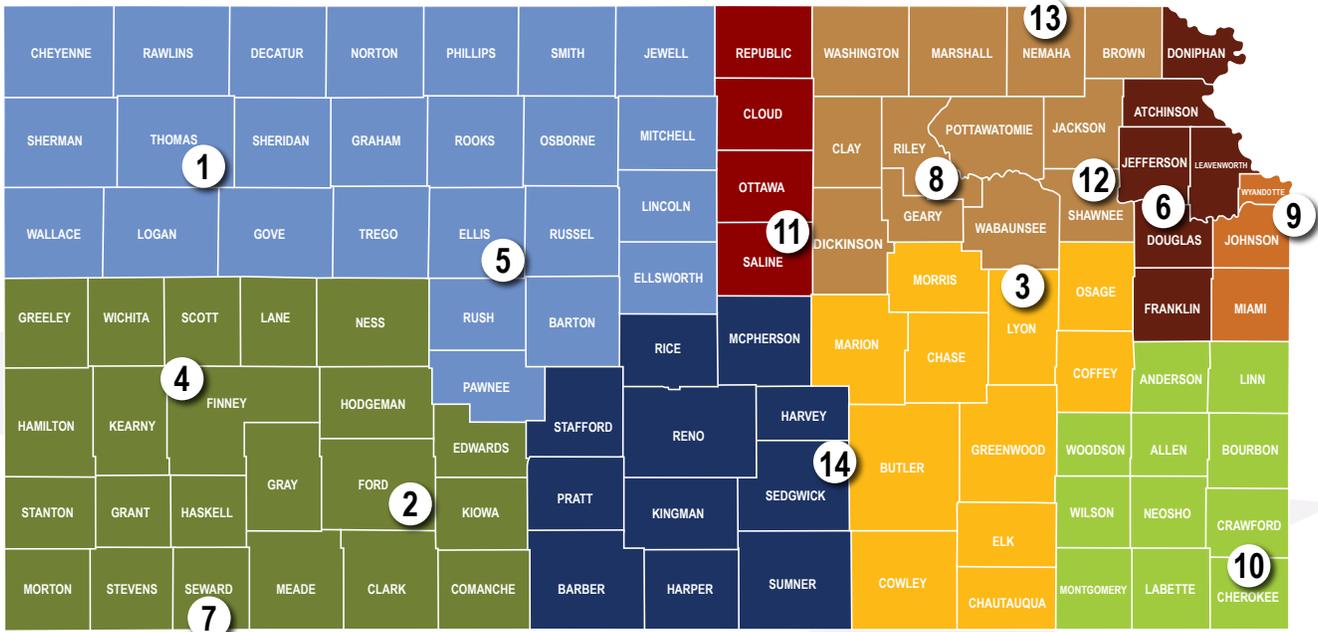


# Small businesses have goals. We help them reach their goals.



- 1 Colby. Kansas SBDC (FHSU region) | 785.460.5482 | <http://www.fhsu.edu/ksbdc> | [ksbdc@fhsu.edu](mailto:ksbdc@fhsu.edu)
- 2 Dodge City. Kansas SBDC (SCCC region) | 620.789.0292 | <http://www.swksbdc.com> | [ksbdc@sccc.edu](mailto:ksbdc@sccc.edu)
- 3 Emporia. Kansas SBDC at ESU | 620.341.5308 | <http://www.emporia.edu/sbdc> | [ksbdc@emporia.edu](mailto:ksbdc@emporia.edu)
- 4 Garden City. Kansas SBDC (SCCC/ATS region) | 620.417.1955 | <http://www.swksbdc.com> | [ksbdc@sccc.edu](mailto:ksbdc@sccc.edu)
- 5 Hays. Kansas SBDC at FHSU | 785.628.5615 | <http://www.fhsu.edu/ksbdc> | [ksbdc@fhsu.edu](mailto:ksbdc@fhsu.edu)
- 6 Lawrence. Kansas SBDC at KU | 785.843.8844 | <http://www.business.ku.edu/ku-small-business-development-center> | [ksbdc@ku.edu](mailto:ksbdc@ku.edu)
- 7 Liberal. Kansas SBDC at SCCC/ATS | 620.417.1955 | <http://www.swksbdc.com> | [ksbdc@sccc.edu](mailto:ksbdc@sccc.edu)
- 8 Manhattan. Kansas SBDC (WU region) | 785.587.9917 | <http://www.washburnsmallbusiness.com> | [ksbdc@washburn.edu](mailto:ksbdc@washburn.edu)
- 9 Overland Park. Kansas SBDC at JCCC | 913.469.3878 | <http://www.jccc.edu/ksbdc> | [ksbdc@jccc.edu](mailto:ksbdc@jccc.edu)
- 10 Pittsburg. Kansas SBDC at PSU | 620.235.4921 | <http://www.btikansas.com/home/SBDC/> | [ksbdc@pittstate.edu](mailto:ksbdc@pittstate.edu)
- 11 Salina. Kansas SBDC | 785.234.3235 | <http://www.kansassbdc.net> | [ksbdc@washburn.edu](mailto:ksbdc@washburn.edu)
- 12 Topeka. Kansas SBDC at WU | 785.234.3235 | <http://www.washburnsmallbusiness.com> | [ksbdc@washburn.edu](mailto:ksbdc@washburn.edu)
- 13 Wetmore. Kansas SBDC (WU region) | 785.866.2095 | <http://www.washburn.edu/sbdc> | [ksbdc@washburn.edu](mailto:ksbdc@washburn.edu)
- 14 Wichita. Kansas SBDC at WSU | 316.978.3193 | <http://www.wichita.edu/ksbdc> | [ksbdc@wichita.edu](mailto:ksbdc@wichita.edu)



# Kansas SBDC FAQs

## ***How can you help my business?***

We can help in a variety of ways. The primary way we help is by working with you to find out what your needs are and helping you develop a strategy to reach your goals.

Some of the key reasons clients originally contact us for help include:

- Business plan assistance
- Financial projection development
- Financial analysis
- Cash flow analysis
- Marketing plan development
- Human resources
- Sources of capital and financing
- Product cost analysis and pricing
- Market research assistance
- Advertising strategies
- Selling to the government/procurement
- Investor assistance
- Patent process
- International trade
- Buying or selling a business
- Business valuation
- Continuity planning

## ***How do I use your services?***

Start by contacting the center nearest you. A map can be found on the flip side of this sheet. If you want to take advantage of online training without contacting your local center first, visit [www.kansasbdc.net](http://www.kansasbdc.net).

## ***Is there a charge for Kansas SBDC services?***

No and Yes. No, Kansas SBDC advising services are provided at no cost to our clients. Workshops, seminars, and online training are offered at low-cost or no-cost to clients as well.

Yes, we do offer specialized fee-based consulting if you need something beyond general advising. We offer different levels of business valuations and continuity plans. To learn more call 785-296-6514.

## ***Why do you provide advising at no cost? Why don't you charge?***

When the SBDC was established in 1983 the federal government decided that they would not charge for advising. Essentially since our government is funded by the taxpayer, they decided that taxpayers had really already paid for the service.

## ***Can I see an advisor without an appointment?***

We would suggest scheduling an appointment to meet with us. As a first time client there are some helpful forms you can complete before you meet with an advisor to make the most of your time together. Learn about how to become a Kansas SBDC client at [www.kansasbdc.net](http://www.kansasbdc.net).

## ***Do I have to become a client to attend one of your online classes?***

No, you don't. Online classes as well as on-the-ground classes, workshops, and seminars are open to anyone that is interested in improving their business performance, starting a business or exploring a business idea.

However, we encourage you to take advantage of working with our team as a Kansas SBDC client. Learn more [www.kansasbdc.net](http://www.kansasbdc.net).

## ***How do I learn more about a class I might be interested in taking?***

Visit our website at [kansasbdc.net](http://kansasbdc.net) or visit the website of the center in your area. All center websites and contact email addresses are listed on the reverse of this handout.

## ***Why don't more people know about your services?***

Because we're a confidential service (Las Vegas rules apply) and we don't talk about our clients without their permission, you won't hear a lot about us. Plus, since we operate using tax payer dollars we don't spend money on advertising. We put all of our effort into delivering our service.

## ***I already own a business. Can I still use the Kansas SBDC?***

Yes. We encourage it. As of 2017, approximately half of the businesses we serve are already in business when they seek out our help. Our Kansas SBDC advisors have extensive experience and knowledge in many areas of business operations across a variety of industries. We can help with marketing, management, operations, expansion, cash flow analysis, inventory control, strategic planning, and pricing your products and services.

If your business meets the size standards of the SBA (typically less than 500 employees), you'll be able to access the no-cost and confidential business advising offered by the Kansas SBDC.

If your issue is outside the scope of your Kansas SBDC advisor's expertise, he/she will tap into a large network of business experts across the country to assist your company.

## ***What if I'm interested in selling my business? Can you assist with that?***

Yes, we can. We have consultants that are certified in business valuation as well as advisors that can help you prepare to sell your business. We've helped many small businesses with successful transition and succession plans.

## ***What if I'm interested in buying a business? Can you help with that?***

Yes. We have advisors that can help you evaluate the existing business, your ideas, and the market so you can make an informed decision. Certified consultants can assist with a business valuation as well.

## ***Does the Kansas SBDC loan money for my business startup?***

The Kansas SBDC does not provide loan or grant money. However, we will assist you in developing your business plan and financial projections and identifying potential sources of capital. This is often the key to help you obtain additional capital. Additionally, Kansas SBDC advisors can often identify various non-traditional sources of capital to help your business.

## ***Will a Kansas SBDC advisor provide assistance in writing a business plan?***

The Kansas SBDC will provide resources and guidance in the process of writing your business plan. Many centers have accelerated business plan training courses that can help as well.

## ***I can't get away from work. Do you have any online help?***

Yes. The Kansas SBDC can consult with you via email, phone, or video conferencing. Several online training classes are available for anyone that needs help in your business. Learn more at [www.kansasbdc.net](http://www.kansasbdc.net).

## ***I'm concerned that people will know that I am working with the SBDC and lose confidence in my leadership. How confidential are your services?***

Our services are highly confidential. 'Las Vegas' rules apply here. We can't even confirm with your business partners if you are our client without your written permission.

## ***How good are you?***

Each year we survey our clients to find out if we've made a difference in their business. For 2015, our clients said we helped them do the following:

Secure \$88,654,545 in new capital  
Increase year-over-year sales by \$123,790,429  
Create or retain 2,555 employees  
Start 409 new businesses

According to the Kansas Dept of Revenue, Kansas SBDC clients consistently grow average annual sales at a pace much faster than all of Kansas businesses. In 2015 our clients increased their annual sales by 30.8% versus all of Kansas businesses at 3.6%.

According to the Kansas Dept of Labor, Kansas SBDC clients consistently grow average annual jobs at a pace much faster than all of Kansas businesses. In 2015 our clients increased their annual jobs by 37.6% versus all of Kansas businesses at 0.8%.