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# Resources for the Business Community Eastern Shore



- E.S. Community College
- E.S. of Virginia Chamber of Commerce,  
Northampton Chamber of Commerce,  
Chincoteague Chamber of Commerce
- Rotary Club
- Young Professionals Organization
- E.S. Small Business Development Center

# Obstacles in Business Formation

1. Lack of Capital
2. Lack of Discipline
3. Unrealistic Goals
4. Inadequate Market Research
5. Below Average Credit
6. NO BUSINESS PLAN



# Traits of good and Sustainable Business

1. Those who followed their **Business Plan**

2. Who are **Disciplined**

3. Who give back to the **Community**

4. Who are willing to **Learn**

5. Who keep up with **Technology**

6. Who understand **Financials and Pricing**

7. Who are **Leaders** not Bosses

8. Who **ENJOY** their Business

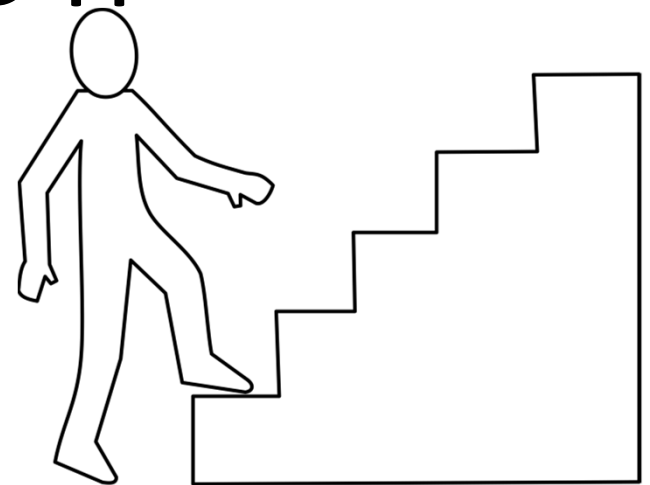
# You have Taken a Step

## “80 % of Success is Showing Up”

Woody Allen

### TODAY YOU DID IT

### Good Luck



# SWaM

## Small Woman and Minority

- 51%

- Non Minority Male

Disabled veteran and Micro business

About the SWaM  
For Procurement purposes