

## Resources for Your Start-up Business



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## SBA Resource Guide



- Go to:  
[http://www.sba.gov/idc/groups/public/documents/wa\\_seattle/2007seargmar.pdf](http://www.sba.gov/idc/groups/public/documents/wa_seattle/2007seargmar.pdf)
- The SBA Resource Guide provides ample valuable information for starting a business.

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## Local Resources



- Local Resources to assist with:
  - Business planning
  - Cash flow projections
  - Industry research
  - Business structuring
  - ALL questions about starting a business

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### List of local resources

- SCORE: Senior Corps of Retired Executives
  - <http://www.score.org>
- Community Capital Development
  - <http://www.seattleccd.com>
- SBDC: Small Business Development Centers
  - <http://www.wsfdc.org>

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### List of Resources (con't)

- Northwest Women's Business Center
  - <http://www.nwwbc.org>
- Washington CASH
  - <http://www.washingtoncash.org>
- Others: local county resources

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### What Do Bank's Look For?

- Business Plan (yes, you do have to write one!) Templates can be found at: <http://www.sba.gov/wa/seattle> and click on "Resource Guide". Other templates can be found at <http://www.score.org>
- Include a cash flow projection
- Provide business financial statements and tax returns

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## What Do Bank's Look For?

- Personal credit is a critical component for obtaining financing for a business that is less than 2-years old.
- Personal financial statement and personal tax returns

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## The Five C's of Credit

- Capacity (exactly how you intent to repay the loan)
- Capital (your own personal money you have invested in the business)
- Collateral (a traditional lender will always want tangible assets to secure the loan; this often means your personal assets)
- Conditions (intended purpose of the loan, and what is the local economic climate within your industry)
- Character (Do you have experience in the industry? Are you trustworthy? How do you handle your personal credit? What has been your employment history?)

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