

## Small Business | Developing a Business Plan Post-Assessment

Please help us ensure that future events cover the right information. Your answers will NOT influence the bank's decision to offer you loans or other services.

Name: \_\_\_\_\_ Email: \_\_\_\_\_

**Please complete this at the end of the workshop.** Select only one answer. Please fill in each bubble completely.

<p>1. You should develop and review your business plan</p> <ul style="list-style-type: none"><li><input type="radio"/> A. Primarily in the startup phase.</li><li><input type="radio"/> B. Primarily when applying for credit.</li><li><input type="radio"/> C. Primarily when seeking investors.</li><li><input type="radio"/> D. <b>During all phases of your business's</b> life cycle.</li></ul>	<p>3. Which of the following are in the executive summary?</p> <ul style="list-style-type: none"><li><input type="radio"/> A. Ownership information and organizational structure</li><li><input type="radio"/> B. Product/service description and intellectual property</li><li><input type="radio"/> C. Mission statement and key employees</li><li><input type="radio"/> D. Growth, communications, and sales strategies</li></ul>
<p>2. How are lenders and investors different?</p> <ul style="list-style-type: none"><li><input type="radio"/> A. Lenders want ability to repay; investors want growth potential.</li><li><input type="radio"/> B. Lenders do not get equity; investors get a stake in the business.</li><li><input type="radio"/> C. You must repay lenders; investors take part of the profits.</li><li><input type="radio"/> D. All of the above</li></ul>	<p>4. A financial projections description includes all EXCEPT</p> <ul style="list-style-type: none"><li><input type="radio"/> A. Historical financial information.</li><li><input type="radio"/> B. Cash flow projection.</li><li><input type="radio"/> C. A marketing plan to meet sales projection.</li><li><input type="radio"/> D. Projected profit and loss.</li></ul>