

**HOW DO WE FINISH THE CLIENT'S POWERPOINT PRESENTATION AND THE GOVERNMENT RFP BY TOMORROW WHEN WE'RE SO SHORT STAFFED?**  
**HOW DO WE GET BIGGER ACCOUNTS?**  
**HOW DO WE GENERATE MORE PROFIT ON EXISTING BUSINESS?**  
 SHOULD WE HIRE A NEW EMPLOYEE OR UPGRADE OUR EQUIPMENT?  
**DO WE GET A LOAN, LAY PEOPLE OFF, OR CLOSE OUR DOORS?**  
 DO WE LEASE OR BUY EQUIPMENT?  
**HOW DO WE MARKET OUR PRODUCT IN A BAD ECONOMY WHEN WE'RE BEING OVERSPENT?**  
 SHOULD WE KEEP OUR INTERNAL SALES FORCE OR WORK WITH INDEPENDENT DISTRIBUTORS?  
**THE CLIENT WANTS HIS ORDER BY 4 P.M. NEXT FRIDAY AND WE CAN'T GET ANYONE ON THE PHONE TO CONFIRM SHIPMENT.**  
 WHY DOES THE RECEPTIONIST ALWAYS CALL IN SICK ON FRIDAYS AND MONDAYS?  
 SHOULD WE USE STATE FUNDS FOR WORKERS COMP OR GO TO AN INDIVIDUAL CARRIER?  
 WHAT'S THE MINIMUM LIABILITY INSURANCE I CAN CARRY?  
**IS AN OFFICE SOUND SYSTEM TAX-DEDUCTIBLE?**  
**HOW DO WE MOTIVATE OUR PEOPLE DURING A BAD ECONOMY?**  
  
**WHY DOES THE PROJECTOR FAIL EVERY TIME WE HAVE AN OFFSITE MEETING?**  
**SHOULD I ATTEND MY CLIENT'S FUNDRAISER AND GIVE UP MY SUNDAY AFTERNOON?**  
 WHO'S GOING TO TRAIN THE NEW GUY AND WHAT IF HE DOESN'T WORK OUT?

**WE HAVE ANSWERS TO BUSINESS QUESTIONS YOU SHOULD BE ASKING.**

The Small Business Development Center (SBDC) hosted by College of the Canyons offers an entire network of Business Advisors who will provide you with free one-on-one business advising and affordable training. Whether you're starting a business or want to take your business to the next level, we can help you.

The SBDC hosted by College of the Canyons is part of the Los Angeles Regional SBDC Network, a nationwide program. More than 1.3 million businesses take advantage of the SBDC services nationally, and **the COC SBDC provides services at ten locations throughout its service area.** Visit [www.cocsbdc.org](http://www.cocsbdc.org) or call **(661) 362-5900** to make an appointment today.



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