

Small Business News & Notes



Keeping Your Business Running Smoothly

(NAPSA)—According to the latest statistics from the U.S. Small Business Administration, 80 percent of the 28.8 million U.S. small businesses have no employees, placing a heavy burden on the business owner when it comes to juggling every detail of running a company. From IT issues to customer service and even facilities management, a small-business owner must be a jack-of-all-trades.

Fortunately, some banks are recognizing the need for more specialized support for small-business owners and are carving out a niche to better serve them.

Here are three ways small-business owners can get more from their banking partner:

Relationships Matter

Banks that specialize in serving small-business clients understand the financial pressures they face and will assign a relationship manager with expertise to help them endure the challenges of today's competitive market. Relationship managers can be a small-business owner's best resource when it comes to managing finances; they can anticipate needs, troubleshoot, and provide a wide array of products and solutions to help clients achieve their goals. Small-business owners who take the time to get to know their relationship managers can find them to be valuable and trusted partners.

Money to Grow With

Whether a business owner needs to acquire upgraded equipment, finance expansion plans or smooth out cash flow, a well-capitalized bank with decision makers at the local level can provide quick access to loans, lines of credit, letters of credit and much more.



A good relationship with the bank can give small businesses a big boost.

Clients who already have established relationships with their bank may have an easier road to accessing the funds they need. Since documents don't always tell the whole story, it helps to have someone at the bank who understands the business and can speak on its behalf.

Products and Services Tailored to Fit

Banks that offer a full suite of treasury management products and services help business owners perform banking activities quickly and easily, leaving more time for growing the business. Treasury management professionals are made available to consult with business owners to better understand their unique needs and implement solutions to optimize cash flow, streamline receivables and manage accounts.

For example, "at BankUnited, we recognize that small-business owners' needs are vastly different from individual consumers," explained Gerry Litrento, senior executive vice president, retail and business banking. "Our teams of experienced professionals are prepared to help small businesses thrive in today's competitive environment."