



April 2014

**The Flow of Money**  
*Financial Investment Solutions for Small Business...*

**The Financing Proposal |**

***How Much, How Long, & For What Outcome?***

A financial proposal provides useful information to help investors understand why it would be a good investment for them to put their money into you and your business. [Read more...](#)

**Did you know?**

***A Small Business Investment Company (SBIC)...***

... is a privately-owned and managed investment fund that uses a combination of funds raised from private sources and money raised through SBA guarantees to make equity and debt investments in small businesses that meet size and operational criteria established by the federal government. [Read more...](#)



**How Come You Are Working Harder...**

***...and Have Less to Show for It?***

Is your business growing? Are your sales increasing? Are you making less on the bottom line both as a percentage of your sales and in an absolute sense? What happened to your profits? [Read more...](#)



**It's All About the Flow...**

***6 Steps to Selling***

Have you ever floated in a canoe down a gently flowing river? As an analogy, think about the canoe as your products/services, the river is the market, and your surroundings are the details that collectively combine to support your ultimate objective of making the sale. [Read more...](#)



**Breakeven Analysis:**

***"Cost" versus "Revenues"***

This powerful management tool is critical to planning, decision-making, and expense control. Learn how the process of "breakeven analysis" can help you to minimize costs and maximize profits. [Read more...](#)



Last but not least, make sure your business assistance program is listed and up to date in the nonprofit economic development directory at [BUZGate.org](http://BUZGate.org). Thank you.

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