

Impact On Business

Business to Business

Alternative Financing

For many businesses, the beginning of the year is a time where cash flow slows down. Slower paying accounts receivable compound the crunch as new sales start to increase. The pressure of meeting supplier obligations, payroll and annual fees has many entrepreneurs juggling in the first quarter. There are alternatives to traditional financing that may provide solutions to cash flow shortfalls. Asset based financing and Factoring provide additional capital by utilizing the sale of assets to fuel the growth of a company. Factoring used in conjunction with other forms of financing such as equipment leasing, mortgage financing and sometimes lines of credit will increase a companies capital funding. Factoring does not have a negative impact on your corporate balance sheet because it is a sale of an asset not debt. Companies' worldwide use factoring as a source of financing and Canadian companies are now beginning to recognize the benefits. The services include receivable management, collections along with credit guarantees if required. Fees will vary depending on volumes, complexity of the account and how quickly the invoices pay. Companies can factor as little as a few thousand dollars per month or several million dollars. The credit strength or ability of the customer to pay is the most important part of the transaction, allowing a small company to access more capital than would be available through traditional bank sources. The flexibility is one of the most attractive features of this type of financing. Often the initial approval time is 3-10 business days and cash is advanced within 24-48 hours of submitting invoice.

Laurie Ford - Newport Finance Corporation
lford@newportfinance.ca

Growing Your Business through the Chamber

How The Chamber Helped Grow My Business

How the Chamber Helped Me Grow.

As a recent graduate of Mohawk College's Advertising and Communications Media Program (Executive Deans Honour), I am now working in the advertising and graphic design industry. This is a result of a successful co-op placement with a Chamber member company.

My first attendance to a Burlington Chamber of Commerce event was a Business Showcase/Business After 5 in 2006. I was hooked. Now I attend all Business After 5 events where the Burlington Chamber has provided me the venue to gain confidence in social networking as well as a boost in developing cold call techniques through these networking sessions.

Immediately I volunteered with various activities within the Chamber; one in particular is the Public Relations and Communications Committee. From that I have gained new contacts, new friendships and a new sense of accomplishment within the community.

With this new confidence and presence in the Burlington community, I have taken my experiences back to Mohawk College where I learned the basics in theory and have spoken to the students explaining how getting involved with the Chamber has helped me personally grow in the industry.

Lindsay Puder - The Graphic Attic
www.graphicattic.on.ca



- Factoring and Asset Based Lending Solutions
- Access more capital
- Short term solutions
- Fast response to cash flow needs

15 Years of Experience

For Information Call Laurie Ford 905-643-4159

THE INCORPORATORS

**Incorporating Businesses Since 1983.
Combining The Best Of The Legal, Business
And Income Tax Planning Processes.**

Who Should Incorporate?

- Any business whose annual net profit is in excess of \$20,000;
- Any business which has a risk of being sued which in today's litigious society is just about everybody.

Why should I Incorporate My Business?

- To pay less income tax.
- To protect your personal assets from your creditors.
- To give your business greater credibility.
- To protect your business name.

Why Should I Have 'The Incorporators' Incorporate My Business?

- Our rates are one-third to one-half that of our competition.
- The Articles of incorporation that we prepare for you will be designed in such a way as to provide you with maximum flexibility in your personal and corporate income tax planning.
- We have been incorporating companies for over twenty-one years.



ED FOSTER

**For More Information
Please Call Us At (905) 469-8777
Or Visit Us At Our Website**

COMMITTED TO INCORPORATING YOUR
COMPANY THE RIGHT WAY THE FIRST TIME
www.theincorporators.ca



2440 New Street, Unit 5,
Burlington Ontario
905-634-0620

www.ediblearrangements.ca



• Retirement Planning • Tax Planning • Tax Returns



Velma Carroll, CFP, CGA, CSA Mutual funds sold through Ten Star Financial
Financial Planner

Velma is a well known Financial Planner dedicated to helping you to achieve your personal goals through effective planning.
INDEPENDENT FINANCIAL • TAX • RETIREMENT & ESTATE PLANNING

3425 Harvester Road, Unit 102A, Burlington
Bus: 905-634-8834 • Fax: 905-634-8831
Email: velma@vpfinancialgroup.com
www.tenstar.velmacarroll.com

Hynek Financial



*Providing benefit plans to over 500
businesses & insured financial
services to individuals*

- Group Employee Benefits
- Disability Income
- Estate Planning
- Life Insurance
- Critical Illness
- Succession Planning

**Including Best Doctors®
provided at no cost to plan members**

*We are exclusive representatives for the
Chamber of Commerce Group Insurance plan*

Daniel Hynek

M.B.A., C.F.P., CLU, CH.F.C.

• Benefits Specialist • Financial Planner

905-849-4342

www.hynekfinancial.com



Busy People Need Professional Services
FOR ALL YOUR DESTINATIONS

905-639-8424 or 1-888-639-4565

www.hemingtravelgroup.com

**Big enough to know...
small enough to care.**

505 York Boulevard, Suite 2
Hamilton, ON L8R 3K4
Tel: 905.525.6800 Toll-free: 1.888.236.2383
hamilton@bdo.ca



BDO Dunwoody LLP
Chartered Accountants
and Advisors