

*Building on Success...*

# Management Training for Small Business Loan Associations



SBLA's are requested to attend this  
upcoming session  
in your area

**March 25, 2010**  
**Naicam Town Hall**

**10:00 a.m. to 3:00 p.m.**

Free Admission to SBLA Directors and Coordinators  
Lunch Provided

Pre-registration required by  
**March 22, 2010**

Register by contacting Sandra LeBarre  
at 306-874-2125  
or by email at: [naicam.ced@sasktel.net](mailto:naicam.ced@sasktel.net)



ENTERPRISE  
SASKATCHEWAN



# Why attend?

Requirements for SBLA management are expected to change in 2010.

Increased emphasis is being placed on potential business viability.

Evaluation of key **business plan** elements is required to ensure **client success** and to support effective management of SBLA Funds.

## A Business Plan....

**..is the ultimate planning tool and safeguard against business failure.**

This applies to new business as well as expansion or diversification of an existing venture. A common fatal mistake for many failed businesses is having insufficient operating funds. Business owners often underestimate how much money is needed and they are forced to close before they even have had a fair chance to succeed. They also may have an unrealistic expectation of incoming revenues from sales.

*Management Training for Small Business Loan Associations training has been developed at the request of Enterprise Saskatchewan to ensure that SBLA's encourage clients to develop a business plan with particular emphasis on market research and financial projections.*

Evaluation of business plan viability is the responsibility of the SBLA.

### **The March 25, 2010 session will cover:**

- Basic governance requirements for a SBLA.
- SBLA administration including procedures required for financial approval and management of loan funds.
- Key components of a Business Plan and what to look for in a viable plan.
- Basic requirements for financial projections including Income and Balance Statements, Cash Flow and Financial Ratios.
- Online Resources which your clients can utilize to develop their business plan and financials.

A case study will be utilized to complement learning.

Pre-registration required prior to  
**March 22, 2010**  
Register by contacting Sandra LeBarre at  
306-874-2125  
or by email at: [naicam.ced@sasktel.net](mailto:naicam.ced@sasktel.net)