

# MISSISSIPPI SBDC

## WEEKLY STAKEHOLDER NEWSLETTER

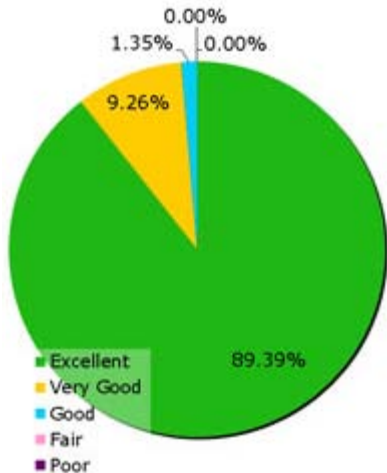
*"Transforming Mississippi One Small Business at a Time"*

**July 25, 2012**

As part of our commitment to provide you with information that may enhance the effectiveness of your important leadership efforts, we are pleased to deliver this report about our activities on behalf of Mississippi Small Business.

<b>MSBDC Economic Impact Involvement</b>	
Since October 1, 2011	
Counseled Clients	1713
- Businesses Started	139
--- Jobs Created	450
--- Jobs Retained	735
--- Loans Submitted	75
--- Loans Obtained	83
<b>Total Capital Formation</b>	
<b>\$40,592,966</b>	

### Initial Client Satisfaction



Data compiled since October 1, 2011 Initial

### Small Business Spotlight

Myers Insurance Group



Pictured: Mrs. Brenda Myers (right, owner), Sydney Brown (left, counselor).

#### Myers Insurance Group

**Owner: Mrs. Brenda Myers**

**4915 I-55 North Suite 206B Jackson, MS 39206**

**601-362-2848**

Sydney Brown, Counselor at the JSU MSBDC assisted Brenda Myers with the launch of her new business. Myers Insurance Group is a fast-growing and highly-motivated insurance brokerage that offers coverage to individuals, families and groups for the entire state of Mississippi.

Below, Mrs. Myers shares a few comments about her experience and how the MSBDC helped her new business venture.

"Mr. Sydney Brown from JSU's SBDC helped with the initial steps of opening my business. He helped me prepare my business plan which enabled me to get a grant from the City of Jackson's Small business/Economic Development department. I am proud to be a part of the city of Jackson's Economic development. Myers Insurance Group provides affordable insurance solutions for

**Rating for the Year:  
Since October 1, 2011**

89.39% Excellent  
9.26% Very Good  
1.35% Good  
0.00% Fair  
0.00% Poor

This week's client Evaluation of Services report includes data from **41 MSBDC Counseling Evaluation Forms with 28 comments by First Time Clients** after their initial counseling session.

**Mississippi Client  
Evaluation of  
Services**

To help the MSBDC improve our services and to better meet the needs of our clients, we ask them to complete the following questionnaire. These are the results of the questionnaires received between the dates of July 11-17.

**Questionnaire Summary**

Were you in business when you came to the MSBDC?

26 Yes  
15 No

If yes, how long?

04 0 - 11.9 months  
03 1 - 3 years  
00 4 - 7 years  
02 8 - 15 years  
03 15+ years

Was your request for an appointment given prompt attention?

38 Yes  
00 No

How long did you have to wait?

13 0 days  
04 1 day  
03 2 days  
02 3 days  
03 4 - 7 days  
00 8+ days

individuals as well as group. We offer life insurance, health, dental, vision and other supplemented coverage."

--- Brenda Myers

MSBDC wishes Mrs. Brenda Myers, owner of Myers Insurance Group continued success as her business continues to grow.



Visit the MSBDC Facebook [Page!](#)



See MSBDC [training videos](#) on YouTube!

**Our Clients want our Stakeholders to know...**

*\*All comments are direct quotes from first time clients.*

**GC MSBDC**

I am very appreciative to Mr. Mitchell for taking the time to sit with me and go over my business plan.

--- **Jan M., Jackson Co.**

It was a very great experience for me, and I'm looking forward to meeting with the MSBDC again.

--- **Shauna M., Jackson Co.**

Very helpful, I feel confident that I can now properly set up my business.

--- **Heather H., Jackson Co.**

Did your counselor give you specific recommendations?

41 Yes

00 No

Did your counselor have the skills needed to advise you or did the counselor make an appropriate referral?

41 Yes

00 No

Did the counselor give you enough time to express your business concerns?

41 Yes

00 No

Would you use the SBDC program again?

41 Yes

00 No

Would you recommend the SBDC services to others?

41 Yes

00 No

Who recommended our services?

04 Bank

05 SBDC Client

00 Legislator

02 Chamber

28 Other

Please rate the business assistance services you received:

33 Excellent

07 Very Good

01 Good

00 Fair

00 Poor

[Find Training Events in your Area!](#)

[Find your local MSBDC counselor!](#)  
[International Trade Questions?](#)  
[Inventor Assistance Help](#)

**We would like to recognize our host institutions!**

[Copiah-Lincoln Community College](#)

This service is the most valuable service available!

--- **Darrell H., Harrison Co.**

#### **HCC MSBDC**

The information provided was valuable and essential for aspiring business owners.

--- **Ramell G., Rankin Co.**

My counselor gave me the information I needed as well as some valuable advise specific to the business I am in.

--- **Steve R., Hinds Co.**

James Bennett was very helpful in providing all info I needed to address and bring back on follow-up visits for filling proper paper work I needed - very easy to understand and complete.

--- **Laura L., Hinds Co.**

SBDC could not have been more helpful. Any prospective business owner should meet with these people for advice, assistance and perspective.

--- **William J., Hinds Co.**

James Bennett exceeded our expectations. He was very helpful with our start-up issue.

--- **Charles P., Rankin Co.**

Extremely informative and knowledgeable counselor. Mr. Bennett answered all my questions and put me on track for opening a successful business here in MS.

--- **Chris C., Hinds Co.**

#### **JSU MSBDC**

It was very helpful and I learned quite a bit of information that I will be able to use to further my plans.

--- **Barnard H., Hinds Co.**

My experience at JSU MSBDC was great. I'm looking forward to the services they provide.

--- **Crystal G., Hinds Co.**

Mr. Jones provided excellent step-by-step procedures and guidelines to help us arrange our thoughts on starting a business. Future counseling has been scheduled.

--- **Umeka J., Pike Co.**

Mr. Brown was very professional and knowledgeable. He is prepared and ascertained appropriate information to assist in preparing a winning Business Plan.

--- **Jennie S., Hinds Co.**

#### **UM MSBDC**

Very helpful counselor who is very knowledgeable and willing to assist.

[East Central Community College](#)  
[Hinds Community College](#)  
[Jackson State University](#)  
[Jones County Junior College](#)  
[Mississippi State University](#)  
[The University of Mississippi](#)

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The Mississippi Small Business Development Center Program (MSBDC) provides free one-on-one, confidential counseling and training to Existing, Start-Up, and Pre-Venture small businesses. Extensive reports, comprehensive training resources, and valuable videos designed to help individuals pursue their entrepreneurial dreams are available to all Mississippians through the [MSBDC website](#).

Contact a local counselor or register for a workshop via the MSBDC website [www.mssbdc.org](http://www.mssbdc.org) or call our toll free number (MS only. Area codes 662 601 and 228) 1-800-725-7232.

--- **Traci S.C., Pontotoc Co.**

Had a great meeting with Mr. Killebrew. He had very sound advice and started our business on a positive path and look forward to more sessions.

--- **Anthony D., Chickasaw Co.**

Excellent E-Commerce advertising. Wonderful networking opportunity.

--- **Joshua C., DeSoto Co.**

It was a fabulous experience. The ideas and possibilities are endless!

--- **Virginia M., Desoto Co.**

The experience helped me a lot. I was able to obtain lots of helpful information.

--- **Kendry J., Lee Co.**

The fact that most small businesses are not passed on son or grandson.

--- **Willie M., Panola Co.**

My experience today have given me a better insight into opening a business. This has been very helpful in so many ways. I now have the tools to get started in the right direction.

--- **Lyndon J., Tallahatchie Co.**

Concern, patient.

--- **Mildred T., Bolivar Co.**

Received some very insightful comments and opinions. Introduced me to some new concepts and ideas that I never thought of when researching my potential business.

--- **Marcus J., Panola Co.**

Explanation on business plan - "selling myself" to potential funding sources.

--- **Janice M., Bolivar Co.**

All information received today is going to be beneficial in the process of developing my business plan and future business development.

--- **Anderson B., Panola Co.**

James Carden gave helpful information on specifics to implement into my business plan.

--- **Shanette F., Marshall Co.**

I gained a lot of valuable information and I will register for many more seminars until and when I get my business started.

--- **LaTonya G., Desoto Co.**

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Funded in part through a cooperative agreement with the U.S. Small Business Administration. All opinions, conclusions, or recommendations expressed are those of the author(s) and do not necessarily reflect the views of the SBA.

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Mississippi Small Business Development Center's Weekly Stakeholder Update

Our mailing address is:  
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