



# Newsletter

AUGUST 2010

## *Two New Business Services Available For New and Existing Businesses*

Biz\$olutions

Business

Plan

Development



Biz\$olutions

Business

Financial

Planning

*Specialized, Customized, One-on-One  
Services Just For Your Business*

Look Inside For....

Wyoming County EDA Business Loan Program

Financial Planning for Your Business

Direct Selling

Upcoming Training

IRS Tips

## Have You Ever Thought About Using Your Talents in Direct Selling?



Direct selling is a growing and vibrant industry based on the idea, that through the sale of quality products and services, individuals can achieve personal and financial goals on their own terms with little risk.

One of the most attractive aspects of direct selling is the **low startup cost** and the ease with which you can begin direct selling. Direct selling can be the answer whether you're looking for an alternative to conventional employment, seeking supplemental income or just enjoy the rewards of being your own boss. Direct selling offers flexible work schedules, a good way to earn extra income and develop a business.

*Use this occasion to talk to direct sellers at the*

## HOME BASED BUSINESS SHOW

Friday & Saturday SEPTEMBER 10<sup>TH</sup> & 11<sup>TH</sup>  
at the Crossroads Mall

**INTERESTED IN OPENING YOUR OWN BUSINESS?** Attend our **ABC's of Starting a Business** training. For more information or to register call us today or go to our website [www.westvirginiawbc.org](http://www.westvirginiawbc.org).



**Use Credit Wisely!** Use business credit cards to keep business expenses separate from personal expenses. Use your credit cards as money management tools. Always pay the monthly balance in full so that you will have access to working capital for future use. Don't mix personal and business expenses in your personal checking account. Obtain a line of credit from your bank which gives the business a source of working capital for emergencies or business growth.

NEW!

## More on Specialized Biz\$olutions Services!

NEW!

### Biz\$olutions Business Plan Development -

In order to enhance services to our clients we are implementing one-on-one, confidential Business Plan Development assistance. The new one-on-one service will assist new or existing business owners in developing a comprehensive business plan specific to their business. It will allow existing business owners or prospective owners flexibility in working at a time convenient to their schedule in a confidential professional setting. A well-written business plan is a must to not only determine the feasibility of a start-up business idea but to help an existing business to grow more effectively, with greater focus and reduced risk.



**Don't Give Up!!  
Biz\$olutions Can Help!**

### Biz\$olutions Business Financial Planning -

We have found that many business owners and prospective business owners fail to develop a complete financial plan for their business. Timely and focused business financial planning is critical to the success of a business—existing or new. Without budgets and a simple cash flow statement, you risk condemning your business to failure because of lack of money. As part of the new business financial planning service we will provide our clients with a comprehensive understanding business financial terminology and financial statements and assist in developing a budget for their business. Clients will also benefit from the review and evaluation of their recordkeeping system and will receive advice on practical organizational techniques specific to their business needs.

**If you are interested in either of these new services, call Karen at 304-253-3145 to set up an appointment.**

#### Business Owners Need to Know.....

- ◆ federal & state tax responsibilities
- ◆ where to find important tax & business info
- ◆ about forms and publications available from the IRS website to help you better manage your business.
- ◆ about the "e-News for Small Business", a free electronic mail service that provides up-to-date tax information to business owners.
- ◆ Go to: [www.irs.gov](http://www.irs.gov)
- ◆ WV business & tax information can be found at [www.wv.gov](http://www.wv.gov)

## BUSINESS PLAN DEVELOPMENT TRAINING

Are you spending long hours working in your business, with no time to work on your business? Could you benefit from a class that takes you step-by-step through the business planning process, from developing your concept, to defining your market, to firming up your financial plans? Well, the Women's Business & Training Center has just the solution! Our [Business Plan Development](#) training starts September 30, 2010. In this five-week course (taught every Thursday from 6pm–8pm) through Oct. 28, This class will assist you in developing a business plan for your business. A business plan will give you the opportunity to take a step back and look at your business in a new light. If you are just getting started on your idea for a new business a business plan will assist you in determining the feasibility of your idea. A well-written business plan is a must if you are planning to seek financing.. Call today or visit our website [www.westvirginiawbc.org](http://www.westvirginiawbc.org) to register. Cost is \$200 per person. A \$100 per person scholarship is available if you register by September 23. Call Karen at 800-766-4556 for additional information.



The instructor for the Business Plan Development class is Tennis Parrish. Tennis is a business consultant with over twelve years experience in business development and over thirteen years experience as an business owner. Tennis is a dynamic and experienced trainer who knows what it takes to write a great business plan that will help you grow your business.

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### Wyoming County EDA Offering Working Capital For Your Business

During this economic slowdown and tightening of credit markets, businesses are finding it harder, if not impossible, to find the funding they need to succeed. The Wyoming County Economic Development Authority (WCEDA) is making funding available to help make sure that eligible southern West Virginia businesses have the money they need when they need it. Under a new trial program, the WCEDA is offering working capital loans up to \$15,000 at the prime rate (currently 3.25%) for 6 years for qualifying businesses. This program is available statewide for a limited time. For this loan program the WCEDA will be expediting loan processing and offering a \$35 application fee and \$200 closing cost.

The WCEDA has several other loan programs available for a wide variety of capital needs including business start-up, expansion, equipment, capital expenditures and working capital. Loans are available from \$300 to \$200,000. Interest rates and terms can be tailored to individual business needs. A complete loan package is required. Call us for more information: 304-253-3145.

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### Women's Business and Training Center Services

- ◆ Individual Training in:
  - ~Computer Skills
  - ~Business Plan Development
  - ~Business Financial Planning
  - ~Business Management

- ◆ Group Training
- ◆ Business Coaching
- ◆ Evaluation of business ideas
- ◆ Business start-up information
- ◆ Self Employment Training
- ◆ Loan package preparation

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