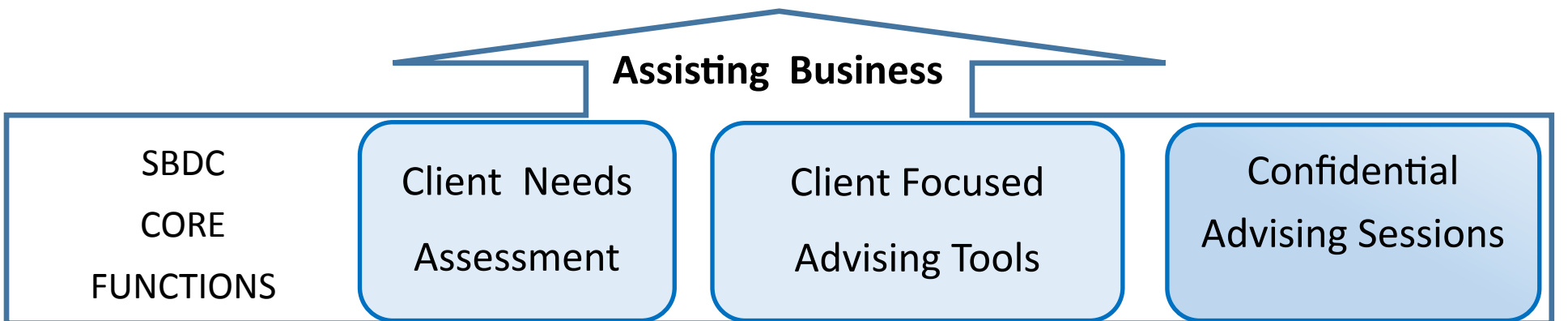
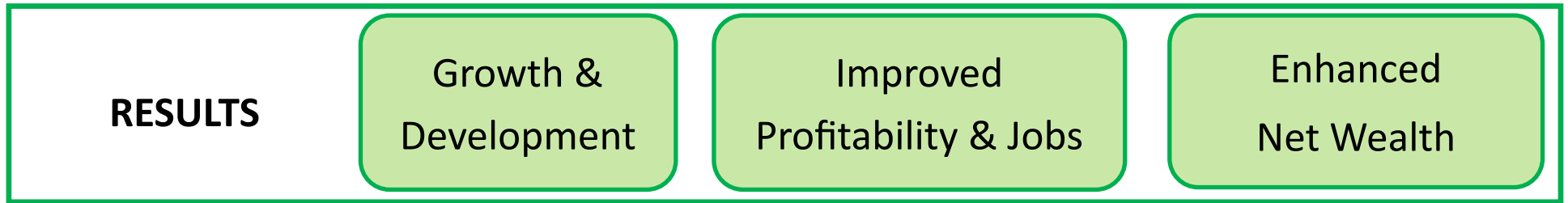




Small Business Growth & Development



Financial

- Cash flow management
- Understanding financial statements
- Cost structures
- Financial analysis
- Preparing loan applications
- Lender requirements
- Business acquisition analysis
- Preparing to sell a business
- Industry Comparable
- Angel & Venture Equity
-

Marketing

- ◇ Market research and feasibility analysis
- ◇ Industry trends
- ◇ SBDC NET research
- ◇ Market penetration—expansion
- ◇ International Trade
- ◇ Pricing strategy
- ◇ Competition analysis
- ◇ Best customer demographics
- ◇ New product market development
- ◇ Implementing internet based marketing
- ◇

Staffing & Operations

- * Employee Policies
- * Training Programs
- * Operation Efficiency
- * R&D with WSU
- * Business Structures
- * Inventory Control
- * Referral to other professional resources
- * Government resources and programs
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