



# NxLevel™ Application Form

for the *Entrepreneur Course*

**Application DEADLINE: August 27, 2008**  
**Early Bird Discount!**

**Apply by August 27, 2008 and the tuition is \$295, a \$100 savings! After August 27 tuition is \$395.  
Tuition for a second person from the same company is only \$125**

Thank you for your interest in the Maricopa Community Colleges NxLevel™ for Entrepreneurs program. The purpose of this application is to collect information on your business and experience that will assist the Small Business Development Center (“SBDC”) selection committee in making program admission decisions. This is NOT a credit application. The information on your business will not be used or seen beyond the SBDC selection committee.

**Class is every Wednesday September 12, 2008 through November 12, 2008**

<b>Name:</b>		<b>Work Phone:</b> (    )	
<b>Name of your Business:</b>		<b>Home Phone:</b> (    )	
<b>Title:</b>		<b>Fax Number:</b> (    )	
<b>Web site:</b>		<b>E-Mail Address:</b>	
<b>Business Address:</b>	<b>City:</b>	<b>State:</b>	<b>Zip:</b>
<b>Home Address:</b>	<b>City:</b>	<b>State:</b>	<b>Zip:</b>

**How did you learn about NxLevel™? (Check one.)**

- |  |  |   |
|--|--|---|
| <input type="checkbox"/> Word of mouth | <input type="checkbox"/> e-Mail notification | <input type="checkbox"/> Information flyer/brochure |
| <input type="checkbox"/> Newspaper Ad  | <input type="checkbox"/> Chamber of Commerce | <input type="checkbox"/> Local sponsor mailing      |
| <input type="checkbox"/> Radio         | <input type="checkbox"/> SBA                 | <input type="checkbox"/> SBDC                       |
|  |  | <input type="checkbox"/> Other (Specify.): _____    |

**Please list the top three (3) reasons for enrolling in the NxLevel™ course:**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

**How much total additional time are you willing to commit to completing assignments for each class? (Check one.)**

- Less than 2 hours per class       2 to 4 hours per class       More than 4 hours per class

**Are you the primary owner/operator of your business?**

- Yes  
 No – Not an owner (Part of the Management Team)  
 No – Multiple owners

## MCCD SBDC NxLevel™ Application (Continued)

### What is the main activity of your business? (Check one.)

- |   |   |   |   |   |
|---|---|---|---|---|
| <input type="checkbox"/> Arts/crafts          | <input type="checkbox"/> Financial Services | <input type="checkbox"/> Mechanical Repair        | <input type="checkbox"/> Retail/<br>Merchandising | <input type="checkbox"/> Wholesale/<br>Distribution |
| <input type="checkbox"/> Construction         | <input type="checkbox"/> Health Services    | <input type="checkbox"/> Professional<br>Services | <input type="checkbox"/> Technology               | <input type="checkbox"/> Other (Specify):<br>_____  |
| <input type="checkbox"/> Consumer<br>Services | <input type="checkbox"/> Manufacturing      | <input type="checkbox"/> Restaurant/<br>Bar       | <input type="checkbox"/> Transportation           |   |

### What is the current form of ownership of your business? (Check one.)

- |  |  |  |
|--|--|--|
| <input type="checkbox"/> Limited Liability Company | <input type="checkbox"/> General Partnership | <input type="checkbox"/> C-Corporation |
| <input type="checkbox"/> Sole Proprietorship       | <input type="checkbox"/> Limited Partnership | <input type="checkbox"/> S-Corporation |

How long have you been operating/managing this business? \_\_\_\_\_ years

### How would you best describe the status of your business today? (Check one.)

- |   |   |  |
|---|---|--|
| <input type="checkbox"/> Idea for a potential business            | <input type="checkbox"/> Part-time business                       | <input type="checkbox"/> Expanding the business (more than 2 yrs. old) |
| <input type="checkbox"/> Start-up business (less than 2 yrs. old) | <input type="checkbox"/> Existing business (more than 2 yrs. old) |  |

### Including yourself, how many people does your business presently employ?

- |  |  |
|--|--|
| <input type="checkbox"/> # of part-time employees: _____ | <input type="checkbox"/> # of full-time employees: _____ |
|--|--|

### What was your gross sales revenue for last year few years?

- 2005 Gross sales revenue: \$ \_\_\_\_\_
- 2006 Gross sales revenue: \$ \_\_\_\_\_
- 2007 Gross sales revenue: \$ \_\_\_\_\_

### How did you become connected with your business? (Check one.)

- |  |   |
|--|---|
| <input type="checkbox"/> I started it                        | <input type="checkbox"/> I joined my family in operating it |
| <input type="checkbox"/> I am expanding a part-time business | <input type="checkbox"/> I purchased a franchise            |
| <input type="checkbox"/> I purchased it                      | <input type="checkbox"/> Other (Specify): _____             |
| <input type="checkbox"/> I do not own, but I am the manager  |   |

### Does your company have a current written business plan?

- |                              |                             |
|------------------------------|-----------------------------|
| <input type="checkbox"/> Yes | <input type="checkbox"/> No |
|------------------------------|-----------------------------|

### What are your current business objectives? (Please check one of the following)

- |  |
|--|
| <input type="checkbox"/> Expansion within one year with possible increased employment  |
| <input type="checkbox"/> Expansion within two years with possible increased employment |
| <input type="checkbox"/> Managing current growth internally                            |
| <input type="checkbox"/> Developing a new business line                                |
| <input type="checkbox"/> Other (specify) _____   |

### Are you willing to share business ideas with other participants?

- |                              |                             |
|------------------------------|-----------------------------|
| <input type="checkbox"/> Yes | <input type="checkbox"/> No |
|------------------------------|-----------------------------|

## MCCD SBDC NxLevel™ Application (Continued)

**\*\*\* The MCCD SBDC NxLevel™ class size is limited to 25 qualified businesses \*\*\***

Applicants will be notified by August 29, 2008 as to their inclusion in the program.

The cost to attend the SBDC's NxLevel for Entrepreneurs program:  
**Apply by August 27, 2008 and the tuition is \$295, a \$100 savings! After August 27, tuition is \$395**  
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Check or money order made payable to **MCCD-SBDC**. Payment is due at the first class

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**PLEASE Mail completed application to:**

MCCD Small Business Development Center  
Attn: Susan Lentz  
2400 N Central, Suite 104  
Phoenix, AZ 85004

**OR Fax completed application to:**

602-230-7989

**OR Email completed application to:**

[Susan.lentz@domail.maricopa.edu](mailto:Susan.lentz@domail.maricopa.edu)

For more information about the program go to:

[www.maricopaSBDC.com](http://www.maricopaSBDC.com) or [www.nxlevel.org](http://www.nxlevel.org)

or call the SBDC at 480-784-0590

### **APPLICATION DEADLINE: February 26, 2008**

I understand the NxLevel for Entrepreneurs program is sponsored by the Maricopa Community Colleges Small Business Development Center. The purpose of the program is to provide education and training that will help business owners to be more successful. Although learning about what makes a business "bankable" and how to obtain financing are important components of the program, there is no guarantee that any participant will receive a loan upon successful completion of the program.

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APPLICANT'S SIGNATURE

DATE



The Arizona SBDC Network is partially funded through a cooperative agreement with the US Small Business Administration. The SBA's funding is not an endorsement of any products, opinions, or services. All SBA funded programs are extended to the public on a nondiscriminatory basis. Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance.

