

NetWork Kansas Referral Center

Kansas Center for Entrepreneurship

NetWork Kansas Entrepreneurship Resource Day

October 15, 2015

Wichita, Kansas

Presented By:

John Gendron, Manager-Referral Center Programs and Operations

networkkansas.com



1-877-521-8600

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NetWork Kansas is growing an entrepreneurial environment in Kansas by cultivating resources to start and grow small businesses. We are a statewide network of non-profit business-building resources that help entrepreneurs and small business owners startup and grow successful businesses.

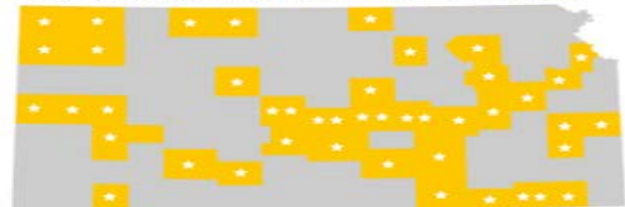
Latest News

2 Businesses Receive Funding from NetWork Kansas During August

By NetWork Kansas | September 2, 2015 — During the month of August, 2 new businesses received NetWork Kansas funding through the Kansas Capital Multiplier Funds and E-Community program. Congratulations!

E-Community Map

ENTREPRENEURSHIP COMMUNITY PARTNERSHIP 2013



Latest Blog Posts

Get out of the Tunnel and Remember the Context

By: Imogene Harris | August 17, 2015 — About a month ago I was asked to participate on a panel for the From the

Photos





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- Launched March 2006
- Resource Partner and Client in every Kansas county
 - 350+ new inbound contacts per month
 - 50+ from outside of Kansas
 - 800+ Active
 - 17,000+ Resource Navigator Searches
 - 15,000+ Serviced Since Inception
 - 35% Express

**"The information and insight [NetWork Kansas] has shared has easily
SAVED ME A TREMENDOUS
AMOUNT OF TIME AND MONEY."**

BILL C.
Managing Partner, Big Rig Billboards


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ENTREPRENEURS

RESOURCES FOR STARTING AND GROWING YOUR BUSINESS

The NetWork Kansas Referral Center

The NetWork Kansas Referral Center is a free service for entrepreneurs and small business owners who are interested in starting or growing a business in Kansas. A staff of experienced referral coordinators guides clients through the basic legal requirements that affect their particular business and connects them to resources that offer expertise, education, and financial assistance. Our motto? **The right resource at the right time.** Entrepreneurs can contact the referral center online by chat or e-mail and toll-free. This process saves entrepreneurs time, money, and frustration, enabling them to make a positive difference in the Kansas economy.

Find a Resource to Help

NetWork Kansas resource partners are nonprofit or public sector organizations that provide business-building services to entrepreneurs and small businesses. Working with a NetWork Kansas resource partner helps businesses get the prompt, local assistance they need to access all types of resources to start or grow their business. NetWork Kansas has a network of 500+ resource partners offering all kinds of business assistance.


[Resource Navigator](#)

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Entrepreneurship Events in Kansas



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Statewide Classes and Events

Date	Time	Event
15 Thursday October, 2015	12:01 AM-11:58 PM	Kansas SBDC Online Classes Online, , KS 10.8 miles away Exploring a business idea? Curious about what it takes to really get your idea off the ground? Or maybe you have your idea, but you don't have the time to...
	◀ all day ▶	Online Accounting Software Courses KSBDC - Johnson County Community College, Overland Park, KS 171.5 miles away The KSBDC partners with Ed2Go to offer the following online six week classes: QuickBooks Introductory 2012, 2013, 2014; QuickBooks Payroll 2012, 2013, 2014; QuickBooks Intermediate 2012, 2013, 2014.... Business Planning Startup
	◀ all day ▶	Online Accounting Software Courses KSBDC - Johnson County Community College, Overland Park, KS 171.5 miles away The KSBDC partners with Ed2Go to offer the following online six week classes: QuickBooks Introductory 2012, 2013, 2014; QuickBooks Payroll 2012, 2013, 2014; QuickBooks Intermediate 2012, 2013, 2014.... Business Planning Startup
	9:00 AM-4:00 PM	Network Kansas Entrepreneur Resource Day Marriott Hotel, Wichita, KS 13.7 miles away A comprehensive overview of the NetWork Kansas resources available to entrepreneurs in Kansas communities. Partners and community leaders will learn how to access...
	11:30 AM-1:00 PM	Lunch & Learn - Put Topeka on the Map with Google GO Topeka's EMBD, Topeka, KS 135.7 miles away Free grants and free Google tools for Nonprofit agencies. How to use YouTube to market your business. How using Face Book and other marketing tools increases your Google... Marketing
	5:30 PM-9:00 PM	Growing Rural Businesses Entrepreneurial Certificate Program in Marion County: Basic Sales Techniques and Practices for Selling Marion Chamber of Commerce, Community Center Ballroom, Marion, KS 51.8 miles away Selling the concept and the keys of making a sale, identifying a potential customer. Dr. Don Hackett; Family Business Fellow and Associate Professor. The certificate program provides practical,... Business Planning

Communicate Through the Website

Your Name:

History:

Thanks for contacting us. An operator will be with you shortly...

[Roger] I am interested in expanding into Kansas and wanted to know what I would need to do in order to legally operate there.

[Tiffany] Hello Roger!

[Tiffany] Sounds great! Happy to be of assistance! Where will your business be located in Kansas?

[Roger] I would like to open an office in Wichita and in Overland Park.

[Tiffany] What services or products will your business be providing?

[Roger] I represent a Home Health Care Agency based on New York.

[Tiffany] Great! Will this be a non-medical or medical home health care agency?

[Roger] Yes. This will be non-medical. We have offices throughout the United States and the process is different in each state.

[Tiffany] I would be happy to compose an email for you with the requirements you would have in Kansas! Also, how is your Home Health Care Agency structured? (Sole Proprietorship, LLC, etc.)

[Roger] We are an LLC. Thank you! It is rare that this type of service is available. Thank you very much! This saves me time and is quite helpful!

[Tiffany] Happy to be of assistance! I will get this email sent out to you as soon as I can. If any additional questions arise you can contact me directly at (316) 978-7315 or tjnixon@networkkansas.com!

[Roger] Thanks again, Tiffany! I really appreciate you helping me get set up to legally do business in Kansas!

[Tiffany] You are welcome!

Find Resources on Your Own

Narrow Your Search
Distance
Show All
Zip Code or City, State
67208
Industry
Other
Area of Assistance
Marketing
Specific Need

Organization Name

Minority Owned
Other
Women Owned
☐ Yes ☒ No ☐ Show All
Business Stage
Existing Business
Completed Business Plan
☒ Yes ☐ No ☐ Show All
REFINE SEARCH


[+] MAP VIEW


Resource Navigator

List ViewMap View


Page size: 1062 items in 7 pages

Sort By: Distance (closest first)

**Center for Economic Development and Business Research**
Distance: 0.98 Miles
CEDBR provides customized market research, economic/fiscal impacts, and insights on regional and national economy.
f Like 0
Jeremy Hill
1845 Fairmount St.
Wichita, KS 67260
Phone: (316)978-3225
Website | Email

**Training and Technology Team, T3 Wichita State University**
Distance: 1.3 Miles
T3 is a team of highly skilled professionals with a broad range of expertise in design and development involving cutting-edge technologies. We are driven to help organizations of all sizes in various industries translate their strategic goals into cost effective IT initiatives and custom web-based solutions that measurably improve performance.
f Like 0
Amy Jones
1845 Fairmount St.
Brennan Hall I
Wichita, KS 67260
Phone: (316)978-5398
Website | Email

**Kansas SBDC at WSU, KSBDC**
Distance: 2.03 Miles
Free confidential consultation. Affordable training. Provides Kansas entrepreneurs support and resources to achieve business success. Host: Wichita State University
f Like 0
Karen Loyd
5015 East 29th Street North
Wichita, KS 67220
Phone: (316)978-3193
Website | Email

**Kansas Global Trade Services, Inc.**
Distance: 2.62 Miles
The Kansas World Trade Center (KWTC), a Member of the World Trade Centers Association (WTCA), is a non-
Karyn Page
800 E. 1st Street, Ste. 200
Wichita, KS 67202

What Happens When I Contact



Entrepreneur/Small Business Owner
with a business-related question or need

1



Listen and Learn

2



Research,
make calls to
resource partners

3



Connect client
with the right
resource partner

4



Follow up with client

5



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Inbound Leads From Economic
Development Regions Within the State

East Central- 28%

South Central- 24%

North East- 16%

South East- 15%

North Central- 8%

South West- 5%

North West- 4%



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Business Stage of Inbound Leads

40% are actively starting a business

10% are thinking about starting

38% are already in business

5% are preparing for growth

2% are expanding

2% are mature

3% are in decline



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Statewide Network of Resource Partners

- 500+ partners throughout Kansas
- At least 1 partner in each of the 105 Kansas Counties
- Non-profit organizations offering business-building services to entrepreneurs
- Able to assist at any stage of the business-lifecycle.
- Access to the 3 E's-Education, Expertise and Economic Resources



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Partners that are common to each Kansas community

- City Clerk
- Kansas Small Business Development Center (KSBDC) and SCORE
- Economic Development Office
- Chamber of Commerce
- Certified Development Company and/or Regional Foundation



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Partners with no physical location in each Community

- 712 Innovations
- Advanced Manufacturing Institute
- Entrepreneur Legal Services Clinic at UMKC
- Mid-America Manufacturing Technology Center
- National Institute for Strategic Technology Acquisition and commercialization (NISTAC)
- Patent and Trademark Library at Wichita State
- Pipeline
- US Commercial Services



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Referrals to Partners

- 30,000+ Referrals Made since Inception
- 5K+ Secretary of State
- 5K+ Dept of Revenue
- 3K+ KSBDC Network
- 2K+ City Clerk
- 1K+ Dept of Labor

"You are SERIOUSLY a life saver. Thank you, thank you, thank you!"

Jaromy Green, El Dorado

"Hey there!!!!!! Just getting started!!! Thanks again for all your help!!!!!! You were so helpful!!!!!! If you're ever in McPherson, stop by!"

Cassie Bassandra, McPherson

"NetWork Kansas helped us figure out the step-by-step process of creating a hospital district as our local hospital is in jeopardy of closing."

Stacy Davis, Sumner County Economic Development

The Kansas Center for Entrepreneurship

Doing Business As:



Questions?



**NetWork
Kansas**

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Find us on the web at www.networkkansas.com



Facebook: /networkkansas



Twitter: @networkkansas



LinkedIn: NetWork Kansas

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