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Partnerships@accionusa.org

IMPACT UPDATE

Active clients: 1,556
Lans disbursed YTD: 412
Dollars disbursed YTD:
\$2,876,130

UPCOMING EVENTS

FLORIDA

Small Business Bootcamp: September 22

South Florida's premiere small business networking and coaching event.

[Registration here.](#)

BOSTON

Brewing the American Dream U: September 27

September 2010

We welcome September with its changing leaf colors, back-to-school shopping, and crisp, cool air. Truly, this month signals the beginning of change and reminds us of the bustling months that lie ahead. But as we head into the fall and look forward to new projects and partnerships we are launching, we also look back on a summer filled with exciting news and events for ACCION USA.

PARTNERSHIPS IN ACTION

When the Banks Say "No," ACCION USA Says "Yes We Can!"

Johanny Lugo's business got up and running thanks to loans from friends and family. However, it was thanks to ACCION USA's partnership with her local bank that her business truly got off the ground.



Originally from the Dominican Republic, Johanny's friends and family always considered her a hard worker, and helped her open the doors of her beauty salon with a few small loans. Since, her faithful clientele has helped the business grow. When Johanny was ready to take her business to the next level by opening a school to teach other hairdressers and beauticians, she approached her banker, Regina Acevedo at Banco Popular, for a loan. The bank was not able to fund the loan at the time, so Regina told Johanny about ACCION USA.

At ACCION USA, Johanny qualified for the loans she needed to purchase additional equipment for the school and to serve the growing demand of her business. In addition, ACCION USA is also helping Johanny's students by providing financial education to them as future salon owners when they graduate!

Sam Adams and ACCION USA present a networking and coaching event for Boston food and beverage entrepreneurs.

[Registratration here.](#)

ONLINE

October 5th 4-5pm EST: Negotiating a Business Lease. [Register Now!](#) Rent is often the first or second biggest expenses for any small business. Managing that expense is therefore critically important for the long-term success of a business. This Webinar will offer strategies and tips on how to approach a lease negotiation so as to improve the outcome for the small business.

October 26th 12-1pm EST: Get More Bank For Your Buck, How to Maximize Your Business Facebook Page! [Register Now!](#) Why not take advantage of this free way to promote your business? Join this webinar to learn 5 easy tips to maximize your business Facebook page and how to measure and analyze the results of your efforts so you know how well you are doing and where you may need to step up your efforts.

We thank Regina and all of our banking partners for their support for ACCION USA and their local small business community!

PARTNERSHIP TIP

Here are a few reasons why ACCION USA can often lend to a busines when traditional lenders or banks may not be able:

- **Time In Business:** While the general definition for banks of a start-up is less than three years in business, ACCION USA can lend to businesses with as little as 6 months in operation.
- **FICO Score:** ACCION USA's FICO score minimum is 575, while other lenders need higher scores to qualify applicants

Questions? Email us at Partnerships@accionusa.org

NEW & NEWSWORTHY

New ACCION USA & Count Me In Partnership

ACCION USA is proud to announce its partnership with [Count Me In!](#) Count Me In is the leading national not-for-profit provider of resources, business education and community support for women entrepreneurs seeking to grow micro businesses to million dollar enterprises.

 Count Me In, like ACCION USA, has found that entrepreneurs flourish with the combination of education,

opportunity and support. As entrepreneurs build their businesses, they can better provide for their families and strengthen their communities. The ACCION team is excited to work with Count Me In to help build your clients' businesses and grow our community!

Learn more about Count Me In and their exciting and unique [Make Mine a Million \\$ Business RACE.](#)

RECENT MEDIA HIGHLIGHTS

- [Beer Fuels Small Loans: Sam Adams Founder's Program Boosts Area Entrepreneurs](#) - Boston Herald, August 16, 2010
- [Heard and Scene: Fashion Designer Shares the Wealth](#) - Wall Street Journal, August 26, 2010
- [Microloan Program is a Big Help for Some Small Businesses](#) - LA Times, August 30, 20

Look out for ACCION USA in the news in Miami. Interviews with CBS-4 and My 33 News are scheduled for September!

FINANCIAL EDUCATION CORNER

Get Involved with ACCION USA's Financial Education Program!

Does your client have a great business tip to share? Tell ACCION USA! Next month, we will be featuring reader tips on customer service. How do you provide EXCELLENT customer service at your business? Next month, we'll feature the best customer service tips we receive in our Financial Tip of the Month Newsletter! [Submit your tip here!](#)

FROM OUR BLOG



ACCIONistas [Erica Dorn](#) and Amelie Busch recently had the opportunity to visit two [ACCION USA](#) female entrepreneurs in [Boston](#). You, too can meet these inspiring staff members and clients in this video blog. [Watch now!](#)