

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 seven 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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