**7 Smart Credit Card Strategies for Entrepreneurs**

 Thank you, Alexa and to SCORE and I am glad you are all joining me. I love to talk about credit financing, and credit cards. I want to provide you with tips and strategies that will help you make smarter decisions and avoid common mistakes that could cause problems in your business. You do not want to go there. You will see my contact information. You are welcome to reach out to me. I have been in the credit field for a long time. I worked on the legislation back in the day. If you got a consumer credit card you would apply for the credit card get in the mail and then find out the interest rate. I have been involved in the field in a long time and I hope I can answer your questions today. I would love to start with a poll question to find out a little bit about the question cards you are using in your business. In this survey it will allow you to answer more than one choice. You can use the control button on your keyboard to choose more than one option basically to learn a little bit about what payment method you are using to pay for the things you purchase not what your customers are using to pay you but what you are using to pay for your purchases. You can use control to answer more than what once in the survey.[ Silence ]

 Let me share the results with you. To see how you may compared to other business holders when you see personal or business credit cards high on the list you are not surprised that that. Let's go back and look at payment records and how you might utilize them in your business. We did a survey and you can see how you stack up for other business owners. We did the survey with business overs at NAV and 27% said they would use business credit cards, 46% business and personal, 18% just business and 16% use no business or credit cards at all. We're going to talk about business and personal? Cards in this presentation. I will also give you warning about a type of plastic you should be very careful if you are using in your business as well.

 I want to make sure it is clear what a business credit card is. It may sound like an obvious thing but I get a lot of questions about this. That is because some of us, if we had a job at a large company the past, we may have been given a card by the employer. We can use it for certain purchases. Maybe you travel for business. Maybe need to put fuel in your vehicle because you're on the road. But when it comes to large companies, those are what we call corporate credit cards. Those are for companies making at least $10 million in annual revenue with a number of employees and Chief Financial Officer making decisions. That is different in small business credit cards. Small business credit cards are the cards we will be talking about in the context of you today. I want to help you understand when they might be helpful for your business and some of the pros and cons you should consider.

 For the business credit cards it is a broad definition. The issuers typically are not so interested in how long you have been in business with the industry you are in. We will talk about these factors. They are interested in the fact that you will be using these four business processes. The issuers love to have you as a call to order cardholder. Business owners tend to spend more on their credit cards pick the purchase volume is much higher picked that is good for the issuers. We will talk to the images of that in a moment. The first energy want to talk on and disowns obvious but many business owners do not do this. At least separate your business and personal use. If you listen to the whole webinar and decide to stick with the personal credit card for whatever reason tried to use one exclusively for your business. I was self-employed for well over a decade. I hated doing my bookkeeping and taxes. If you do not separate these purchases it makes it hard come tax time unless you are diligent in keeping up on bookkeeping. Was that purchase at the office supply store for back-to-school supplies or something I needed for my business? If you keep rings on your business credit card you have a record for the transactions of the business and that is much easier for you or your keeper or accountant when it comes to tax time. There is a good chance he could deduct interest and annual fees. So talk to your tax advisor. They have tax-deductible benefits as well.

 The second strategy I know a number of use business credit cards in a number of you use personal credit cards. One thing that I found when talking to business owners is many do not realize that a business credit card is one of the most flexible types of not just payment methods but financing for any type of distance. An example, we have a lot of customers involved in real estate they may have rehab properties flipping them or doing some type of investment. Real estate in general is considered a higher risk for lending options. They may have trouble financing with a traditional lender. With a business credit card it is agnostic. One to get the card the amount of credit is available to you regardless of the type of business you have. Other risky businesses may include restaurants, retail, e-commerce, online businesses and young businesses. You can actually get a business credit card as soon as you start your business. I know someone personally who started his business and two days later signed up for a business credit car. Card. It is ideal to have in incorporated entity but you do not have to. You can get a business credit car card even if you are a sole proprietor. Just operating under your name or a business name. It is helpful to get an employer identification number from the IRS. You don't always have to do this. For certain entities is not required but it is important to have a separate identity for your business. You will also have to provide a Social Security number because they will check your personal credit. All of the major credit card issuers that issue small business credit cards are largely making the decision based on your personal credit SCORE and income from all sources. It could be that your business is making income or that you personally or your spouse who would pitch and if you are having trouble making payments. If that income is available you can included on the application. All of those can go towards helping you qualify for a small business credit card. I want to reiterate that there will be a personal credit check and they will want to see income from all sources. I wanted to give you one more tip, if you have, in the past, had financial problems and you defaulted or filed bankruptcy on a credit card, even if it is no longer on your credit card credit report, there are some issuers that will go back in the internal records to see if you have defaulted before. Is not something that which you up on a credit part report or something that you know. You can always talk to the issuer again, these are very flexible and can be available to young businesses as well. Strategy number three is to understand how business credit cards and personal credit cards impact your credit and how that can help you build and correct protect your business and personal credit. What you see on the screen is a link to an article that has a chart with all the major small business credit card issuers and it tells you which ones report to your personal credit, all activities, which ones only report to your personal credit if you default, and there are a few that do not report at all. This is something that could impact your personal credit and help you if you are thinking about which card you want to use for your business. The second link you see goes to another chart that talks about which business credit cards report to business credit agencies. Your business can have its own credit report increased credit scores. There are cards that will report activity to help you build business credit that may be an advantage especially if it is something you have not focused on.

 Last year I was involved in the SCORE virtual conference which is a great event. You should attend if you can. One of the business owners reached out after and I talked about this issue with her. She said I did not know. I noticed my credit scores were going down. I was paying everything on time but I did not realize I had a high balance on one of my business credit card down my credit SCORE. Sometimes business owners do not realize that even if you are paying on time having a high balance in comparison to the credit limit is an important SCORE factor. You can see your credit SCORE impacted . That is another reason why you may want to consider choosing a card that does not report to your personal credit if you know there will be times you have a balance. For example a seasonal business where you have to buy a lot of inventory at a particular time of the year. You get the balance paid off but for the time being year utilization or debt usage is very high.

 I was in a workshop with small business advisors and one told me about a client. She maxed out her personal credit cards. She noticed her credit scores dropped dramatically because of the high balances. She was able to refinance that dad and when she did she paid out the credit cards and her SCORE jumped 125 points. Because she no longer had high balances. Again, pay attention to the issue and understand how Euclid issuers report. So you can make a decision right for you and your business. Strategy number four. Fraud protection. Before going to the answer I want to throw up a survey and ask you about what you know about fraud protection on various payment cards. This is a 12's question. Which payment method is not covered under federal law for unauthorized use? I am seeing a split here. If your credit card is lost or stored in you will not be reimbursed according to federal law? Many of you chose personal credit cards, business credit cards and [ Indiscernible ] let me go back to my side and pointed to you. There is a federal law the truth in lending act. That laws covers personal and small business credit cards for unauthorized use. The first you are responsible for is the first $50 for any fraudulent transactions. If someone gets a hold of the credit card number but do not have a piece of plastic your liability is zero. There is a separate law called the electronic funds transfer act which covers personal debit cards. Under that law, if your debit card is lost or stolen your liability starts at $50 and can go up from there. Can go up to the entire account balance and overdraft line of credit. It is rare for that to happen. So is being cared for and the person got a hold of the credit card and no one was checking the bank statements. At that point they were no longer covered by the electronic fund transfer act. Were out the money in the financial institution was not cooperative. For the most part, if you have a debit card and pay attention to balances and notify the issuer you will probably not be held responsible. That one does not apply to business cards. There is no law that requires the issuer to make you whole if you business debit card is lost or stolen. Most issuers voluntarily will try to investigate and resolve it but if you think about it, with a credit card if it is lost or stolen it is there money. If your debit card is stolen it is your money I was in the workshop where a small business owner told me that the business debit card was compromised. I was standing in the bank waiting to talk to someone watching someone take money out of my account on the app. If you want to use a business debit card I recommend you do a couple things. Check your account activity. Set up alerts. So you know if something unusual happens you connect quickly. To cut talk to your financial institution and find out their policies if your business debit card and how quickly they will give you provisional credit to pay other bills and how to get in touch with them if it happens.

 Just be aware. Hopefully it is not an issue. It is something you do want you to understand. Credit cards are generally the sectors way to pay for perpetrators purchases. They have more protections than the online payment available today. Alerts I would encourage you, to use alerts whether it is credit or debit. Make sure you are aware when large purchases are made or unusual purchases. This can be a timesaver and a huge money saver if your account would be compromised or if something could happen. If you have not done this already I would encourage you next time you login set up your online access. Set up the alerts so that you see and know if something unusual is happening with regard. Then, user controls. Many small business credit cards have good controls for the people you may give cards to in your company. A few years ago I was contacted by the owner of a small business. He had given employees is this credit cards to go out and fill up their vehicles before they went on the job for the day one employee put $2000 on the card that was not fuel and never came back to work so he took the money and ran. The card issuer not reimburse them. Once you authorize someone to use the card you are authorizing them to use the card whatever they use it for it is no longer fraudulently used. Some of business credit card issuers are instituting limiting spending to certain types of transactions or limit spending to a certain amount of various employees. And also encourages you if you ever get a business or personal credit card with a business partner where you are both responsible, understand that until the card is closed and paid off your both on the hook. I have heard from owners over the years where they parted ways with a partner and one left in the other continue to run debt up and did not pay back. The other one was facing collection and possible legal action over the unpaid debt. If you get a credit card with a business partner or executive in your small business you want to make sure you understand that until you get something in writing and take them off or pay off and close the account you are both on the hood cook for that account. Hopefully that gives you an overview of the protections you have with credit cards. They are a safe way to pay. Strategy number five is to borrow smart. Small business lending does not require issuers to disclose a interest rate or APR. Expect when you and I go shopping for a car or mortgage we look at the APR because it gives us an idea of the cost of financing. There are currently no requirement state or federal to disclose in APR in conjunction with business financing. Sometimes you may get offers that express it as a fee or factor VIII or something that sounds like it makes sense but not actually a interest rate or APR you would use to shop around. The nice thing about business credit cards is they do disclose in APR. You can see the cost at time Judy to borrow for your business. Surprisingly, the cost, even when it is in the 60% to 80% range it is often lower than other types of fast financing that do not disclose in APR. There are popular online lenders where it is disclosed as a fee but if you translate it to in APR the APR is usually 30% or more. In that case you may be better off taking a short term loan. We do have free catheters I can help you translate the cost of financing to in APR. I want you to understand that credit cards can be a strategy for short-term borrowing at a relatively low cost then other fast options and you understand what it will cost. In addition to the credit card have introductory rates or balance transfers. Some of you are using a business debit card and you do not want the temptation of debt. I respect that. If that is the case you may want to consider a business charge card. It allows you to pay in full each month so you cannot get into too much debt. It is treated as a credit card for purposes of the federal law mentioned earlier in terms of liability. You are still protected on the charge card if it is lost or stolen but you do not have the vacation to run of debt. I want to talk briefly about grace period. If you pay in full every month and year card has grace period you are basically using the lenders money interest free. If you Time purchase right you can borrow for almost 2 months interest free. An example would be to look at your credit card statement. Let's say the billing cycle closes on the 12th of the month. If you make the purchase on the 13th it will not show up on the next statement but the following. If you pay it off in full by that due date you have a good number of days interest-free from the issuer. It is crucial to understand grace period's only benefit you when you pay in full each month. Once you carry a balance for the most part you will incur interest immediately. Once you start to carry a few dollars over month to month. For someone who pays in full it could be a real advantage. Watched the due dates and pay the minimum do each month so you do not end up with a late fee and a higher interest rate. I am going to mention the interest rate issue in a moment but as long as you make the payment on time every month you will be fine as far as your credit when it comes to late payments. I went on vacation once and I realized I had forgotten to pay a credit card help.

 I went online to pay the bill and I don't know if you experienced this but you go on in the so what account do you want to pay then there is a third button that says do you really want to pay this? I missed that button and discovered I was late and did not complete the payment. I had a late payment and interest charges. Now I set it up where at least I know I'm making the minimum payment and I know I will not be late. I would like to go into another quick survey and find out what types of rewards you like to use in your business. I believe this is a multiple-choice. I think you can choose more the one. Cashback is the most popular reward. Some of you have used sign-up bonuses effectively as well. I have been in the field many years. I have used reward cards but did not really pay attention. I realize tremendous and using the right rewards a veterinarian has 2% cash back for all purchases pays in full to avoid interest and at the end of the year those rewards is what he uses to reward his employees. He said the bigger rewards the better the holiday party and bonuses I can offer to my employees. I have also talked to small business owners and this is a way to go on vacation with they their families. Bonuses can be lucrative. I'm not going to issue issuers or names on this presentation because programs do change. We did post a credible offer in conjunction with a airline card. If you time does right they can be very lucrative. I personally did a strategy a couple of years ago got the business credit card and personal credit card on the same airline card. I was able to get a lot of miles. I would say that this is something you want to review once a year to make sure the reward card is right for you. If you are not sure what to use most people can use cashback. If you are loyal to a particular airline and getting the cobranded award card can be valuable. To get free check bags, priority, boarding points to use for future flights that make that a good strategy for business owners. Sure you review those from time to time. There is something I do need to alert you to an business card. The fact that there is a federal law that covers consumer credit cards and not business credit cards. In 2009 President Obama signed into law this law. Before that there are chops on credit cards. Maybe your card issuer changed the due date by a few days you pay late and they charged you a late fee and hiked up your interest rate. If your payment wasn't received by noon on the day was do take account translate even though you made online at 10 PM. This law got rid of those traps. It has been successful to make it easier for consumers to avoid problems with credit cards but, as with most consumer protection laws it does not apply to small business, cards many issuers have adopted those protections but not all. There are a few instances where you could end up with your interest rate going up on the, card if you miss a payment where if you are late with your business credit card payment by a day they reserve the right to hike your interest rate in is probably a significant increase. With you or consumer car card you have to be late 60 days then you can earn back your old rate if you pay on time going forward. Remember I said how important it is to make the payment on time, this is one reason why. Sure you pay on time so you are not late and see year interest rate go up. C have a 0% balance and you make some purchases at a 14% interest rate. Two different balances two different interest rates. On a consumer card anything above the minimum has to go to paying off the highest interest rate portion first. Business credit cards do not have to have that Texan. Protection. There are about 40% business credit card issuers who do not do that. They will apply extra payment towards the lower interest rate portion which means it could take you longer to pay off debt. Check your call to the agreement. Understand what your card issuer is offering. You can look and see whether it they comply with the card act. That information is available online I will remind you that a personal guarantee is almost always required on a small business credit card. Where can I find a credit card with a personal guarantee? On small business credit cards they will ask for a personal guarantee. That means if you do not pay it back you do want to be careful and not get in over your head with that. If you are struggling with credit card debt even business related, the nonprofit credit card agencies and members for the national foundation of credit counseling do help business owners who have that type of debt as well as consumers.

 If you have got a card you do not use often or a card with no foreign transaction fee if you're going to make purchases overseas because you're traveling or a vendor overseas, use it from time to time. I find that if you use it every few months you are probably find even find even for a small purchase but if you stop using it altogether they may close the account for activity and then you will not have the access to the credit line available to you as a business owner and consumer. Those are our strategies. Want to go into a couple of resources and then answer your questions.

 I do work for NAV a financing marketplace . We are the only place where business owners can check their business and personal credit for free. If you want to check out your business and personal credit you can do that at NAV.com. You can monitor your progress free going forward. Then ways to find business credit cards, you can certainly talk to your bank to see what they are offering and how it compares to other issuers you may find that have other types of reward programs. Credit unions also offer small business credit cards. Credit unions are non-profit and member friendly. And then the NAV marketplace. All the major small business credit cards to look for a credit card. I have linked that information there. One thing we do behind the scenes is if you have a NAV account we use the information about your business to match you to the cards you are most likely to qualify for. We find that our customers who use this tool are more four times more to be approved for the business credit card. That may help you identify a card that is good fit for you. The warning I gave earlier, if you ever defaulted or filed for bankruptcy on a credit card even if it is not on your credit report, that issue issuer may decide not to issue you a credit card. Make sure you are aware of that when you are shopping around. The final resource I want to share is the guide created with SCORE which can be found on SCORE.org /NAV. This is on the SCORE website . A guide to the different types of financing. I am assuming that because you joined us to learn about credit card you're probably interested in financing for your business this guide goes into the different types of financing and what it takes to qualify. There is also a webinar on the same topic we did previously on that page as well. You may want to listen to that webinar if you are in the market for small business financing. That is all I have, Alexis, I would love to answer questions.

 We will go ahead and start the Q&A portion of this webinar. We're going to spend the remainder of the time answering questions. We will do our best to address as many as possible in the time remaining. If we do not have the opportunity to get to the question in this live webinar, we will be sending out the slide deck for today's presentation and that will contain someone's contact information, NAV contact information to get your questions answered and further assistant. We would like to encourage you to connect with your SCORE mentor who can assist you further. And as mentioned, resources available that you can reference. With that we would jump into questions.

 In a partnership company, whose name should be on the credit card?

 That is a great question. You really need to think to this carefully. As I mentioned earlier business owners will often have -- some cards will require that any officers in the company have to agree to the cardholder agreement. That may be a requirement of the issuer. It tends to take place with corporate cards. With a small business card you may want to take about how you want to allocate this. Is there a founder more likely to stay with the business? There is a personal guarantee and would you want to make sure that you have an agreement with the company to reimburse in the event that that person leaves the company. You may want to have two cards, one partner in the business get one and the other get the other and decide between the two how you want to allocate purchases on those two cards. Again, whoever signs the agreement is personally responsible even if they leave the company and there is an outstanding balance. You have to have a very clear conversation up front and make a decision together about what you think will work best for your business.

 How long after using your company credit card will it take for your company credit to be established? She would like to shoot would like her future applications to rest solely on business credit versus personal . Expect many owners have the goal to build business credit to move away from personal credit.

 A business credit card may be a good step in that direction. Not all business credit cards report to business agencies. You find a list of the issues and who they were too. It typically takes 60 days before they start to show up on the business credit report. If you do not have any business credit you will find you will have a SCORE quickly after it starts reporting. To get a higher SCORE you want several months of on-time payments. I cannot say exactly for you because it depends on what else is reporting but the sooner you start the sooner you start building business crack credit. I have seen owners and up with a satisfactory business core within a year.

 The next question is for Michael. Is there a benefit to strategically choose which commercial reporting agency for the card he noticed that the S PFD seems to be one agency must cards report to.

 That is a great observation. The small business credit exchange does not call them an agency they called themselves a co-op. They collect member financials and make that available through the different credit bureaus. If I were a lender I could go to a crevasse or any reporting agency that contains FPS be data. You don't see it as a business owner but it should show up on a credit report from any of those agencies. If you have any to have a couple of business credit cards you can get a couple that report two different agencies. I probably would not make that my primary consideration. I would probably make the primary consideration the card that is right for your business. Whether that is best rewards or lowest interest rate. To me adding on the reporting is a plus on top of that. There are other companies that report and that is in the guide you will find on the SCORE.org website. You wish to see vendor reports. You could get vendor credit as well as a business credit card.

 To minimize issues would you recommend using prepaid credit card for employees pending?

 Great question. A prepaid card for employee spending could be a great strategy. It is a debit card so you will not have protections you would under federal law if it is lost or stolen. You might be able to put less money on the cord card so there's less exposure. A credit card in general is the safest way to pay because it is the love highest level of protection under federal law. If you have an employee who had access to a lot of credit and went on a spending spree in you authorized the use of the car you would be out card you would be out of the money. The other I would consider is credit card with spending controls. You could put controls similar to using a prepaid card and determine how much they are allowed to spend, the types of places they are allowed to spend the money and that may serve and produce the same amounts for you.

 What is the importance to building business credit versus using personal credit?

 Your business can have its own business credit report and strong business credit can help you qualify for other types of financing and help you get away from relying on your personal credit to fund your business. It is something that we here at NAV encourage owners to take about because it can be valuable to you business. Just like business consumer credit reporting agencies, Experian, Excel echo facts, Trans Union, Dun & Bradstreet picked those ones that are helpful to your business. If you go to the score.org/NAV page there is a free guide. It has a checklist that shows you how to build business credit. You may want to take a look at that good in the checklist. That may help you get started. The overall goal is to give you more financing choices and help you move away from personal credit. I do notice we did a webinar on the score page as well.

 Thank you for the webinar. Are there certain banks or institutions more conducive or accepting of federal government credit card payments?

 I do not know the answer, Jeff but if you email me I will take a look into it.

 What can niche a do to get an increase in her credit limit on it a business credit card?

 For the most part the issuer will look at a couple of things when evaluating your request for a credit line increase. They will look at your personal credit scores. Credit scores in the mid to high 600s and preferably 700 or higher will increase your chances for getting a credit line increase. Then they will look at your activity. Want to see that you are using the card or you could tell them you're going to make a large purchase so that incentivize them to consider you. Third is looking at the overall risk. That ties into your personal credit and how you managed the card in the past. If you had time where you fell behind they might be less amendable to offering a credit line increase. Keeping strong credit is the number one thing you can do to get a credit line increase. The second thing you can do is call and ask. You have a project coming up you would love to use this credit card is pleased to others and you may find they will be happy to accommodate you. If you are maxed out on all cards it will be harder because they will see you as a high risk.'s act Joseph said he heard of companies starting their companies with a credit card. Do you feel that is a safe route for startup?

 Credit cards can be a popular source of startup funding is options are limited. When you business edition you do not have revenues or time in business so you do not have much business information. Such sometimes people turn to their credit cards. I get it. I would always encourage you to first make sure you are working with your score mentor so your business plan Is solid. You have a plan For growing your business and paying back the debt. Do this in conjunction with working with your score mentor. Understand whether the credit cards might impact your personal credit as mentioned before. Business owners do everything right but because they max out the cards there's chords go down and it is hard to get financing. Then of course the strategy whatever it is to pay back as quickly as possible so you do not end up paying exuberant interest charges. That will affect your margins and profit you make in your business.

 Races businesses need and when she applies for a card she does not get approved because they say they cannot find her credit file. What does she do about that? Typically they are looking at a personal credit file not a business. If you have a personal credit card it is or credit report is an issue to me why it is not coming up. Maybe your business is not just verifiable. They want to make sure you have a business. If you get turned down for a business credit card most issuers will have a phone number for a reconsideration line or you can call and ask to speak to someone in the reconsideration department. There are issues and issuers that will verify that you're doing it for business and not personal. You may want to see if he could talk to someone on the reconsideration line. If that is not the scenario you have reach out to me by email and I would be happy to try to help.

 Which business credit cards do not report to FICA after ICO?

 None. F ICO is just the recipe for credit scores. It is calculated using information from a credit bureau like Experian, Equifax or Trans Union. If you go to the earlier slide, the link is there. That link shows you which issuers do or do not report to personal credit. That should put you in the right direction.

 Should there be a plan To pay off business that and how much is too much?

 There should always be a plan For paying off your business debt. This is part of your financial planning and forecasting. If it is not something you are doing I encourage you to talk with your score mentor and accountant to make sure you have a plan To pay off your debt. There are a lot of flexibility with credit cards but because you know the APR you can put that into a repayment calculator and figure out how long it would take to pay it off. My general rule of them is if you discover your credit card will take you more than three years to pay off and this is an understatement if you look at the number and discover you cannot pay it off in that time I make this payment without incurring extra debt that is what I suggest you talk with a nonprofit credit counseling agency who can help you create that plan For getting out of debt.

 We have time for one or two questions.

 Why does close to credit cards impact your score when you are doing this to reduce debt?

 Great question. What happens when you close a credit card is that the credit line is the longer available. The second most important factor behind payment histories is the debt you're carrying in comparison to you credit limit. Because you get to credit limits on cards that appear on your personal credit the more it impacts your score. Any debt that you have make comparatively look like your closer to the credit limit. You can close account as long as you have other credit available. And other strategy, I did this recently. I had a credit card with an annual fee I didn't want to pay. I called the issuer and they switched it to a card with no annual fee. I do keep it open for small purchases but they switched it to a card with no annual fee and I do not have a cost associated with it but the line is still available. I know some consumer may ask to combine the credit limit to get rid of the card that has an annual fee. The main thing you are looking at is how close am I to my credit limit? On each credit card, and once you start keeping above the 30% range it could negatively impact your credit score.

 Does a business credit card affect your personal credit score?

 Yes. That is what I was talking about where you want to look at the chart to see how your issuers report. If you business credit card shows up on your personal credit than it impacts your credit score. It is part of any credit card calculation business or personal. If it does not show up than it will not impact to credit however, want to make sure everyone understands that if you default and do not pay back a business credit card even if it does not show up on your personal credit they reserve the right to reported on your personal credit because you did not pay back and try to collect from you personally because they have a personal guarantee. If you go to NAV.com it will give you the chart.

 Those are all the questions we have time for. If we did not have a chance to address the question we recommend connecting with your SCORE mentor are going to Www.score.org to request a mentor who can assist you with your questions and business needs. We are sending everyone the link to the recording as well as the slide deck. The slide that contains NAV content information and feel free to reach out for further assistance. We will get that out 15 to 30 minutes after the webinar ends. On behalf of SCORE and NAV thank you all for attending and giving a special take you to Gerri Detweiler for being here with us. Presenting with SCORE . Thank you so much.

 I appreciate it. I cannot echo how important it is to work with your SCORE mentor . Expect thank you, everyone. We hope you have a great rest of your day and look forward to seeing you next time. Take care [ Event Concluded ]