

## — Small Business —

### Chamber of Commerce to meet January 28

The next Oregon Native American Chamber of Commerce meeting is scheduled for Sunday, January 28 at 6 p.m. This meeting will be held at the new office of Spirit Communications, 20493 SW Avery Court, Tualatin, Oregon 97062. Spirit Communications new phone number is (503) 612-0600; fax is (503) 692-0914.

Directions from Salem: Take I-5 north to Tualatin Exit. Proceed west on Tualatin/Sherwood Rd. Tualatin/Sherwood Rd. turns into Scholls/Sherwood Rd. Stay on Scholls/Sherwood Rd. to Avery Court. Turn left on Avery, proceed about 1/2 mile. Spirit Communications is on the left, second floor.

Tribal member business owners or future business owners are welcome to attend this meeting.

### Starting your own business: Idea to Plan

You have an idea to start your own business. You will need to write a business plan. **What is a business plan and why do you need one?** A business plan sells your business to potential backers of your business, from bankers to investors to partners to employees. **How does a business plan sell the business?** Several different ways:

**1. Financing your venture.** Although bankers do not require a business plan, companies that submit one greatly improve their chances of getting the funds they seek.

**2. Investment capital.** Investors use business plans as a screening device. A good business plan will lead to further discussions and decisions.

**3. Attracting key employees.** A business plan could convince a qualified, top-notch executive to come to work for your new business.

Writing a business plan validates your business idea.

During the process you may decide this business will not succeed or you may decide to expand on the original idea. In any event, time and money will be saved in the long run if you complete a plan.

Following is a basic outline for a business plan:

1. Executive Summary
2. Marketing
3. Product/Service
4. Sales and Promotion
5. Financial Statements

Small Business Development is equipped with a Business Information Center (BIC). The center is located in the Small Business library at 28840 Salmon River Highway in Grand Ronde. The BIC contains over 175 user-friendly business plans and staff will assist and answer your questions. Come in for a visit. Put your plan into action!

## — TRIBAL BUSINESS DIRECTORY —

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Small Business Development would like to print a Tribal Business Directory, if you want your business advertised in this directory please submit the following: ① Business Card with business name, address and phone number; ② Photo of Grand Ronde tribal member owners — include the names of business owners; and ③ Any promotions or discounts offered to Grand Ronde tribal members and/or community members.

Send materials to Shelley Hanson, Small Business Development, CTGR, 9615 Grand Ronde Road, Grand Ronde, OR 97347.