

**Start Smarter, Stay Stronger
We'll Show You How ...**



Personal Advisors with Professional Insights

Put their experience and expertise to work for you.



Workshops, Seminars and Training

Gain the knowledge and the skills that you need to succeed.



Success Awards

Our Success Awards recognize your exceptional achievement.



Statewide Support and Assistance

Make our network your network. Our resources run deep.



Around the corner, across the state and nationwide.

Put the power of our network behind your business.

**Your Statewide Resource for
Small Business Success**



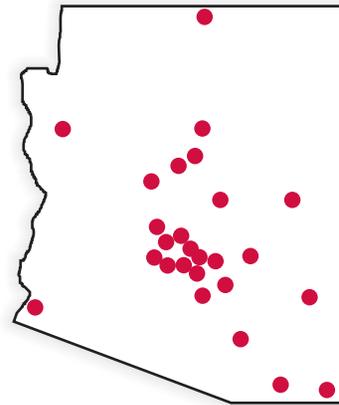
2411 West 14th Street • Tempe, AZ 85281
(480) 731-8720

Janice Washington, CPA
State Director

The **AZSBDC** has locations throughout Arizona.
To find the SBDC Center nearest you, visit our website at:

www.azsbdc.net

Strong Businesses Start Here!



- | | |
|-----------------|----------------|
| Apache Junction | Phoenix |
| Avondale | Prescott |
| Casa Grande | San Tan Valley |
| Chandler | San Carlos |
| Cottonwood | Sedona |
| Douglas | Show Low |
| Flagstaff | Sierra Vista |
| Globe | Surprise |
| Kingman | Tempe |
| Mesa | Thatcher |
| Page | Tucson |
| Paradise Valley | Yuma |
| Payson | |

Online Counseling also available. See Website.



The **AZSBDC** is partially funded by the U.S. Small Business Administration (SBA). SBA funding is not an endorsement of any products, opinions or services. All SBA-funded programs are extended to the public on a non-discriminatory basis.

**What Your
Business Needs
To Succeed ...**

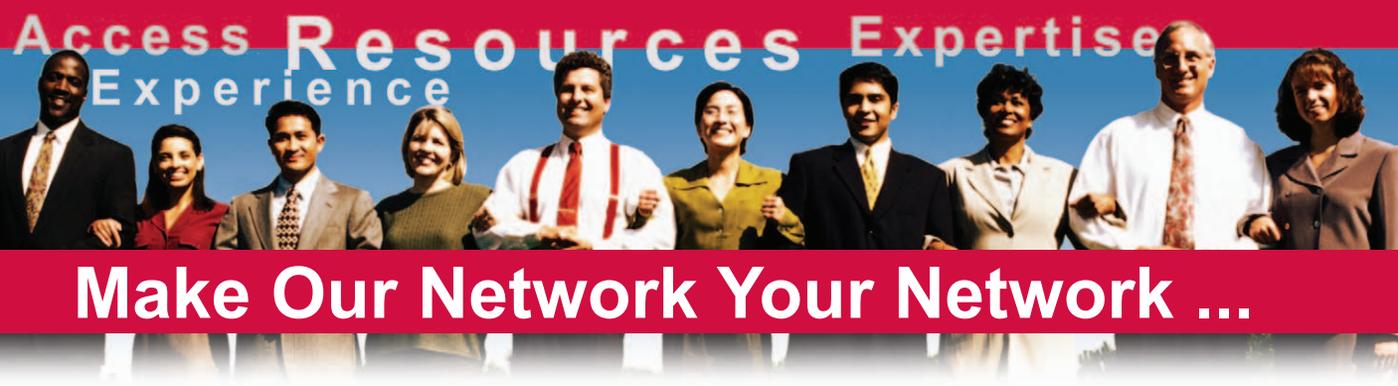
From *A* to *Z*



Make Our Team Your Team



SMALL BUSINESS DEVELOPMENT CENTERS



Make Our Network Your Network ...

Meet The Arizona SBDC Network ...

We're Arizona's largest and most accessible statewide source of assistance for small businesses. The AZSBDC is the product of an innovative partnership between the U.S. Small Business Administration (SBA) and our host institutions. We exist to put our expertise and resources to work for you.

Your business is our business. We have 26 locations across Arizona, including 11 Service Centers that are staffed with professional business counselors, analysts and technology specialists who are dedicated to providing counseling, education and support to new and expanding businesses. We've been opening doors to opportunity in Arizona since 1988.

When you work with an AZSBDC Center, the resources of our powerful network work for you. The relationship you build with your counselor extends into your local Center and across our statewide network. Our team is your team and there's nothing small about it. Our affiliation with the SBA and the Association of Small Business Development Centers (ASBDC) puts nationwide business building resources within your reach. Together, we'll help get you where you want to go.

How We Can Help ...

We provide one-on-one confidential evaluation and guidance by counselors with real-life business ownership and management experience to help you fast-track your plans for startup and growth. We also offer affordable workshops and seminars that can help you gain the knowledge and skills that you need to succeed.



Any existing small business or aspiring entrepreneur in Arizona may receive free counseling assistance from a member of the AZSBDC Network. Minimal fees may be charged for workshops or other training programs.

Our statewide network offers a wide range of services, including:

- Free One-on-One Business Counseling
- Business Plan Assistance
- Market Feasibility and Research
- Marketing Strategy Development
- Cash Flow Analysis
- Financial Projections Development
- Identifying Sources of Capital
- SBA Loan Assistance
- Business Assessment
- Import and Export Assistance
- Inventory Control Assessment
- Technology Plan Development
- Preparing for Government Contracting
- Applying for WBE Certification



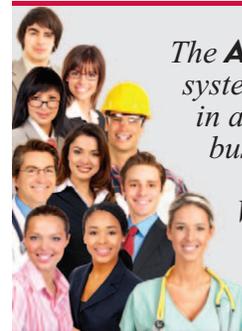
It All Adds Up ...

Independent research suggests that businesses which utilize SBDC services tend to realize greater sales increases and create more jobs than Arizona businesses in general.¹ In the past year alone, AZSBDC Centers:

- Counseled more than 3,100 clients;
- Helped start 268 businesses;
- Created or retained more than 1,600 jobs;
- Helped clients increase sales by more than \$85 million;
- Helped clients create more than \$45 million in new capital.²

¹ Source: Economic Impact Study of Small Business Development Counseling Activities in Arizona, 2008-2009; James J. Chrisman, Ph.D.

² Source: 2011 AZSBDC Center reporting data.



*The **AZSBDC** is the only statewide system that works with entrepreneurs in all industries and in all stages of business development.*

We work with the SBA and our host partners to promote entrepreneurship, economic sustainability and growth across Arizona.

A Wealth of Resources ... At Your Fingertips

Our website is your gateway to knowledge. Visit www.azsbdc.net to find helpful information on topics including:

- How To Start and Grow a Business
- Government Contracting
- WBE Certification
- Workshops and Online Learning
- State and Federal Resources



**We have what your business needs to succeed ... from A to Z
Come Grow With Us!**

www.azsbdc.net