



Good for Business

Arrowhead's Online Business Resource Center

We know that organizing and managing a business is not always simple. We have created the Business Resource Center to make those tasks easier. The Business Resource Center is located on the Arrowhead Credit Union website at www.arrowheadcu.org/bizresourcecenter. The Guidelines and Checklists in the Business Resource Center provide practical information that can help you address some of the most important issues your business faces.

We also offer free educational workshops throughout the year. To see a list of upcoming classes, visit www.arrowheadcu.org/bizworkshops.

At Arrowhead Credit Union, we are committed to providing the services and solutions to help you reach your financial goals and to make your business successful.

Preferred SBA Lender

Arrowhead offers both 7(a) and 504 Small Business Administration loan programs. Our experienced staff will work with you to determine your needs and structure a loan program to meet your objectives.

SBA 7(a):

- Terms of up to 10 years for equipment financing, and 25 years for real estate
- Up to 90% project financing
- Variable rate loans, typically no greater than prime rate plus 2.75% APR*

SBA 504:

- Up to 90% financing available
- Up to 25-year terms
- For projects up to \$2.5 million

We can help make the dreams you have for your business become a reality. Please call us today at **866-280-5534**.

*APR=Annual Percentage Rate

Business Member Spotlight

Redlands Beauty Centre and Bellissima Skin & Body Therapies

Since 1965, Redlands Beauty Centre has served the community by providing the best in beauty products and salon services. The company has been family-owned and operated for three generations and credits their success to the many friendships that have been established over the years with clients and fellow downtown business owners. The owners and staff of Redlands Beauty Centre are committed to providing exceptional customer service, the very best in retail products and unparalleled technical expertise.

Their business has grown substantially over the years and now occupies the entire Belcher building on State Street in Redlands.

In 1998, owner Lillian Pock and her daughters, Stacey and Stephanie, realized the next vision for Redlands Beauty Centre was the addition of Bellissima Skin & Body Therapies. Bellissima was the first Aveda Concept Spa located in the Redlands area.

As the demand for spa services increased, it became necessary to undertake a complete remodel of both businesses in 2007 to include a new façade and access to Bellissima Skin & Body Therapies from East State Street. "Our recent renovation was made possible with the help of the exceptional lending officers at Arrowhead Credit Union's Redlands branch," says Lillian.

The salon and retail areas of Redlands Beauty Centre were updated, with an emphasis placed on lighting. There is now more natural lighting in the skin care and cosmetics area, as well as strategically placed task lighting in the salon to improve

efficiency in hair color processing and styling. Bellissima added a new retail area, three additional treatment rooms and new equipment throughout.

"We would like to take this opportunity to thank our valued clients for their continued support," says Lillian. "We invite you to visit us today and see the new look of Redlands Beauty Centre and Bellissima Skin & Body Therapies."

Redlands Beauty Centre has been a business member of Arrowhead Credit Union since 2001.



"Arrowhead Credit Union has been instrumental in the success of my business with their easy, low-rate business lines of credit, commercial property loans, auto loans and competitive certificates."
— Lillian Pock

Companies: **Redlands Beauty Centre** and **Bellissima Skin & Body Therapies**
Address: 221 E. State Street in Redlands
Telephones: Redlands Beauty Centre **909-793-2382**
Bellissima Skin & Body Therapies **909-798-3883**
Websites: www.redlandsbeauty.com
www.bellissimaspa.net

Family Wealth Preservation

Whatever type of business you own, you need to arrange in advance for the transfer of your business or partnership interest at your retirement, incapacity or death.

Although people are often uncomfortable contemplating their own mortality, estate planning can go a long way in insuring that your business interests are transferred appropriately.

Estate Planning Documents

A regular review of existing estate planning documents is the first step in any wealth

preservation plan. Any life events (births, deaths, divorces, marriages and special health needs) should trigger estate plan reviews.

Buy-Sell Agreements

If you plan to sell your business to a family member, partner, employee or outside party, give serious consideration to using a buy-sell agreement. A buy-sell agreement can provide for an orderly transfer of the business; permit present owners and family members to continue in their business roles, and allow a fair market price (or establish a formula) for the business to be agreed upon in advance; provide

funds for the purchase; and allow planning for estate and related tax matters ahead of time.

Your family circumstances, as well as federal and state estate and income tax laws, are continually changing. Work with your trusted advisors to review your business succession and estate planning to avoid unwelcome results.

Ann Herring, Tax Senior Manager with Soren McAdam Christenson and a member of the California Bar, has her JD from University of Pacific, McGeorge School of Law, and her LLM in Taxation from Boston University. Ann can be reached at 909-798-2222.

Risky Business? Review Your Liability Insurance

Owning a business means the buck stops with you. And while in many respects that's a major bonus of being a business owner, it also means that you have a slew of potential risks to consider. One of the most overlooked risks is that of liability exposure, including injury claims, property damages, negligence, malpractice, employment practices and advertising claims.

The professionals at Sawyer Cook Insurance can evaluate your situation and help you protect your business with the appropriate coverage for your company. Call them today at 800-655-2814 to make an appointment.

Which Road To Take: Is It Better To Buy Or Lease Commercial Space?

At some point every company owner is faced with the dilemma of whether to lease or buy their real estate facilities. What are the advantages and disadvantages of each?

While every business is different, there are a few common factors that should be considered when evaluating whether to buy or lease a commercial space. A general rule of thumb for purchasing a business property centers on how long the company owners plan to stay in business and the amount of space they will need. If they can project that the business will operate in the same space for a decade, ownership may be the most prudent direction.

Ownership also holds potential for several benefits:

- Asset appreciation
- Fixed overhead costs
- Potential to lease or expand. If the building proves too big for the business, the owner can lease a portion to another company and or expand over time.
- Tax advantages

Most business owners start out leasing space and many work their entire careers without buying property. Those who lease should consider several positives:

- Frees up capital



- Eliminates management responsibilities. A property owner is also a property manager.
- Opens opportunities to take advantage of the market. If rents drop in the company's market, the business owners can negotiate a more favorable lease.

Buying commercial space certainly has its advantages. Developing equity in a building or commercial space can be a sensible way to grow your business or personal wealth portfolio.

Get Expert Advice

The decision to lease or buy commercial space is not clear-cut. Your choice will hinge on finances, taxes and personal issues. Do not make this decision hastily. Ask your accountant and financial planner for their best advice.

Dennis Friedman, Senior Vice President, NAI Capital Commercial Real Estate Services, Worldwide. Dennis can be reached at 909-798-0777.



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