

Business

Business RSS Feed e-mail headlines Text alerts On your PDA

JUMP TO SITE INDEX

Print Email Comment Read Comments Text Size: Save and Share

Saturday, July 25, 2009

There's help for area budding entrepreneurs

Jennifer Youssef / The Detroit News

Entrepreneurs in Metro Detroit who need help navigating the often complicated and confusing process of establishing a new business will now have an easier time locating a consultant who can assist them.

The Business Improvement Team, LLC -- a network of business consultants -- formed in April to help entrepreneurs find the advice they need. BIT has six member firms specializing in different areas of business -- from sales and advertising to finance and accounting -- which enables them to refer their clients to other professionals who can help with other aspects of business. Clients don't pay for the referrals, but they pay for the adviser's services if they work with them.

The Business Improvement Team not only benefits entrepreneurs seeking advice, but it also generates more business for consultants by broadening their client lists, members say. The concept is not new, but it's another helpful resource for the many entrepreneurs here who don't have a business background and need professional advice, said Mike Rogers, vice president of communication for the Small Business Association of Michigan. Anecdotal evidence suggests there are more entrepreneurs in the state today as thousands of laid-off workers venture out on their own.

Advertisement

Lifestyle articles by: [ARA lifestyle.com](#)



[You can easily get a grant with a little help](#)



[New program can cut credit card debt by 50 percent](#)



[The Asian secret to strong, lush hair](#)



[Financial Aid Available for Adults Returning to School](#)



[Trainer to the stars discovers a natural supplement for building strength and endurance](#)



[3 signs you're overpaying for auto insurance](#)

"There's more of a need now for good, solid information" on how to operate a business, Rogers said. "There are a lot of neophytes starting small businesses, and the more resources they have access to, the better their chances of success."

Ninety-eight percent of Michigan businesses in 2007 were small businesses, employing nearly 2 million workers, according to the Small Business Administration. Small businesses employ more than half of Michigan's nonfarm private sector employees.

Consultants say the BIT is as advantageous for new business owners as it is for the consulting firms that help them.

"It's a way for us (consultants) to use everyone's contacts," said BIT member Joey Silvian, owner of Virtual Interactive Agency, a Farmington Hills-based marketing company. "It expands our contacts exponentially, and if companies need a combination of our capabilities, we have that team together. It's a win-win."

The program is still building its client list and working to get off the ground, the consultants said.

Greg Knapp, president of AspenTech Consulting Group, Inc., a Plymouth-based firm that specializes in customer relationship management, has been working with many more novice entrepreneurs who need guidance to get their start-ups off the ground.

"A wealth of skills are needed to keep a business alive and every one is necessary these days," he said.

By working together, consultants can give one another leads and provide business owners a one-stop shop of

More information

More information

- ▶ Contact Spencer Silk at ssilk@frankincio.com or Curt Petterson at cpetterson@absolutedec.com.
- ▶ See the Web site at www.BizImpTeam.com.

ADVERTISEMENT

Ads by Adblade



DON'T Pay For White Teeth
Learn the trick, discovered by a mom to turn yellow teeth white for less than \$5 [Learn more](#)



Mortgage Update
4/9: Obama urges homeowners to refinance. \$200,000 mortgage under \$999/month. Calculate new payment [Learn more](#)

Most Popular

Most Read E-Mailed Printed

- ▶ Tigers' bats, defense reap rare road series win
- ▶ One Lion never made the trip, one never made it back
- ▶ Laird, Verlander calm down
- ▶ Bankrupt suppliers seek exec bonuses
- ▶ Woman to sue judge over removal of Islamic head scarf
- ▶ Louis Delmas' hit on Aveion Cason sparks brawl in Lions practice
- ▶ Gholston proves to be huge force
- ▶ Ann Arbor police search for suspect in assault
- ▶ Cabrera poised to carry Tigers down stretch

experts who can make their company more efficient and profitable, said Spencer Silk, co-founder and owner of Franklin CIO Services, LLC, a Bloomfield Hills-based information technology services company and one of the members.






"We're helping small businesspeople improve the bottom line," he said.

Silk says BIT aims to eventually have 15 members with different areas of expertise.

He has been volunteering at TechTown, a small business incubator in Detroit, for a year and realized that many of the entrepreneurs there had good ideas, but some didn't know how to get their ideas off the ground. He and fellow volunteer Curt Petterson began to discuss what they could do to make new business ventures less burdensome for entrepreneurs.

"It just puts more eyes, ears and handshakes out on the street," Silk said of the new organization. "Split two ways, it's good; split 15 ways, it's very good. We're all busy people and we don't have time to do it all."

jyoussef@detnews.com (313) 222-2300

Article Tools: Print  Email  Comment  Read Comments  Save and Share 

In the blogs ...

The Breast Monologues



Jodie Wilson: This weekend, I was spending time with my girlfriend and her friends. My friend is very proud of the fact that I am a breast cancer survivor, so I wasn't at the party ... [Continued](#)

Detroit City Hall Insider

Joel Kurth: Basking in triumph from his runaway primary victory Aug. 4, Mayor Dave Bing said something that's stuck in the City Hall Insider's mind for three weeks: "I'm not ... [Continued](#)



Ask the Child Psychologist



Dr. Aimee Kortaba: "Don't worry, she's just shy. She'll grow out of it soon." Many parents have heard this phrase from teachers, friends and pediatricians - and for the ... [Continued](#)

[More blogs](#) 

MORE IN: BUSINESS

- ▶ Cell phone franchise grows successfully in ripe Detroit market - 07/25/2009
- ▶ There's help for area budding entrepreneurs - 07/25/2009
- ▶ Travel Michigan invites writers to experience Metro Detroit - 07/25/2009
- ▶ Business briefs - 07/25/2009
- ▶ Delta works to settle employees' union representation - 07/24/2009
- ▶ Stocks pull back after rally; Microsoft tumbles - 07/24/2009
- ▶ Valassis wins \$300M in suit against News Corp. - 07/24/2009
- ▶ Ann Arbor News publishes its final edition - 07/24/2009
- ▶ Business briefs - 07/24/2009
- ▶ Dow tops 9,000 as home sales rise for third month - 07/23/2009
- ▶ New jobless claims rise to 554K, total rolls fall - 07/23/2009
- ▶ June existing home sales rise by 3.6 percent - 07/23/2009



Site Index

Essentials:

[Home](#)
[Page One PDF](#)
[Sports PDF](#)
[Weather](#)
[Horoscope](#)
[Lottery](#)
[Crossword](#)
[Sudoku](#)
[Contact Us](#)
Multimedia:
[Photos/Video](#)
[News Photos](#)
[Autos Photos](#)
[Audio Galleries](#)
[Video](#)
[Photo Store](#)

News:

[Nation/World](#)
[Politics/Govt.](#)
[Religion](#)
[Data Center](#)
Local/State:
[Metro/State](#)
[Wayne](#)
[Oakland](#)
[Macomb](#)
[Livingston](#)
[Commuting](#)
[Schools](#)
[Michigan History](#)
[Charlie LeDuff](#)
[Obituaries](#)
[Death Notices](#)

Autos:

[Autos Insider](#)
[Drive](#)
[Joyrides](#)
[Auto Shows](#)
[Auto Reviews](#)
[Auto Photos](#)
[Autos Talk](#)
[Test Drive blog](#)
Business:
[Business News](#)
[Personal](#)
[Finance](#)
[Stocks](#)
[Technology](#)

Sports:

[Sports](#)
[Lions/NFL](#)
[Pistons/NBA](#)
[Red Wings/NHL](#)
[Tigers/MLB](#)
[Shock/WNBA](#)
[MSU](#)
[U-M](#)
[More Colleges](#)
[High Schools](#)
[Golf](#)
[Motor Sports](#)
[More Sports](#)
[Scoreboards](#)

Entertainment:

[Entertainment](#)
[Music](#)
[Calendar](#)
[Movies](#)
[Movie Finder](#)
[TV Listings](#)
[TV/Radio](#)
[Restaurants](#)
[Wine Report](#)
[Celebs](#)
[Performing Arts](#)
[Puzzles/Games](#)

Forums:

[Forums Index](#)
[Lions Talk](#)
[Wings Talk](#)
[Pistons Talk](#)
[Tigers Talk](#)
[Ask John Niyo](#)
[Big Ten Talk](#)
[News Talk](#)
[Autos Talk](#)
[Faith Talk](#)
Opinions:
[Editorials](#)
[Letter to Editor](#)
[Blogs](#)
[Columnists](#)
[Cybersurveys](#)

Lifestyle:

[Lifestyle](#)
[Homestyle](#)
[Food](#)
[Recipe Finder](#)
[Health/Fitness](#)
[Fashion/Shopping](#)
[Families/Parenting](#)
[Travel/Recreation](#)
[MichMoms](#)
[MichDads](#)
Other
[Special Reports](#)

Special Reports

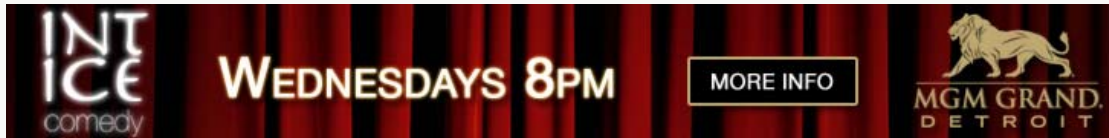


The Recession Chronicles

Behind the grim headlines are the people of Michigan, whose courage, resilience and humor are carrying them through the worst economic times in at least a quarter century. These are their stories.

- ▶ [The Synagro deal: FBI investigates Detroit City Council](#)
- ▶ [Nov. 3 general election in Metro Detroit](#)
- ▶ [Fifty fabulous years of Motown](#)
- ▶ [Mark 'The Bird' Fidrych](#)
- ▶ [Remembering Chuck Daly](#)
- ▶ [Leaving Michigan Behind](#)

[More Special Reports](#) ▶▶



© Copyright 2009 The Detroit News. All rights reserved.

[Terms of Service](#) | [Contact](#) | [Help](#)