

# Start. Grow. Succeed!

**Business Startup Planner:** By answering the following questions, you will take an important step towards writing a solid business plan and determining if your idea will work. If you need additional assistance, the Navarro College SBDC offers free seminars each month.

**Please contact our office at:**

(903) 875-7667 or 1-800 Navarro Ext 7667 (Navarro County)

(972) 923-6425 (Ellis County)

The training calendar is also available online at [NavarroCollegeSBDC.org](http://NavarroCollegeSBDC.org).

Name: \_\_\_\_\_ Phone: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

E Mail: \_\_\_\_\_

How did you hear about us? \_\_\_\_\_

**1. Why do you want to start a business (*check all that apply to you*)?**

- I have experience in my industry and feel that I can work for myself.
- I am currently out of work and am looking for a way to earn income.
- It has been a life long dream to start my own business.
- I am unhappy with my current employment situation.
- Other \_\_\_\_\_

**2. What type of business do you want to start?**

- Retail
- Wholesale
- Construction
- Service
- Manufacturing
- Invention
- Other \_\_\_\_\_

**3. Describe the types of products and/or services you will offer:**

**4. When do you plan to start the business (month, year)?** \_\_\_\_\_

**5. Have you registered the name of your business in the county or state where you will operate?**

- Yes**      If yes, what is the registered name? \_\_\_\_\_
- No**

**6. Which legal structure did you choose or are you considering for the business (choose only one)?**

- Sole proprietorship
- Partnership
- Corporation
- Limited liability Company (LLC)
- Unsure at the present time

**7. Do you currently have a draft of your business plan?**

- Yes**
- No**

**8. Who else is currently providing the same or similar service/product as your business? Identify two competitors if possible and describe their products and/or services:**

**Competitor 1:**

**Competitor 2:**

**9. Do you have any collateral (real estate, inventory, equipment, vehicle, CDs, stock) to pledge in the business?**

**Yes** If yes, please identify type(s) of collateral

**No**

**10. Is your business home-based?**

**Yes**

**No**

If no, have you found a location for your business?

**Yes** If yes, please describe location and/or provide address.

**No**

**11. Have you ever owned a business before?**

**Yes**

**No**

**12. Have you ever worked, or are you currently working in, the industry?**

**Yes** If so, for how long? \_\_\_\_\_

**No**

**13. Do you have management experience in this or any other industry?**

**Yes**

If yes, please describe

**No**

**14. Have you identified your target market(s)? They are the different types of customers who will most likely buy your products or services and that provide the profit margins you require.**

**Yes** If yes, please describe your customers.

**No**

**15. Do you plan to contract with local and federal government agencies?**

**Yes**

**No**

**16. Do you plan to export?**

**Yes**

**No**

**17. Do you have an accountant?**

**Yes**

**No**

**18. Do you have a lawyer?**

**Yes**

**No**

**19. What are your projected sales for the first year? \$ \_\_\_\_\_**

**20. Will you need to hire employees for your business?**

**Yes** If yes, how many in the first year (estimate)?

**No**

**21. How do you plan to finance the start-up of your business (please check all that apply)?**

Savings

Bank Term Loan/Line of Credit

Investors

Friends, relatives

Other \_\_\_\_\_ (Identify)

**22. How much funding will you need to start your business? (estimate)? \$**

**23. How much cash and/or assets do you have available to invest in the business?**

**24. How would you rate your credit history?**

- Excellent
- Good
- Satisfactory
- Less Than Satisfactory

**25. Do you have a recent copy of your credit history report (within the last year)?**

- Yes
- No

**Please continue to next page.**

**Now, write a summary of your business idea.**



Visit us online at [www.NCSBDC.org](http://www.NCSBDC.org) or email [SBDC@NavarroCollege.edu](mailto:SBDC@NavarroCollege.edu)

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