

HOW DO WE  
FINISH THE CLIENT'S POWER  
POINT 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

## IT'S FREE BUSINESS ADVICE. HOW GOOD COULD IT BE?

The Small Business Development Center (SBDC) hosted by College of the Canyons can provide you with 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 there's an SBDC Service Center near you. Visit [www.cocsbdc.com](http://www.cocsbdc.com) or call (661) 294-9375 to make an appointment today.



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