

Entrepreneurial Services

Michigan Small Business
Development Center



In partnership with:





The Michigan SBDC

Funded through a cooperative agreement with the

- U.S. Small Business Administration (SBA)
- Michigan Economic Development Corporation (MEDC)
- Matching funds from Local Network partners in each region.

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Michigan SBDC Customer Groups



1

New Ventures

2

Existing Businesses

3

Growth Companies

4

Advanced Technology Companies

In partnership with:



Michigan SBDC Services

- No cost 1:1 business consulting
- Business education
- Information-based planning through (secondary) market research
- Technology commercialization

In partnership with:





Michigan SBDC Teams

- Small Business Team
- Business Growth Team
- Export Assistance Team
- Technology Commercialization Team

In partnership with:





Michigan SBDC Business Education

Take advantage of in-person and online learning opportunities for entrepreneurs. The MI-SBDC offers a variety of trainings presented by experienced professionals who can help you start and grow your business.

Register at SBDCMichigan.org/training

Topics Include:

- Starting a Business
- Business Plan
- Financial and Accounting
- Customer Relations
- Government Contracting
- Internet and Social Media
- Legal
- Management
- Marketing and Sales



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Objectives

- Assess readiness for entrepreneurship
- Evaluate the viability of your business concept (feasibility)
- Understand the steps to starting a business
- Take advantage of Business Planning tools



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Are You an Entrepreneur?

Ask Yourself: 'Do I Have What It Takes?'

- Are you a self-starter?
- Do you plan, organize, and follow through?
- Are you a strong communicator?
- Do you know how to sell?
- Do you have the ability to multi-task and work long hours?

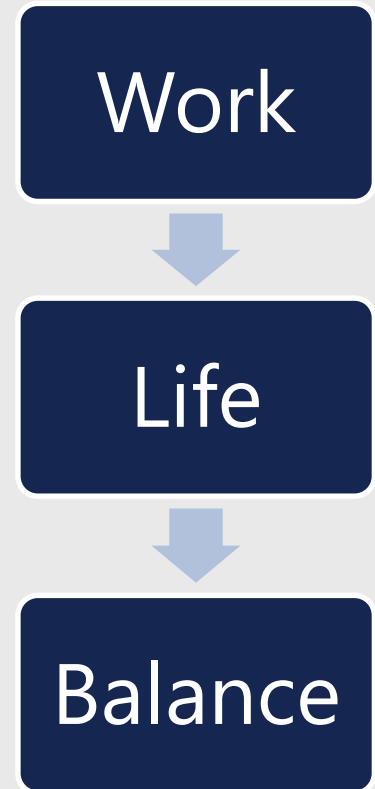
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Are You Ready?

Is this the right time to launch?

- Why are you going into business?
- Can you balance your business and family life?
- Do you have physical and emotional stamina?
- Do you have financial resources?



Personal Vision

Are your personal goals in line with your vision for your business?



Do you have savings in place or other income to support your family while your business grows?



Are your family needs and obligations in line with the demands of your business?

Business Vision

Where do you envision your business will be in five years?



Will your business be Local? National? International?



What is the transition plan for your business? Will you sell it to your children or employees?

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Ways to Start a Business

- Build from scratch
- Buy an existing business
- Buy assets
- Buy a franchise
- Inherit a business
- Join a business

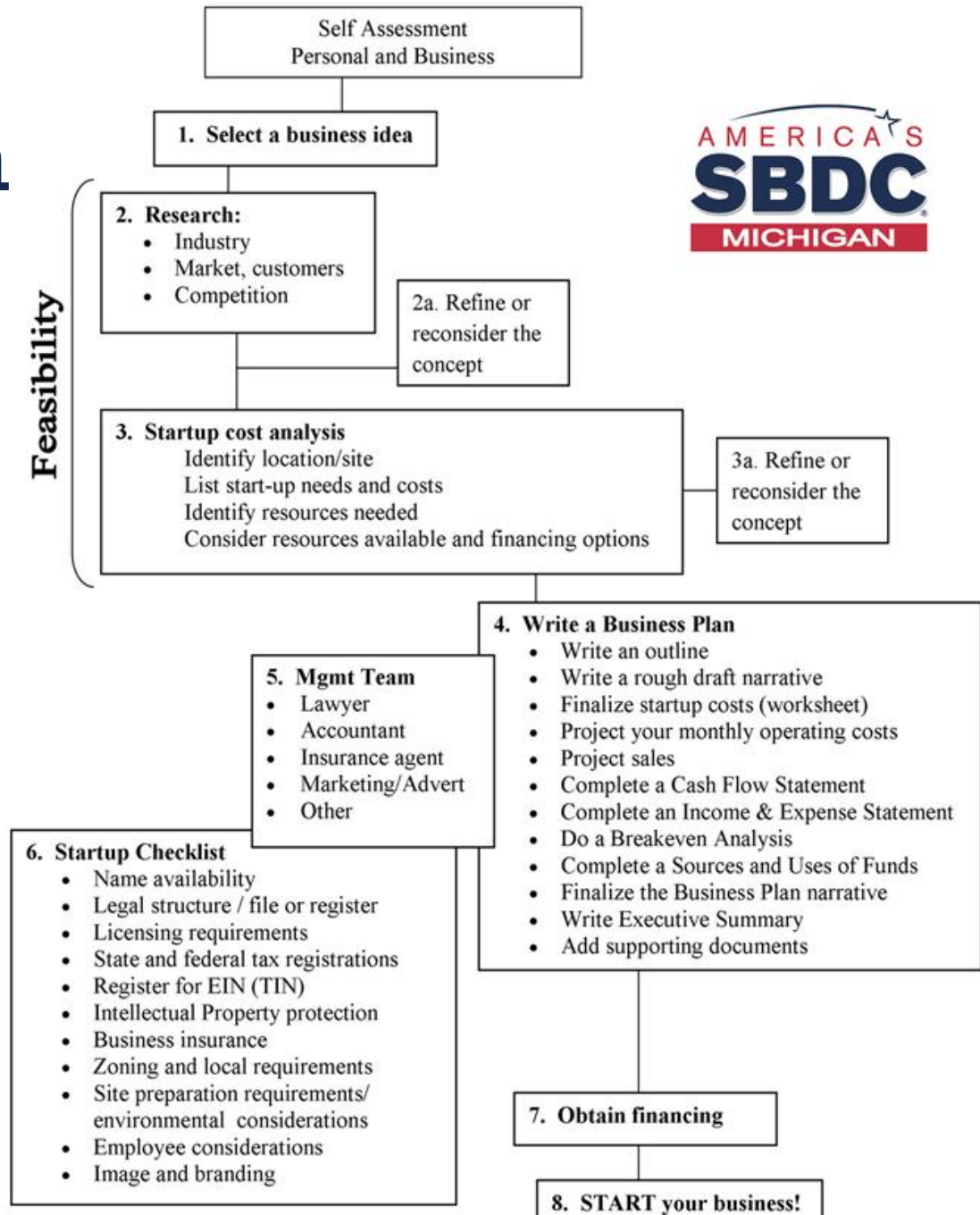
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Steps to Starting a Business



Steps to Starting a Business



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Use a Guide



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You can find the “Guide to Starting and Operating a Small Business” on our website, www.sbdcmichigan.org



Our Clients Demographics

- 2019 Year To Date
- 2018



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