Drive your innovation to reality
Aziz Makhani, Certified Business Advisor
Washington Small Business Development Center
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"We were young, but we had good advice, good ideas and lots of enthusiasm."

*Bill Gates: Strategic Business Advice for Entrepreneurs*
Washington SBDC is a Partnership between and funded by:

- U.S. Small Business Administration
- Washington State University

- other Washington Institutions of higher education
- and economic development organizations
Washington SBDC Centers

25 Center locations

Bellingham
Mount Vernon
Everett
Redmond
Seattle (3)
Des Moines
Kent
Auburn
Tacoma

26 Certified Business Advisors and 2 International Trade Specialists

Omak
Spokane (2)

Wenatchee
Moses Lake
Yakima
Tri-Cities
Walla Walla

Aberdeen
Lacey
Port Angeles
Longview
Vancouver
Topics we address – 1 of 2

Business Formation

• Business Plan Review
• Investor Pitch
• Formation of Entity
• Funding Strategy
• Cashflow projection
• Space/lease agreements
• Marketing Strategy
• Financial and Cost Analysis
• Prepare for Environmental Innovation Challenge
• Secondary Research
Topics we address – 2 of 2

Business Operation

• Pricing
• Negotiation/sales strategy
• Loan Packages
• Ecommerce
• Exporting
• Government Contracting
• Business Valuation
• Exit Strategy
Local Startup Events

- IEEE Palouse Chapter:
  - Starting your own business; Apr 20; 6 P.M.
- SBA Financing Forum:
  - Shark Tank without the Sharks; Apr 28; 11 A.M.
- Palouse Knowledge Corridor
  - Be the Entrepreneur Bootcamp; Jun 12-16
- Cup O’Joe:
  - Monthly networking event: First Wed of each month
- Resource Thursdays:
  - Meet domain experts: Each Thursday 9-12 P.M.
“Pride deafens us to the advice or warnings of those around us.”

John C. Maxwell, American Clergyman

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