



MAINE SMALL BUSINESS DEVELOPMENT CENTERS

Feeling stuck?

5 Steps to move you forward.

Presented by: Anne Lancaster
ME SBDC Certified Business Advisor



Funded in part through a cooperative agreement with the U.S. Small Business Administration:



Housekeeping

- This is being recorded if you prefer to have your camera off.
- It will be emailed to you within a week after the presentation.
- Please have audio on mute.
- Submit any questions in the chat.



What does the Maine SBDC do?

Provides no-cost and confidential business advising to current and aspiring Maine business owners!

- Business Planning and Startups
- Business Transitions and Exits
- Assistance with Credit and Financing
- Financial Analysis
- Marketing and Sales
- Operations Management
- Much More!





**MAINE SMALL BUSINESS
DEVELOPMENT CENTERS**

Disclaimer

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SBDC Hosts Across Maine



USM



Northern
Maine
Development
Commission

NMDC



AVCOG



Meet The Advisor

Anne Lancaster



UNIVERSITY OF
SOUTHERN MAINE



Certified Business Advisor since 2019

Territory: York County

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OUTCOMES

**Process
Apply Knowledge
Interactive
Practice....**

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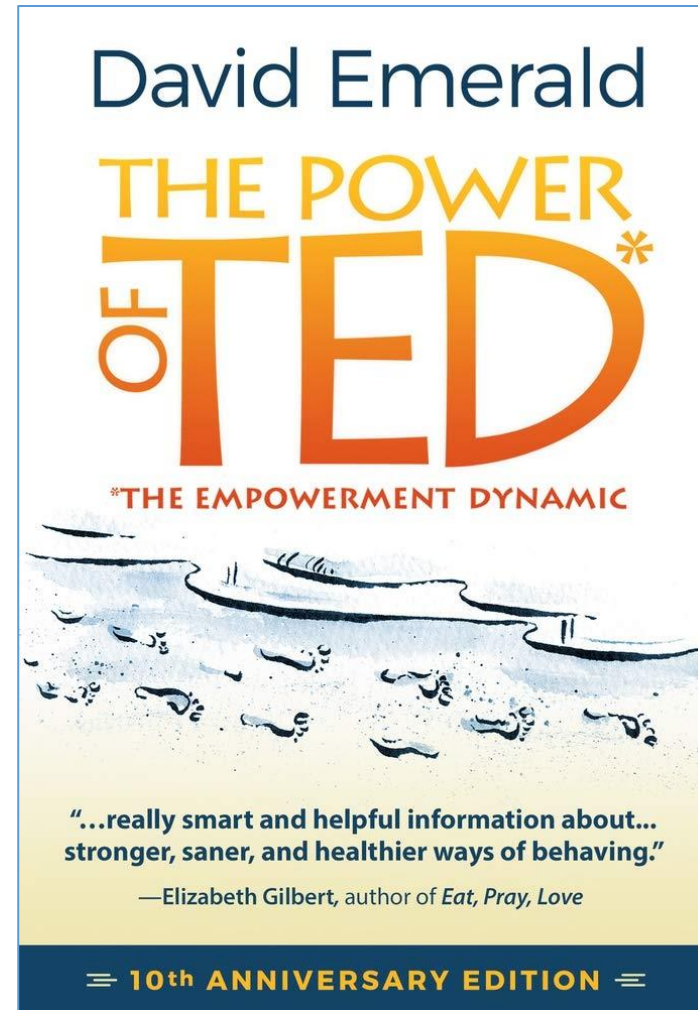
AMERICA'S
SBDC
MAINE

PROPS

Rubber band
Paper
Pen / Pencil



David Emerald –Creator of the Power of TED*

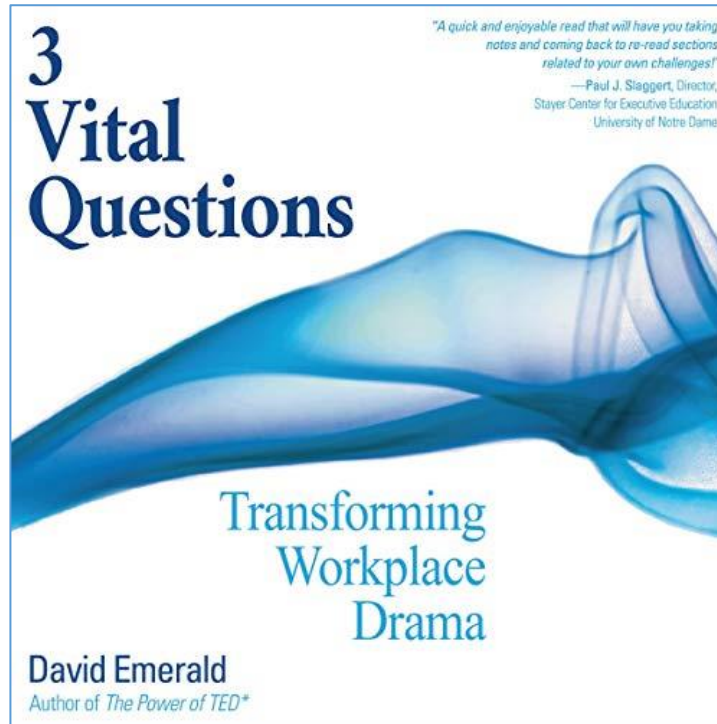




Center for
The Empowerment
Dynamic



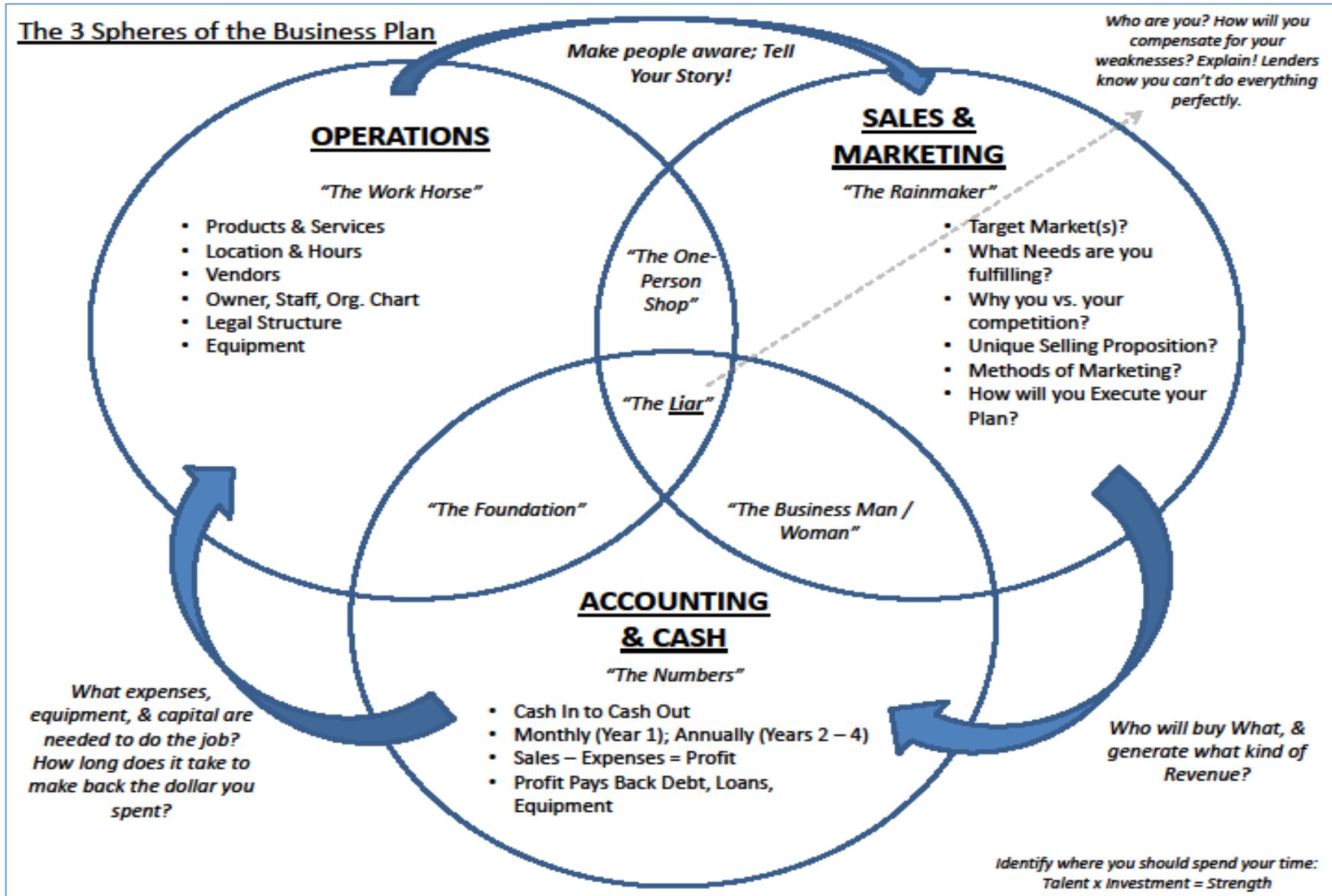
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Donna Zajonc

www.theempowermentdynamic.com

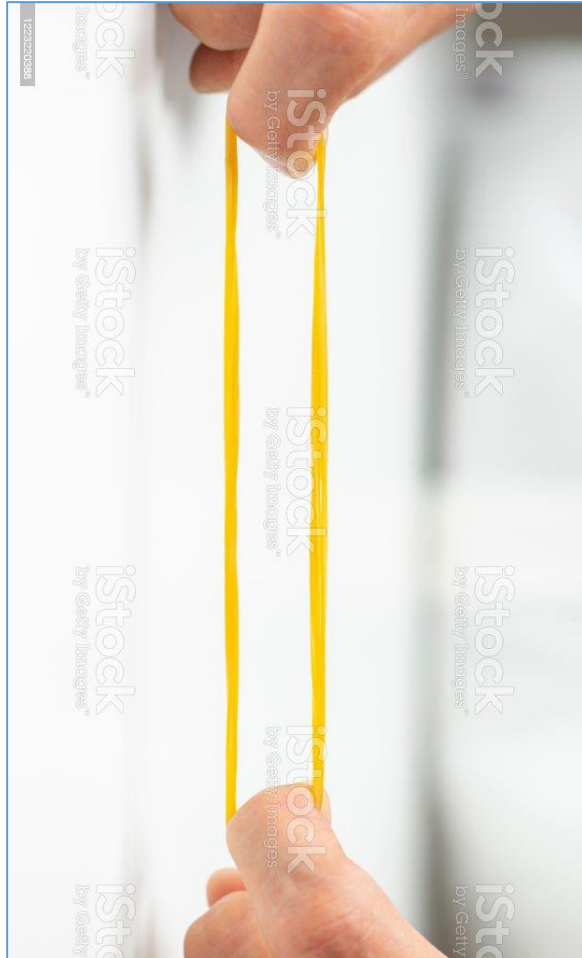
Life of an Entrepreneur



GROWTH



TENSION POLL



On a scale of 1-10,
What is your tension level?



PROCESS

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STEP 1

Choose Operations |
Sales/Marketing | Finances |
People/HR.....Other?

What is your current reality?

*Write down all your thoughts, no
judgements....*

STEP 2

What is your VISION | OUTCOMES?

What do you want?

What does success look like?

What does success feel like?

How will you know?

STEP 3

Who or what
supports your vision | outcomes?

*Friends, family, colleagues,
investors.....*

STEP 4

Who or what
inhibits your vision | outcomes?

*Time, money, you,
situations....*

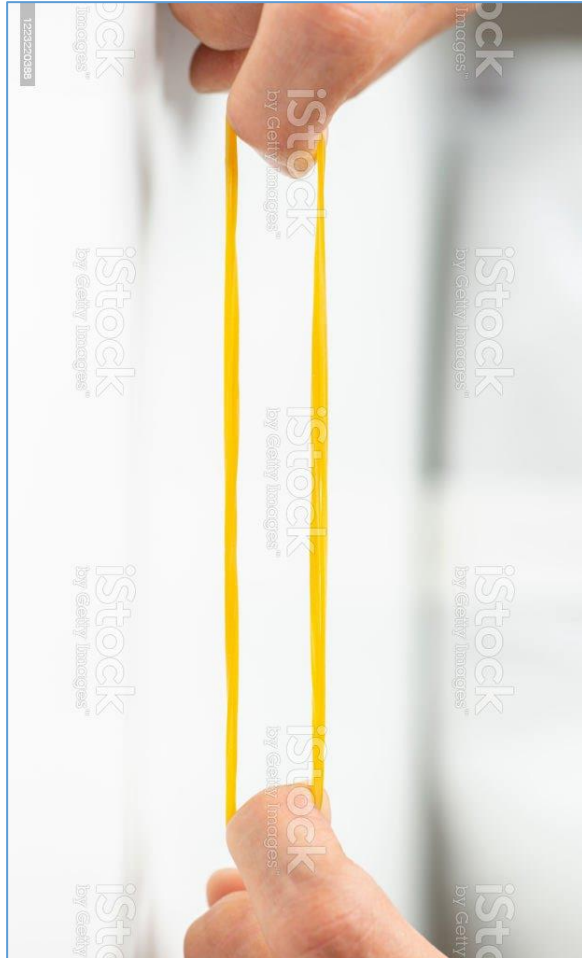
STEP 5

What are 3 next steps you can take to move forward?

By when?

- 1
- 2
- 3

TENSION POLL



On a scale of 1-10,
What is your tension level
now?



TENSION?
Decrease ? Increase?
? *unstuck?*

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EXAMPLES?

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AMERICA'S
SBDC
MAINE

OUTCOMES

**Process
Apply Knowledge
Interactive**

Practice....

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? Want more?

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Questions?

Type your questions in the chat below or "Raise Your Hand" and unmute yourself!



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THANK YOU!

Webinar