

Service Corps of Retired Executives (SCORE) Pasco – Hernando Chapter 439

Presents:

“How to Successfully Obtain a Business Loan”

How to Successfully Obtain a Business Loan is being presented by two seasoned SCORE counselors -- both have varied and extensive business experience. Their aim is to teach participants the right way to successfully apply for and obtain the desired dollar amount of business capital from local banks and/or the SBA. This seminar is suited for business men and women, who wish to finance an expansion of current operations, develop and promote a new marketing/sales campaign, or purchase their business property. It is also designed for those men and women who wish to finance a new business startup or purchase a mature business.

HAP FAIRMAN is an electrical engineer who prior to retirement spent 20+ years as vice president of a small two-division company engaged in the design and manufacture of high-powered microwave equipment. Prior to this assignment, he was VP of operations and director of quality control and reliability for several electronic companies. In addition to these two manufacturing executive positions, he owned and operated his own management consulting firm. Hap has been associated with this SCORE Chapter for many years, has been vice-chairman for three and the chairman of the banking relations committee for five years, successfully obtaining for our clients millions of dollars in small business financing. Hap Fairman will conduct that portion of the seminar dealing with:

- ❖ How conventional and SBA business loans are obtained
- ❖ Loans for veterans, women and minorities.
- ❖ The terms and conditions of business loans; what they are and how they affect the borrower
- ❖ How to determine the best bank for your financing sources
- ❖ Credit reports and credit scores – how they affect many facets of your life
- ❖ How to correct errors and misinformation on credit reports

HOWARD SMITH has been associated with SCORE for over 10 years, serving as chapter chairman for two. His chosen profession is human resources management where he labored for 30 years with just one employer. During this time, he was a cost accountant, plant personnel manager, division labor relations director, corporate compensation and benefits manager and chief human resources officer of this Fortune 500 manufacturing company. Following retirement, he and four former associates purchased two electronics companies providing top-secret signal distribution systems and formed their own 200-employee electronics company. Howard was corporate secretary and chief administrative officer. Howard's portion of the seminar will cover:

- ❖ The seven stages of creating a successful business plan
- ❖ Research – its importance, sources and usages
- ❖ Format and content of a business plan that meets bank and SBA requirements
- ❖ Tips on writing the plan – the do's and don'ts of writing a successful business plan
- ❖ How to create a cash flow statement, including table of assumptions

For date, times, and location where this seminar is being conducted, consult your SCORE counselor, call (727) 842-4638, or go on line to our website at www.score439.org This seminar is open to the general public and is FREE, yet each participant will leave with numerous handouts, brochures, and other useful small business material thanks to our sponsors. Pre-registration is not required, although you can guarantee yourself a seat by registering through our website. This seminar is a must for new business startups requiring financing.