



## SBDC Small Business Consulting Overview

*At no cost to you, is our primary purpose.*

Welcome to the Idaho Small Business Development Center (SBDC) located at Lewis-Clark State College (LCSC) in Lewiston, Idaho. The more you know, the better your decisions will be.

### How do I make an SBDC consulting appointment?

Our consulting services are only available by appointment and additional follow-up appointments may be scheduled at the end of our initial meeting. To register online go to [idahosbdc.org/request-appointment/](https://idahosbdc.org/request-appointment/).

### Do I qualify for SBDC consulting?

Our mission is to assist clients from North Central Idaho who are planning to start, improve, grow, purchase, diversify, sell, or exit out of a for-profit small business. Anyone with less than 100 employees is considered a small business to us. Our region is North Central Idaho, from Riggins to Potlatch.

What if my business is in Washington? "Territory" is not a big deal to us. We can see you or you can contact the SBDC in Pullman: [wsbdc.org/pullman/How much does](https://wsbdc.org/pullman/How%20much%20does)

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*Revised 06/28/21 BL*

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[ISBDC@LCSC.edu](mailto:ISBDC@LCSC.edu) 208-792-2465 [IdahoSBDC.org](https://IdahoSBDC.org)



## SBDC consulting cost?

Consulting is at no-cost to you, except for your time. Idaho SBDCs don't have anything for sale except affordable workshops. Our SBDC is funded by a cooperative agreement with the SBA, the State of Idaho, and Lewis-Clark State College. Time working on your business with an SBDC consultant is well invested.

## Do I want SBDC consulting?

Could SBDC consulting save you time or make you money? 98% of our clients rate our consulting as good or excellent and 99% will recommend our services to another. Providing valuable consulting to existing and potential small business owners and managers is the primary purpose of Small Business Development Centers. Helping you improve your financial performance, competitiveness, and Idaho's economy are our goals. Our clients consistently out perform their peers. If you like to talk business, you will value SBDC consulting.

## What about Business Coaching?

We call our work with business clients by different names. In Washington we are "Advisors." Our state website refers to business "Counseling." Some might call us "Mentors." The term "Business Coach" is used in some of our Idaho offices. Here in Lewiston, we are using "Consultant," but are considering a change to "Coach."

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## What can I expect from SBDC consulting?

Confidential, no-cost consulting services may help you with:

- Answers to your business questions
- Ideas
- Solutions to business problems
- A Template for a formal business plan
- A Checklist for a less formal business plan, Client Only--Ten to Plan:
  - online marketing
  - feasibility analysis
  - setting up your bookkeeping system
  - finding the solutions
  - registering to do business with the government
  - selling
  - reducing risk
  - or, you name it.

Our areas of expertise are financial analysis, planning, feasibility, cash flow projections, marketing, start-up regulations, and human resources. We can provide practical information, research, and connections for most aspects of business management.

Although some of our consulting sessions are single occurrences, the majority of our clients meet with us over several weeks or months. We currently have over 15 active

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clients who have worked with our SBDC for over ten years. They like to have someone to bounce ideas or troubles around with. Some have moved from starting a business to exploring retirement. A diverse client base helps us increase our levels of expertise. Some clients are highly successful, some are struggling, and some have moved from one end of the spectrum to the other.

Our tagline is: Accelerating Business Success

## What tools do you use in consulting?

Some of the many tools we use are: connections, conversation, analysis, learning, research and information.

### Connections:

B2B Referrals, Government Contacts, Resources, College faculty and services, Student Team Projects, Paid Student Interns, Technology Advisors, Environmental Specialists.

### Conversation:

Business Model Canvas, Business Plans, Marketing Ideas, Strategy, Feedback, Questions, Problem Solving, Coaching.

### Analysis:

Feasibility, Profitability, Profit Cents, Cash Flow Projections, Valuation, Productivity, QB Reports, SWOT, Goals Check, Website Review, Employee Management.

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## Learning:

Our Tip Sheets, Newsletters, Sample Plans & Forms, Step-by-Step Instructions, Workshops & Training.

## Research and Information:

IBIS World Reports, SBDCnet website and customized research, Census, Credit Report, Websites, Product Testing, Secret Shoppers, Consultant Analysis, Answers to Questions, Focus Groups, Sourcing, Commercial Lease Checklist, Biz-Buy-Sell, Industry Benchmarks.

## Will You Write My Business Plan?

No. But the good news is that we will help you throughout the entire process. Business Planning is about research, communication, feasibility, and solutions. Planning can improve decisions. Check out our Business Planning page [lsc.edu/sbdc/business-planning](http://lsc.edu/sbdc/business-planning) and Resources page [lsc.edu/sbdc/business-resources](http://lsc.edu/sbdc/business-resources).

## What else can you tell me about working with the SBDC?

We may send follow-up information and questions, newsletters, and surveys. We ask clients to verify that the email addresses [isbdc@lsc.edu](mailto:isbdc@lsc.edu) and your consultant are on their approved sender's list. This is to avoid having messages delivered to junk boxes or spam filters.

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Additional information about our services and affordable workshops is available on our state website at: [idahosbdc.org](http://idahosbdc.org)

Confidentiality is a priority and we also avoid conflicts of interest. Please note that we work with many businesses and could be working with one of your

competitors. We do not share private information that could benefit one client over another.

If you want to know more about the LCSC SBDC Consultants, we have included some history: [lcsc.edu/sbdc/meet-your-consultants](http://lcsc.edu/sbdc/meet-your-consultants)

If you receive consulting from us, you will likely be asked to participate in surveys.

What does success look like to you? Do you have a feasible strategy to get you there? Let's talk about it!

*Please note: We are not attorneys and we do not provide legal advice. We recommend you seek the advice of an attorney for help with legal questions. We are also not tax advisors or CPAs. Check with your consultant for referrals.*

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