



## What is an SBDC?

Small Business Development Centers provide counseling and training to small businesses including working with the SBA to develop and provide informational tools to support business start-ups and existing business expansion.

## How can an SBDC help my small business?

SBDC Programs deliver professional, high quality, individualized business advising and technical assistance to existing small businesses and pre-venture entrepreneurs. SBDCs provide problem-solving assistance to help small businesses access capital, develop and exchange new technologies, and improve business planning, strategy, operations, financial management, personnel administration, marketing, export assistance, sales and other areas required for small business growth and expansion, management improvement, increased productivity and innovation.

## Small Business Start Up Tips

### **Create a business plan:**

Create a plan to outline your company's direction – often a requirement for funding.

### **Market Research:**

Know your customers and competition.

### **Your industry:**

An important step in succeeding in your industry is knowledge. If you're planning to sell products or services to business customers you need to know more about them. Research your competitors or B2B customers.

### **Funding:**

Funding sources will analyze your financial projections in your business plan to determine whether to invest or loan funds.

### **Legalities:**

Seek assistance for the best legal structure and help with regulatory guidelines. Small Business Resources Free Consultations • Business Plan Assistance Funding Advice • Information for Entrepreneurship