

# Positioning your business for growth


## Checklist

As a business owner, you're likely always thinking about what's next for your business. By understanding the type of capital you want or need, for what purpose, and by when you might need it, you'll be better prepared to have those conversations with your banker.

### Have you:

- Defined what personal and business success looks like for you?
- Set bold goals for your business, and your capital needs?
- Prepared for your next conversation with your Relationship Manager?
- Thought about the level of growth you are expecting – and can articulate your vision?
- Considered, and can confidently ask for, the amount of capital you want?
- Developed a plan for how you would prefer to finance the growth of your business?
- Prepared to ask for what you want, not only what you need? You don't want to undercapitalize your business.
- Leveraged your contacts for advice and perspective?
- Solicited input and advice from the key advisors in your network?
- Prepared a plan to network with a purpose?

## Let's connect

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