the first, the other two will kill you.” Warren Buffett, CEO, Berkshire Hathaway.