

Paul Hoyt's "Office Hours" Series



THE **Awakened** CEO System

Office Hours

mindset

methods

momentum





Welcome to Office Hours

- A relaxed, informal mentoring program
- Held every Monday at Noon Pacific Time
- All recordings, slides, and exercises are archived in our member's area
- All recordings are available on my YouTube channel:

www.YouTube.com/user/PaulHoyt

mindset

methods

momentum





The Reasons

- Being a successful small business owner can be a great experience!
- It's tough - you need Education, Training, Tools, and Team to be successful
- We want you to get to know us

mindset

methods

momentum





The Reasons

- First and most importantly, we want you to know that we care about you.
- We want you to succeed in every area of your life, whatever that means to you.
- We want you to find the **greatness**, the **happiness**, the **divinity** within yourself, and then remember it, embrace it, and live it every day.



mindset

methods

momentum



Our Passion

To increase the survival rate...

Accelerate the growth rate...

And reduce the struggle rate
of businesses in America

mindset

methods

momentum





Our Vision...

To help millions of CEOs and
Entrepreneurs accelerate their business
growth and enjoy greater harmony and
balance in their lives

Please Pass the Word!

mindset

methods

momentum





Office Hours Agenda

- In depth discussion of a business success principle
- Closing remarks, special offers, and invitation for next weeks session
- Open Q&A and coaching

mindset

methods

momentum





Join Us!

- The Awakened CEO Communities on both LinkedIn and Facebook
- Business Success Principle of the Day postings on both Facebook and LinkedIn
- Energy of the Day posting on Facebook

mindset

methods

momentum





During the Call...

- Make comments, ask questions, share insights and “takeaways”
- Goal: 20 comments and likes in Facebook group

mindset

methods

momentum





THE **Awakened** CEO Conversation

- An Interactive Webinar, with a special guest
- Wednesday, August 12th, 6pm PST
- Watch your emails for signup information

mindset

methods

momentum





Today's Topic:

Help From Above: The Programs of the SBA

mindset

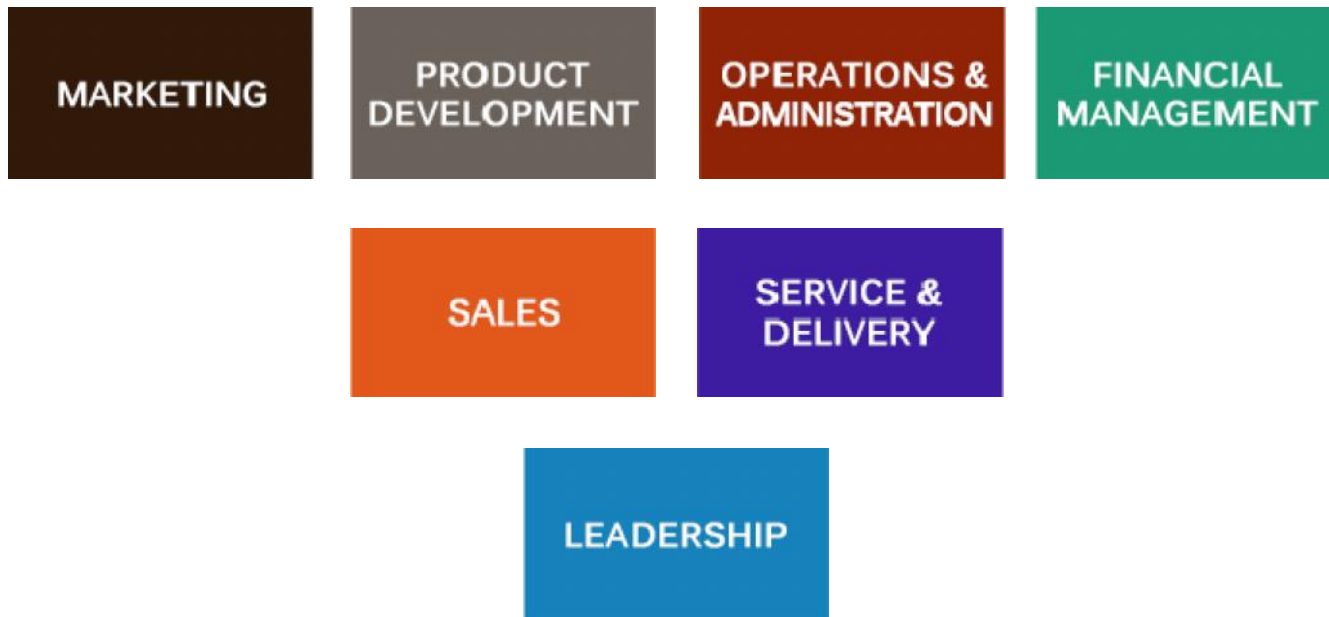
methods

momentum





The Key Performance Areas



mindset

methods

momentum





The Key Performance Areas



mindset

methods

momentum





THE **Awakened** CEO
System



mindset

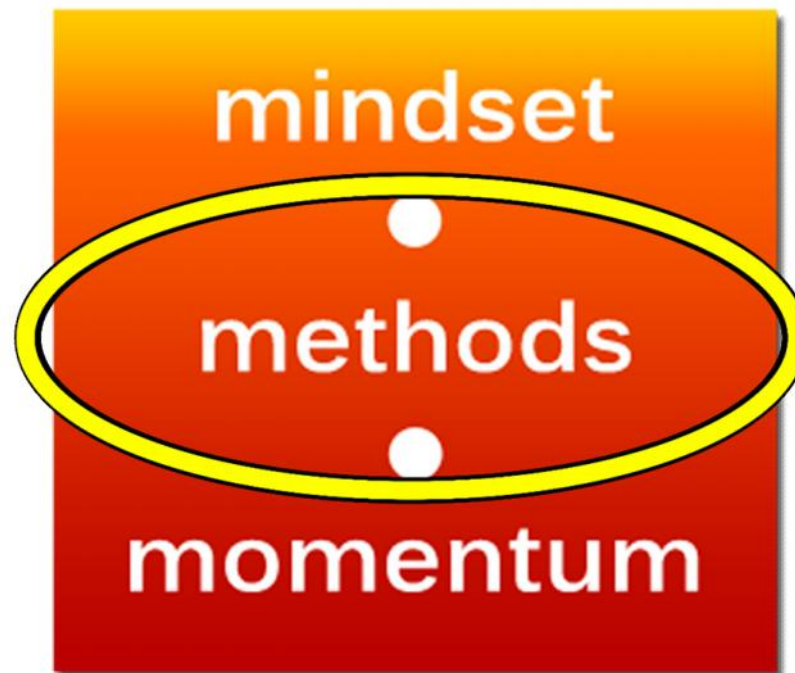
methods

momentum





The Awakened CEO System



mindset

methods

momentum





Agenda

- About the SBA
- What is a Small Business?
- The Programs of the SBA
 - Loan Programs
 - Disadvantaged Business Programs
 - Small Business Development Centers
 - Women's Business Centers
 - SCORE and more
- The Bottom Line

mindset

methods

momentum





About the SBA

- Formed in 1953
- Almost abolished in 1996, but survived
- Offices in every state
- Mission: "... to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise, and to maintain and strengthen the overall economy of our nation."

mindset • methods • momentum



What is a Small Business?

- Independently owned and operated
- Wholesaling: 100 employees or less
- Retail / Service: sales less than \$4.5 to \$32.5 million depending on industry
- Manufacturing: 500 employees or less
- Construction: sales less than \$14 to \$33.5 depending on industry



mindset

methods

momentum



The Programs of the SBA

- Loan Programs
- Disadvantaged Business Programs
- Small Business Development Centers
- Women's Business Centers
- SCORE
- ... and More

mindset

methods

momentum





Loan Programs

- General Small Business Loan Program [7(a)]
- SBA Express
- Real Estate and Equipment Loans (CDC/504)
- Microloans
- Disaster Loans

mindset

methods

momentum





General Small Business Loan Program [7(a)]

- The most common loan program
- SBA doesn't loan the money directly – they guarantee a portion of the loan to a lending bank
- You make application with the bank
- Much less stringent loan criteria
- Can be a tougher application process



mindset

methods

momentum



General Small Business Loan Program [7(a)]

- Both Line of Credit and Installment loans
- “Small loans” are \$350,000 or less
- Maximum loan now \$5 million
- Must demonstrate the ability to repay the loan from the cash flow of the business...
- ... and / or personally guarantee the loan from personal assets



mindset

methods

momentum



General Small Business Loan Program [7(a)]

- Not every company is eligible! Not allowed:
 - Lenders, real estate investors, life insurance companies
 - Non-profits, charities, religious organizations
 - Newspapers, schools
 - Gambling, “prurient” sexual businesses
 - Those owing money to the government, or previously defaulted on a loan



mindset

methods

momentum



SBA Express

- For Veterans, Active Duty Military, National Guard, Reservists, spouses and widows
- Up to \$350,000
- No collateral requirement up to \$25,000
- Approval generally within 48 hours

mindset

methods

momentum





Real Estate and Equipment Loans (CDC/504)

- For land, buildings, capital equipment, and lease-hold improvements
- Uses Certified Development Companies in addition to normal lenders
- Requires 5% - 15% owner equity
- Up to 90% financing, below market rates
- Up to \$5.5 million; eligibility varies



mindset

methods

momentum



Microloans

- Through SBA Microloan Intermediaries
- They borrow money from SBA and loan it to borrowers
- Used for working capital, machinery and equipment, leasehold improvements
- \$500 to \$50,000

mindset

methods

momentum





Disaster Loans

- For declared Disaster Areas only
- To replace or repair damaged buildings, inventory, personal property, machinery and equipment, and other business assets

mindset

methods

momentum





Disadvantaged Business Programs

- Focused on helping small businesses do business with Federal and State governments
- Federal government is world's largest buyer: more than \$500 billion each year
- 23% set asides for all federal contracts
- Many states have same "goaling standards"



mindset

methods

momentum



Disadvantage Business Categories

- Veterans
- Service Disabled Veterans
- Minority Owned and Controlled
- Women Owned and Controlled
- HubZone

mindset

methods

momentum





Small Business Development Centers

- 900 centers (SBDC's) across the US
- Managed by sponsoring organizations, typically universities and chambers of commerce
- Funded through matching grant programs
- Provide services via volunteer business advisors
- Low-cost training programs



mindset

methods

momentum



Women's Business Centers

- 110 across the US
- Similar to the SBDCs
- Receive a (max) \$150,000 grant from the SBA to administer the programs

mindset

methods

momentum





SCORE

- Senior Corps of Retired Executives
- 350 chapters across the US
- Provide free mentoring and counseling to small businesses
- Warning: Be cautious about the quality of services!

mindset

methods

momentum





... and More

- Small Business Investment Corps (SBIC)
 - 292 Privately Owned funds, venture debt
- Surety Bonds
 - For construction
 - Like loans, guarantees for surety companies
- Courses, Articles and Templates online
 - Via their Learning Center



mindset

methods

momentum



... and More

- Veterans Business Outreach Centers
 - 15 Centers, 10 regions in the US
- Export Assistance Centers
 - Over 100 in the US
- Procurement and Technical Assistance Centers
 - Over 100 in the US; assist with government contracting



mindset

methods

momentum



The Bottom Line

- There are a lot of programs available!
- It's a good idea to study the programs and know what is available to you
- It's a **great** idea to work with financial advisors and business consultants who are familiar with them

mindset

methods

momentum





Agenda

- About the SBA
- What is a Small Business?
- The Programs of the SBA
 - Loan Programs
 - Disadvantaged Business Programs
 - Small Business Development Centers
 - Women's Business Centers
 - SCORE and more
- The Bottom Line

mindset

methods

momentum





Homework

- Review the SBA website for more information
- Try taking an online course or two
- Find a local SBDC, Women's Center, or Veterans Center and become familiar with the programs they offer
- Ask your peers, business consultants, and financial advisors about the SBA



mindset

methods

momentum



Open Q & A and Coaching – in a minute

- Comments and questions on the topic of the day, then any other issues
- Tell me what your biggest “take-aways” are and what insights you gained from this presentation
- Tell me what you are going to focus on

mindset

methods

momentum





Our Support Services

Service	Teach You	Do It With You	Do it For You
Education	X		
Training	X		
Coaching	X		
Advising / Mentoring	X	X	
Consulting		X	X
Growth Management		X	X



mindset

methods

momentum



THE **Awakened** CEO Conversation

- An Interactive Webinar, with a special guest
- Wednesday, August 12th, 6pm PST
- Watch your emails for signup information

mindset

methods

momentum





Next Office Hours: Aug 10th

- Skipping a week!
- Topic is: Live Group Coaching
- Let me know what topics you would like for me to address: www.PaulsSurvey.com
- Do your homework!

mindset

methods

momentum





Open Q & A and Coaching

- Comments & questions on the topic of the day, then any other issues
- Contact Me at paul@paulhoyt.com
call or text: 415.997.8001
- www.SchedulePaul.com



mindset

methods

momentum

Paul Hoyt's "Office Hours" Series



THE **Awakened** CEO System

Office Hours

mindset

methods

momentum

