



IBA's Business Development and Assistance Program assists Aboriginal and Torres Strait Islander peoples to access the skills, knowledge and resources required to start and grow viable, sustainable businesses.

At any stage of the business life cycle, IBA staff can help you review your personal circumstances and identify what further guidance and advice will assist you to achieve your business goals. We also offer finance to eligible customers to support business start up and growth.

Are you ready to run your own business?

Successful business owners often answer "yes" to the following questions:

- Are you a self-starter?
- Do you have a well-developed business concept or plan?
- Do you have experience and skills in operating a business?
- Do you have supervisory or managerial experience in your chosen industry?
- Are you customer-focused and a good communicator?
- Do you have experience managing money and budgets?
- Are you aware of the risks and challenges which small business owners face?
- Do you have a passion to succeed and a willingness to learn?
- Do you understand the commitment required to run a business?

'There's no doubt that if we didn't know IBA... we would not be where we are today. But you need to bring something to the table in the first place. You need necessary skills and the drive to put the hard yards in.'

– Wayne McGinness, Aboriginal Steel Art

Services we can offer

After discussing your individual circumstances and identifying what stage of the business life cycle you are at, IBA can provide an assessment of the resources and assistance you will need to achieve your business goals.

We may also work with you to develop an action plan that will assist you to achieve those goals and better equip you to make informed decisions about your business future.

Our services can include:

- capability and skills assessment
- access to business resources
- business and industry insights/market intelligence
- commercial finance options such as competitive business loans and operating leases.

Business skills workshops

To operate a small business successfully, it is important to have the necessary management skills, industry expertise, technical skills, finance and a long-term vision to grow and succeed.

IBA offers a range of tailored workshops to assist customers in meeting the challenges faced at each stage of the business life cycle.

The free business skills development workshops include:

- business info sessions
- *Into Business* online course
- start up workshops
- growth workshops
- procurement workshops.

Business development support

Our experienced staff, equipped with a wealth of business knowledge and access to the latest industry benchmarks, can work with you to provide tailored business development support, helping you progress to the next stage of the business life cycle.

Our support helps you to develop and implement your ideas and includes general guidance and advice, business planning and assistance, strategic growth preparation, HR management, marketing and other services specific to your needs.

Working closely with our corporate and government partners we can also link you to other networks and resources providing information and support to help you realise your goals. IBA also has access to a range of specialist business consultants who can be engaged to provide technical expertise and coaching in helping you further refine your business proposal or development needs.

Business finance

Finance that is structured to suit the needs of the business is available to eligible customers in the start up, growth, maturity and repositioning phases of the business life cycle. It can be provided for working capital, purchase of existing businesses, plant and equipment and other commercial assets.

Business loans

Features include:

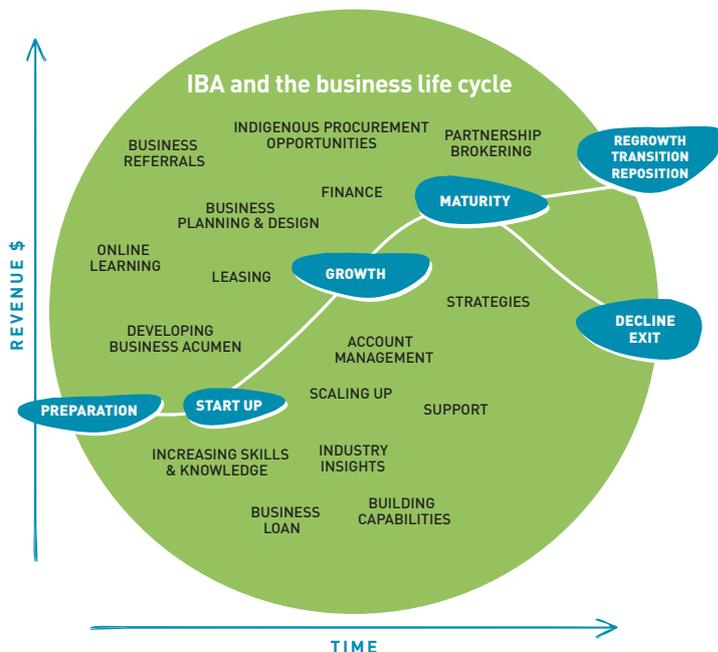
- a competitive variable interest rate
- loans from \$10,000
- no application or line service fees.

Operating leases

IBA can provide leases on assets for businesses including property, vehicles, trucks, buses, plant and equipment. An operating lease is a rental agreement and in some circumstances may have advantages over a loan. Seek independent accounting advice when deciding which option is better for your business.

Features include:

- lease amounts from \$5,000 to \$750,000
- competitive interest rate
- tax deductible payments
- end of term options.



Business ownership life cycle

Each stage of the business ownership life cycle brings unique challenges that require planning and a shift in focus by the business owner.

IBA's team of experienced staff can work with you to determine what training, skills and resources you may need to transition through the business ownership life cycle.

For example, for someone considering starting a business this might involve assessing your readiness for business ownership—your business idea, capabilities, business acumen, personal attributes, and assessing the research and preparation you have already undertaken.

Next steps

Being clear on your business goals, and gathering your documentation together prior to having your business conversation with IBA will maximise the advice and assistance we may be able to provide.

To discuss how we can work together to realise your business aspirations visit our website or phone us.



Australian Government
Indigenous Business Australia

1800 107 107

iba.gov.au



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