

# MISSISSIPPI SBDC

## WEEKLY STAKEHOLDER NEWSLETTER

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

**October 3, 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.

### MSBDC Economic Impact Involvement

**Where did the numbers go? We start collecting our data new each Federal Fiscal Year. We look forward to sharing our progress each from the beginning of each FFY with our readers.**

Since October 1, 2012

Counseled Clients	38
- Businesses Started	0
--- Jobs Created	0
--- Jobs Retained	0
--- Loans Submitted	0
--- Loans Obtained	0

**Total Capital Formation**  
**New Data from FFY 2013**  
**coming soon.**

### Initial Client Satisfaction

### Small Business Spotlight

Split Image Beauty Salon & Barber Shop



Pictured: Far Left: Eva Conaway (Owner), Left: James Bennett (Counselor), Right: Michelle Conaway, Far Right: Charles Conaway

**Split Image Beauty Salon and Barber Shop, LLC**

**Owners: Eva & Michelle Conaway**

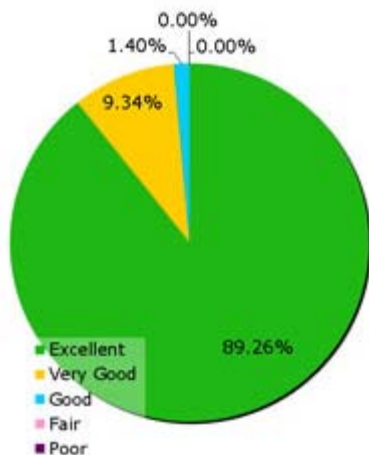
**2460 Terry Rd. #1400, Jackson MS 39204**

**(601) 668-9338**

James Bennett, Counselor with the HCC MSBDC, assisted Eva and Michelle Conaway with their goal of opening a beauty salon and barbershop. Together, they worked on the necessary start-up tasks, such as a business plan and financial projections to accomplish the end goal of bringing Split Image Beauty Salon and Barbershop to life.

Below, Eva Conaway shares a few comments regarding her experience of working with a MSBDC Counselor.

"I am an Operating Room Nurse and I recently started up a Beauty and Hair Salon business. I needed help with a business plan and financials. A current client recommended Mr. Bennett and he was very helpful and understanding about our situation. I would recommend



Data compiled since October 1, 2011 Initial Counseling Forms.

### Rating for the Year:

Since October 1, 2011

89.26% Excellent

9.34% Very Good

1.40% Good

0.00% Fair

0.00% Poor

This week's client Evaluation of Services report includes data from **26 MSBDC Counseling Evaluation Forms with 24 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 September 19-25.

#### Questionnaire Summary

Were you in business when you came to the MSBDC?

05 Yes

21 No

If yes, how long?

03 0 - 11.9 months

00 1 - 3 years

00 4 - 7 years

that anyone starting a business visit the Small Business Development Center. Not only is it free but a very valuable resource for business in Mississippi."

--- Eva Conaway

MSBDC wishes the Conaway's and Split Image Beauty Salon and Barber Shop best of luck and continuing success. Should further assistance be needed the MSBDC will continue to be a stable resource.



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.*

#### CLCC MSBDC

Mr. Waller did an excellent job answering my business questions. He made me feel like he had the time to listen. In other words he was polite, and I felt like he was

01 8 - 15 years

01 15+ years

Was your request for an appointment given prompt attention?

24 Yes

00 No

How long did you have to wait?

04 0 days

03 1 day

01 2 days

01 3 days

04 4 - 7 days

01 8+ days

Did your counselor give you specific recommendations?

26 Yes

00 No

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

26 Yes

00 No

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

26 Yes

00 No

Would you use the SBDC program again?

26 Yes

00 No

Would you recommend the SBDC services to others?

26 Yes

00 No

Who recommended our services?

00 Bank

02 SBDC Client

00 Legislator

00 Chamber

13 Other

Please rate the business assistance services you received:

concerned.

--- **Sanquane A., Adams Co.**

#### **ECCC MSBDC**

Mr. Westbrook was great. Very easy to talk to knowledgeable in exactly what I needed. I also got a math lesson in %'es!

--- **Zach J., Leake Co.**

#### **GC MSBDC**

Very fast response with appointment great recommendations and advice

--- **Craig E., Harrison Co.**

Ms. Whitt was very through, and provided excellent ideas for my business. I was very pleased with the service that I received.

--- **Erica T., Harrison Co.**

I received excellent advice that helped me decide on course of action with business acquisition.

--- **Michael R., Harrison Co.**

Prompt easy to speak with, knowledgeable, friendly and very helpful so many levels. Thanks MSBDC!

--- **James D., Harrison Co.**

#### **HCC MSBDC**

James explained in detail the difference of an Inc. and corporation. I left with a very good understanding of each. Thanks you James.

--- **Erbie M., Rankin Co.**

Mr. Bennett is very knowledge able and I'm looking forward to working together toward success.

--- **Ken W., Hinds Co.**

Learning Experience.

--- **Kena H., Hinds Co.**

My visit here was very helpful. I would be more than happy to tell everyone that has an idea of starting a business about this center.

--- **Kris M., Rankin Co.**

The conselor was very helpful and knowledgeable about small businesses. He Helped me with a lot of things about business that I was unaware of. I thank him for being so patient with me. Thanks for having him here.

--- **Christopher E., Claiborne Co.**

The service provided was very specific to my questions. Mr. Bennett walked through documents that I had questions about, and provided guidance.

--- **Christina B., Rankin Co.**

24	Excellent
02	Very Good
00	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](#)  
[East Central Community College](#)  
[Hinds Community College](#)  
[Jackson State University](#)  
[Jones County Junior College](#)  
[Mississippi State University](#)  
[The University of Mississippi](#)

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 .

#### UM MSBDC

James Carden disused the importance of location, business plan, and market research to start my business very helpful.

--- **Audrey A., Yalobusha Co.**

James counseled me through issues related to opening a law office. The amount of resources available to help make a plan (and a decision about opening a business) were extensive and helpful.

---**Cameron A., Lefloie Co.**

James Carden provided excellent assistance! For someone like me with no business experience. I found the information not only easy to understand but also in format that was extremely helpful.

---**Laurie F., Lafayette Co.**

#### JSU MSBDC

My counselor was very informative and supportive. He explained all my questions and told me about loans that exist to assist me in growing my business.

--- **Drewry M., Holmes Co.**

I've gotten info today that I did not know. I'm so happy that I came.

---**Jonathan B., Hinds Co.**

I received needed information on getting my business started. Mr. Brown gave me several suggestions on start up financing as well as book keeping. It was truly a blessing to talk with good people that can guide you in the right direction.

--- **Candace L., Madison Co.**

I was very interested in talking with my consular. He did recommend me to attend the training offered by the center. I am excited to learn more about starting a business.

--- **Felicia E., Hinds Co.**

I had a great experience, and I will return when I have checked out the resources that were referred by my counselor.

--- **Geraline S., Claiborne Co.**

Great advancement.

--- **Tiffany J., Hinds Co.**

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Mississippi Small Business Development Center's Weekly Stakeholder Update

Our mailing address is:  
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