



2010 Curriculum for Women Accessing Capital

Level 1: Preparation and Foundation: Are You Really Ready?

- 101: Putting Your Financial House in Order
- 110: Putting Your Business in Order: The Business Plan
- 111: Putting Your Business in Order: Increasing Profitability
- 120: Putting Your Business in Order: Build Your Team
- 125: Putting Your Business in Order: Doing the Research
- 130: Understanding Funding Sources
- 133: Alternative Financing to Manage Your Cash Flow
- 134: Alternative Funding: Finding Non-Profit Lenders for Your For-Profit Business
- 135: New Ways to Fund Your Business: Explore Equipment Leasing
- 140: Picking the Right Bank
- 150: Navigating the Funding Process for Diverse Communities
- 160: How SBA Lending Can Work For You

Level 2: Securing Credit and Understanding the Process

- 201: How to Build Your Presentation
- 205: Identifying Your Business Objectives and Alternatives
- 207: Setting up an Accounting System for Government Contractors
- 210: Putting Your Legal House in Order
- 215: What Will Investors or Lenders Look for when Reviewing Your Funding Request
- 220: Understanding the Bank
- 225: SBA Lending
- 230: A Template for the Loan Process
- 235: Contract Financing
- 240: Debt and Equity Ratios: Debt Service and the Role of Leverage
- 245: Bank Debt: How and When to Use it
- 250: Security: Collateral and Personal Guarantees
- 252: How to Secure Your Loan
- 255: Financing Your Business: Conventional Financing v. Investor Cash
- 260: Covenants: What to Expect (Part 1)

- 261: Covenants: How to Proceed if you Cannot Maintain the Bank Covenants (Part 2)
- 270: How Partnerships Figure in the Funding Package
- 275: Leveraging Personal Relationships into a Business Relationship
- 280: Once the Check Is Cut
- 285: Your Loan Application was Rejected. What Next?

Level 3: Maintaining Business Processes

- 301: Diversifying Your Revenue Stream: Planning and Funding Innovation and Development
- 305: Uncovering Obstacles Hindering Innovation
- 310: Paradigm Shifts: Looking at Other Revenue Streams/Business Models for Expansion
- 320: Managing Growth
- 325: New Venture, Expansion and Second Growth Funding
- 330: Collections and Maintaining Cash Flow
- 340: Exit Strategies: Preparing Your Business to be Sold
- 345: Mergers and Acquisitions (Part 1): Buying Someone Else's Company
- 346: Mergers and Acquisitions (Part 2): Selling Your Company
- 347: Leveraged Buyouts (LBOs): How to Buy a Company for Little Cash
- 350: Succession Planning
- 360: Keeping Your Company Competitive
- 370: Global Business and Options in Foreign Investment