

The Tool Box

"Tools to Assist in Building Your Financial Success."
Serving Morrow County Since 1994

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Morrow Development
Corporation
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What are some things you can do with a loan from MDC?

Purchase and development of land, easements, rights-of-way, buildings, facilities and materials.

Purchase of equipment, supplies, leasehold improvements and machinery.

Pollution control and abatement.

Transportation services.

Startup operating costs and permanent working capital.

Debt refinance.

Who should you call to find out about a loan?

Contact Officer of the Board, Mr. Greg Smith, at 541/ 676-8719.

Email:
mdc@windwave.org

Fax:
541/ 676-5989

www.morrowdevelopmentcorporation.com



Mural of Lewis and Clark on the wall of the Stokes Landing Senior Center. MDC utilizes this facility for regular board meetings.

Just a quick note of "thanks" to the Boardman City Hall, Stokes' Landing Senior Center, Columbia Basin Electric, and the Port of Morrow for allowing us to use their conference facilities.

If you have any questions, or would like to meet the Loan Committee members for Morrow Development Corporation, please contact our office at 541/ 676-8719, and we'll place you on our agenda!

**Boardman
AUTO REPAIR, LLC
541-481-3456**

Boardman Auto Repair, LLC is a full service, automotive repair and maintenance shop serving the Boardman area with many years of consistent and friendly service. They are a NAPA AutoCare Center.

"Our professionalism sets us apart from the rest. Visit us for a complete line of maintenance and repair needs, including quality NAPA auto parts", said Del Turner, Owner.

Kathy Turner adds, "We are a friendly, clean and efficient shop. We understand that sometimes car repair can be stressful and we do everything possible to make our customers feel welcome, comfortable and satisfied with their service experience."



Funny Pages

Source: abc's of Small Business

Top Ten Signs You've Been In Corporate America Too Long...

10. You decide to re-organize your family into a "team-based organization."
 9. You refer to dating as test marketing.
 8. You can spell "paradigm."
 7. You actually know what a paradigm is.
 6. You write executive summaries on your love letters.
 5. Your Valentine's Day cards have bullet points.
 4. You celebrate your wedding anniversary by conducting a performance review.
 3. You believe you never have any problems in your life, just "issues" and "improvement opportunities."
 2. You can explain to somebody the difference between "re-engineering," "down-sizing," and "firing people."
- And the number 1 sign you've been in corporate America too long...
1. You use the term "value-added" without laughing.

9 Places to Find Employees

The obvious first choice for recruiting employees is the classified ad section of your local newspaper. Place your ad in the Sunday or weekend edition of the largest-circulation local papers.

But if you want to go beyond this, there are plenty of other places to recruit good employees. Here are some ideas:

- Tap into your personal and professional network.
- Distribute fliers.
- Contact school placement offices.
- Post notices at senior citizen centers.
- Use an employment agency.
- Establish an employee referral program.
- List your opening with an appropriate job bank.
- Use industry publications.
- Go online.

entrepreneur.com

Mastering the Art of Influence

Do you sometimes question the amount of authority you successfully exert over your employees? If so, you're not alone--many other entrepreneurs share similar concerns and would like to be able to increase their influence over their employees.

Recent research shows that the following seven methods are the most effective techniques when it comes to influencing others:

1. Rapport
2. Teamwork
3. Logic
4. Assertiveness
5. Aggressiveness
6. Credibility
7. Cultural hierarchy

These seven influencing techniques can be learned and easily applied to almost any situation. At times, one strategy will be more effective than another; sometimes, a combination of strategies is even more potent.

David Javitch

It's a Stretch Planning Ahead

It goes without saying that many entrepreneurial companies manage to negotiate the impasse. Licensing, joint ventures, progressive expansion--also known as bootstrapping--and other techniques allow their capacity to grow to the point where they can achieve precisely the kind of success its ideas qualify it for. If you anticipate facing such a Catch-22, the first thing to do is plan for it before you need to, says Jeffrey S. Davis, chair of Needham, Massachusetts, small-business management consulting company Mage LLC.

Set up adequate financial controls and record-keeping to convince a potential lender, equity investor, licensee, partner or other entity you are a worthy recipient. Find out what the various sources of expansion capital require. Know, for instance, that banks will lend money against purchase orders but probably won't advance funds until you have the order actually booked. Also study how to negotiate with banks, VCs and others. "Good entrepreneurs think some of these things through ahead of time," Davis stresses.

Don't neglect the human component, either. A big prospect's reluctance to place a sizable order may be due as much to your lack of qualified employees as to a dearth of financial or production wherewithal. Greg Kelly, CEO of 20-person Biotech Corp. in Glastonbury, Connecticut, found it relatively easy to outsource manufacturing of the natural herbal supplements he sells through national drugstore chains. But he still wasn't able to get the big orders until he hired salespeople--who had experience selling to those customers--away from his competitors. "The main thing," says Kelly, 43, "was surrounding myself with people who already had the relationships set up to get in to see the major chains."

entrepreneur.com

Three Traits of Successful Websites

What is sold is important, but it doesn't seem to be the key factor in success. Age, formal education or prior knowledge of the Internet also didn't appear to be relevant to the ability of entrepreneurs to make money online. There were actually three common traits shared that have allowed them to grow and generate extraordinary incomes.

- **They just plain got started.**
- **They focused on one thing and did it well.**
- **They wish they'd modeled success sooner.**

Corey Rudl

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