

### Learning Objectives

- Develop an understanding of the difference between debt and equity financing
- Gain knowledge of alternative sources of financing
- Understand the components of a complete financing proposal
- Explore ways to “work with” the banker
- Summarize financial needs for your project

## Financing Your Business: Alternative Sources of Money Session Ten

Date: \_\_\_\_\_

Due: \_\_\_\_\_

### Class Opener

### Instructor Topics

1. Choosing the Right Financing
- 2 Debt Financing
3. Equity Financing
4. Other Financing Sources
5. Keys for Successfully Obtaining Financing

### Guest Speaker

### Break

- Refreshments
- Networking Activity

### Work Hour

### Assignment for Session Eleven:

**WORKBOOK** Read and Complete WORKSHEETS in Workbook Session 10

**WRITE** Using the Writing Your Plan page at the end of Workbook Session 10, write **Section I. Executive Summary**, and complete **Section VI.—Part D. Additional Financial Information** of your NxLevel® Business Plan

**TEXT** Read Part X: Dealmaking (Chapters 40 and 41)