NJLibsGrowBiz Summit 2018: From the Ground Up
Answering Difficult Business Questions
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Who We Are:

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Today's Agenda

- Some Hard Questions: Resources
- Gone Small Business Builder w/ Demographics Now
- Your Questions

Difficult Topics

Private Business
Foreign Companies
Demographics
Sales Tax
Registering a Business
Funding
Some General Stuff

- Business Questions are Reference Questions
- Do a Literature Search
- You are NOT Expected to have Every Answer
- Time and Research
- Follow-Up!!

Private Company Information

- What information?
- How is the information being used?
- Free vs Paid Resources
- Sometimes the information is NOT available

Private Company Information

- Website/Company
- Did you call them?
- Article Searches
- Legal/Regulatory
- Industry/Journals/Associations
- Databases
- Reference USA

Foreign Company Information

- Website/Company
- Article Searches
- Stock Exchanges
- Legal
- US
- Language – yes, it’s a factor
Demographics

- To Me This Is The Hardest!
- RFU2A
- Census Information
- Business Publications / Industry Associations
- Local Government
- Paul Senator
- Go to Demographics Now

State Regulations

- NJ State Business Portal
  - http://www.sos.state.nj.us/business/
- NJ Treasury Department (Sales Tax Help)
  - http://www.state.nj.us/treasury/taxation/sales.shtm
- NJ Tax Guide
- NJ State Library
  - https://www.state.nj.us/libraries/resources/business-technology-services/small-business-services/

Funding

- NJ Economic Development Authority
- Traditional Banking
- Industry Specific
- Micro-lending
- USE CAUTION – DO NOT RECOMMEND
Keep In Touch!

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