

Business Advisors

The Small Business Board of Directors

Do what you do best and let others do what they do best. Put on your salesman's hat and find customers then deliver and bill for your services. If someone fails to pay, do not spend your valuable time pursuing collection. Turn it over to your attorney and be happy if you collect anything. Bad debts happen. Do not let them depress you. Put on the salesman's hat, find a better customer, and you will grow your business. Your board of directors does not have to have quarterly meetings although as a small business you would put yourself high above the competition by having them. The referrals you would get from the board would more than offset the cost. If you do not have meetings at least set up lines of communications to the professionals who can most help you. Your small business board of directors should include a banker, an independent insurance agent, a lawyer, and a CPA. When your business grows, an investment advisor should be added.

The Banker

There are different type banks. As a business you want to deal with a commercial bank that works with small businesses. The next time you go to your local branch, meet with the branch manager. Just tell him you wanted to find out what services their bank has available that you might need and before you know it they will ask you about your business. The link will be made.

The Independent Insurance Agent

You need at least a liability policy if you are in business. Seek out a local insurance agent. He will be able to determine what type insurance is appropriate for your business. At the same time, you now have another potential local referral source.

The Lawyer

There are different type lawyers. You do not need a divorce lawyer. You hopefully do not need a criminal lawyer. You do need a local lawyer who handles the needs of small businesses and small business owners.

The Certified Public Accountant

There are different types of CPAs. You do not need a CPA who specializes in preparing personal income tax returns. You do not need a CPA who specializes in audits of governmental entities and non-profits. You need a CPA who specializes in

services for small businesses and their owners and will be working with you all year long.

For more resources visit www.rjclark.com.