

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)