

# WHAT ARE YOUR CAPITAL RESOURCES?

**North Metro SBDC Lead Financial Consultant, Karen Patel**

*sponsored by the City of Westminster*

**Tuesday, January 25, 2022**

**12:00 PM - 1:00 PM**

# Speaker – Karen S. Patel



## About

Karen has been in the financial services for let's say 40 years give or take. She was raised in a family-owned business and lives by entrepreneurial principles. With a formal education in accounting, numbers are a major focus of her professional life. She serves small businesses in the corporate, economic development and now as a consultant,

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## Areas of expertise

- Asset Protection Strategies\*
- Business Planning
- Comprehensive Fee-Based Financial Planning
- Debt Management
- Family Business Succession
- Lending Resources
- Retirement Strategies
- Tax Strategies\*
- Wealth Resources

# CONGRATULATIONS!

*You desire or are living the American dream to be an entrepreneur!!*

*Welcome and hang on tight!*

## So you figured out...

“

*“I need money/capital/big bucks  
mad money/coinage/greenbacks  
moolah/dollars...cash!”*

# Learning objectives

1. What type of funding is out there?
2. What is best for your small business?
3. How do you actually get it?

# Types of funding sources

## Self

Cash Savings, personal credit, retirement, Cash Value Life Policy

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## Lending Institutions

1<sup>st</sup> Tier, 2<sup>nd</sup> Tier  
Alternative Lenders

# What is your Business Plan?



**Product/Service**



**Target Market**



**Distribution  
channels**



**Cashflow  
projections**



**Marketing**



**Legal-Accounting  
structure**

# 5 C's of Credit

## Conditions

Industry

## Collateral

Business or Personal assets

## Capital

Your \$\$ invested



## Character

FICO/credit behavior...

Dun & Bradstreet D&B

## Capacity

Ability to pay back – financial statements

# What is best for your small business

- Your business - Your decision
- **Purpose of Request**-Start up/TIs, re-fi, expansion
- Types of capital
  - Short term influx
  - Working capital line of credit
  - Long term
  - Equity / capital
- Types of Lenders

# How do you actually get it

- Documentation Documentation Documentation
  - Business Plan – Cash flow
  - Experience – Industry and Financial credit history
  - Team of Advisors – SBDC, **CPA**, Attorney, Insurance Agent, HR consultant, Marketing consultant, Financial Planner
  - Ask
- Case Study – Open discussion....



North Metro Denver



# Thank you!

Questions or comments?

For very specific questions to your situation that would be best to discuss in a one-on-one consultation, you may schedule a meeting with Karen @ <https://northmetrosbdc.as.me/schedule.php>

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