

Strategies to Advance & Grow Enterprises

WBEC GREATER DMV APPLICATION for Class of 2022

WBE Application Date:

Company Name:

Owner Name:

How long have you been in business?

3 - 5 Years

6 - 10 Years

More than 10 Years

Who is your target market?

Commercial Market

Public Market

Vision for your company:

Mission of your company:

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Please provide Profits and Gross Revenues for the years indicated
(Please indicate "\$0.00" or "- \$0.00" where applicable)

		PROFITS	GROSS REVENUES
2021	\$		\$
2020	\$		\$
2019	\$		\$
2018	\$		\$
2017	\$		\$

Please rank the following challenges (1 – most challenging, 6 – least challenging)

Cash Flow

Access to Capital

Access to people resources (check all that apply)

Employees

Lawyer

Accountant/CPA

Insurance Advisory Board

Mentor/Coach/Accountability Partner

Branding/Marketing/Selling

Contracts

Strategy

Other (Please comment below)

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Please rank your skill level of the following tools in your business:

Elevator Pitch	Strongest	Comfortable	Weakest
Business Presentation	Strongest	Comfortable	Weakest
Return on Investment (ROI) for Buyers	Strongest	Comfortable	Weakest
Capability Statement	Strongest	Comfortable	Weakest
Pricing	Strongest	Comfortable	Weakest
Sales Model	Strongest	Comfortable	Weakest
Business Valuation	Strongest	Comfortable	Weakest
Partnering Strategies	Strongest	Comfortable	Weakest
Other (Please comment below)			

What would be the best outcome of this program for you?

SUBMIT YOUR APPLICATION TO
ereid@wbecgreaterdmv.org