



# The Advisor

Providing assistance for new and established businesses

University of South Carolina SBDC

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## Success Stories—SC Massage & Esthetics Institute

Linda Beach contacted the Small Business Development Center (SBDC) for assistance. SBDC staff members helped Linda create an expansion plan and compile information for a loan application. "I had no idea how to evaluate and report the financial data in an understandable format. The SBDC assembled all the information in charts and graphs in a manner consistent with the banks needs," Linda says. With SBDC support Linda, prepared and presented her plan to lenders.

Linda's loan was approved and the newly named South Carolina Massage and Esthetics Institute moved into its new facility in September 2003. The new skin care program, approved by the Board of Cosmetology, is up and running. Today,

Linda manages a staff of 17 in two locations and serves over 200 students per year. A third location in Bluffton, SC started massage therapy classes in October 2004.

"I want to have a school in every major city in South Carolina by the year 2006," says Linda Beach. With the help of the SBDC, I know I will succeed in all my future endeavors."



Linda Beach, Owner, SC Massage & Esthetics Institute

## Upcoming Events

### Seminars and Workshops

Area offices offer seminars and training courses on numerous topics important to business owners. Details and Registrations, [click here](#).

### SCBOS For Legal Professionals

The South Carolina Small Business Development Centers, in collaboration with the SC BAR Association and several state agencies, will be presenting workshops across the state in 2006 for legal professionals who perform licensing, registration and permitting services for their clients. The workshop provides the organization's principal and/or staff with hands-on training in the steps to establish user accounts, register as an entity administrator, and perform the functions online that are normally performed manually for clients.

These workshops are structured to qualify for continuing education credit. It is the responsibility of the participant to seek credit through their appropriate accreditation board. Certificates of attendance will be provided. See the 2006 SC BAR-CLE Preview.

"SBDCs are a program supported by the U.S. Small Business Administration and extended to the public on a non-discriminatory basis. SBA cannot endorse any products, opinions or services of any external parties or activities."

### Economic Impact Of SBDC Services 3rd Quarter 2005

Business loans obtained by clients.	26
Value of loans obtained.	\$7,049,438
Client equity generated.	\$2,458,119
Jobs created	110
Jobs saved	48
Contract awards obtained by clients	310
Value of contract awards	\$13,184,462

### About us:

The University of South Carolina Small Business Development Center (SBDC) operates in conjunction with the Frank L. Roddey Small Business Development Center to aid in the growth of existing small business and start-up ventures. The goal is to meet small business needs for managerial and technical assistance at little or no cost to the existing business or entrepreneur. This goal is accomplished through one-to-one consulting services and technical assistance, continuing education programs, and resource referral. [Visit our website](#).

