

## News Release

FOR IMMEDIATE RELEASE

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# Preparing to Speak to a Lender Team SBA Roundtable Webinar December 2

NORTHWEST LOWER, MI – Before you apply for a business loan, first attend a free financing roundtable. Our *Preparing to Speak to a Lender - Team SBA Financing Roundtable* webinar will debunk the myths and demystify the process of small business financing. The webinar will be held Wednesday, December 2 from 9:00 am to 11:00 am.

The "team" consists of two lenders, an SBA representative, an SBDC business consultant, and business owners like you. You will get firsthand information on what credit criteria your lenders are looking for. The team will answer all your financing questions and give you advice on what steps to take to achieve your goal of starting or expanding a business using bank financing options. We will explain how the SBA loan guarantee can work for you. The roundtables are best suited for those who have good credit, a solid business idea or existing business, and some money to invest in the business.

Webinar speakers include: Cathy Gase, Lead Economic Development Specialist, Michigan District Office, SBA; Kristen Miller, Vice President, SBA Product Specialist-Sr, Huntington National Bank; Chris Wendel, Business Coach, Northern Initiatives; and Annie Olds, Northwest MI-SBDC Regional Director, Networks Northwest.

There is no charge to attend the training, but pre-registration is required at [SBDCMichigan.org/training](https://SBDCMichigan.org/training) to join the webinar. For more information, contact the SBDC at [sbdc@networksnorthwest.org](mailto:sbdc@networksnorthwest.org) or 231-929-5060.

The webinar is being facilitated by MI-SBDC Northwest Regional Center in partnership with the SBA, Huntington Bank, Northern Initiatives, and Networks Northwest.

## About Michigan SBDC

The Michigan Small Business Development Center (MI-SBDC) provides expert assistance at no cost to entrepreneurs looking to start or grow a business. The Northwest Michigan Regional Center is hosted by Networks Northwest and serves the ten county region including: Antrim, Benzie, Charlevoix, Emmet, Grand Traverse, Kalkaska, Leelanau, Manistee, Missaukee, and Wexford counties. For more information, go to [nwm.org/sbdc](https://nwm.org/sbdc).

(MORE)



Board Chair: **Gary W. Fedus**  
Chief Executive Officer: **Matt McCauley**



The Michigan SBDC State Lead Center is located at Grand Valley State University, Seidman College of Business, in Grand Rapids. Michigan small business owners may access the Michigan SBDC services by contacting 616-331-7480 or [SDBCMichigan.org](http://SDBCMichigan.org).

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NOTE to Media: Images are oftentimes available upon request by e-mailing Dan Boss at [dan.boss@networksnorthwest.org](mailto:dan.boss@networksnorthwest.org) and stating preferences for resolution (300 dpi?), file format (.tif? .jpg?) and file size (1MB or less?). Or, phone (231) 929-5047. Check our online Media Room at: [networksnorthwest.org/media](http://networksnorthwest.org/media)

Founded in 1974, Networks Northwest facilitates and manages various programs and services for the 10 county region. These programs include Northwest Michigan Works, Small Business Development Center, Procurement Technical Assistance Center, various business services, and many different regional planning initiatives in response to our communities' requests and needs. You will see the broad spectrum of workforce, business and community services Networks Northwest offers if you visit our website, [networksnorthwest.org](http://networksnorthwest.org)

Networks Northwest's member counties are: Antrim, Benzie, Charlevoix, Emmet, Grand Traverse, Kalkaska, Leelanau, Manistee, Missaukee, and Wexford.