

# How to Start a Business While Working a Full-Time Job



Anthony Price

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# My Story...



Let's share.



Start.

What are you good at?



What are you running toward?



Be the best.



Gain experience.





Build your team.



Save money.



Expect bumps.



When not to leave your job.



The Big Picture.

How will your businesses change the world?



Solve a problem.



Think value creation.





# Entrepreneur or small-business owner?



# Small-business owner?



# Strategy

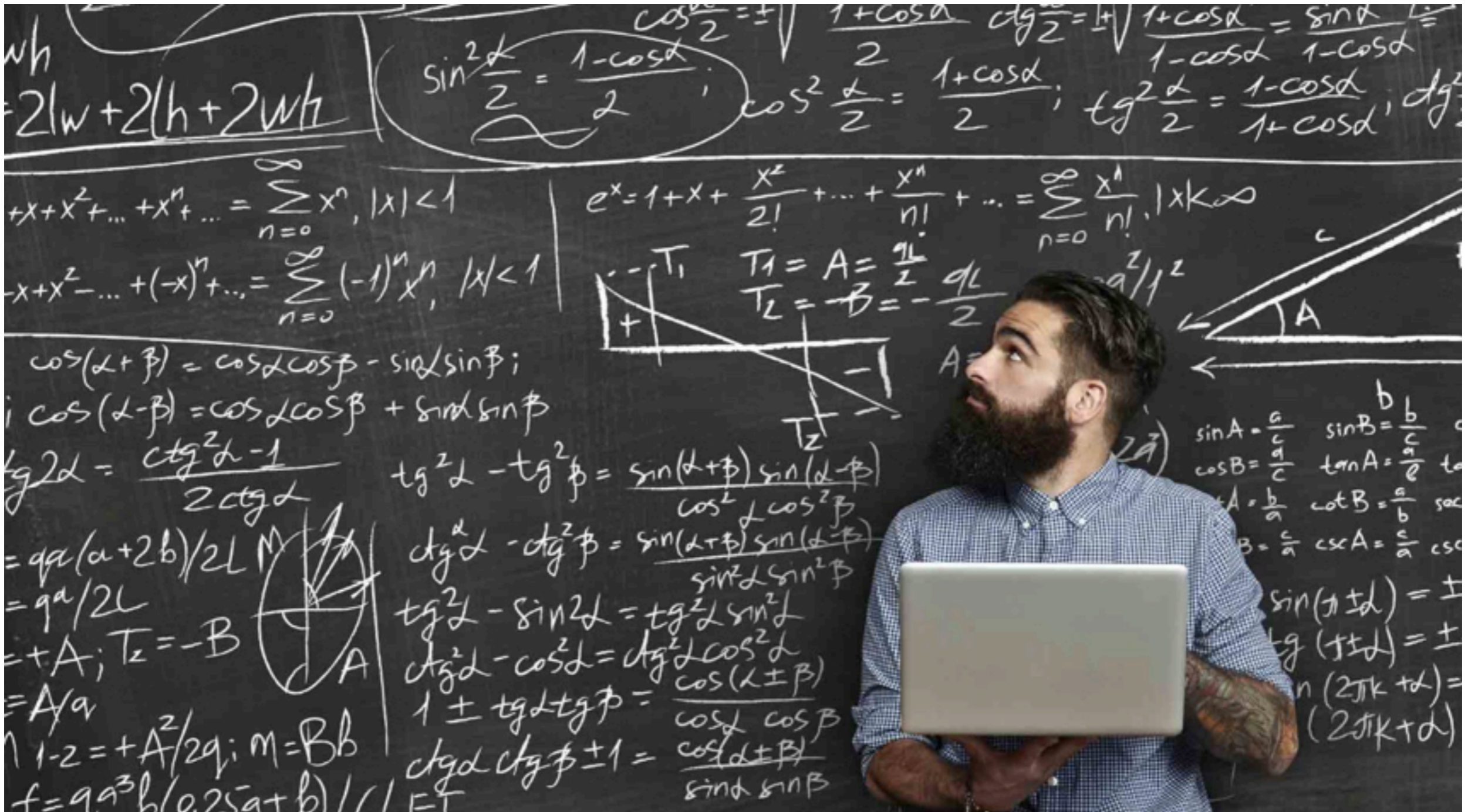
Your financial success is directly related to the size of the problem you solve for other people (solve BIG problems and you'll make BIG money).

— *Brian Tracy* —

What business are you in?



# Secret to business success.



# Secret to business success.

1. Solve a problem.
2. Create Value.
3. Build the business that creates the product.

# Business Plan vs Pitch Deck



Money.



All aboard the Loot train.



# Debt or Equity?



A new world of lenders emerges.

**ondeck**

**amazon** *Lending*

 NUMERATED

**stripe**

 Square

 **LendingClub**

 **intuit**  
**quickbooks.**

PRO  PER

**Fundbox**

# JOBS ACT of 2012: Game Changer



What is an accredited investors?



# What is crowdfunding?



# Types of Crowdfunding

1. Donation

2. Reward

3. Investment

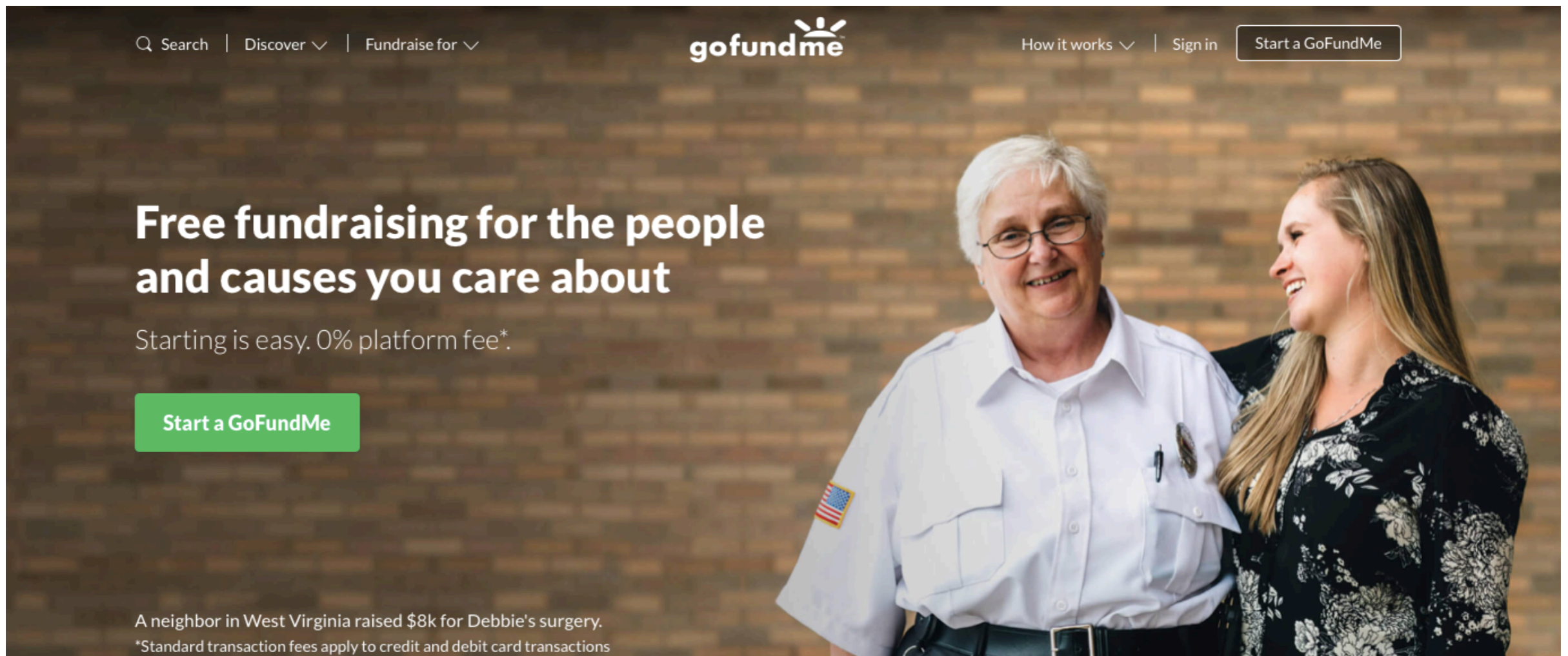


Crowdfunding is not new.





# GoFundMe

A banner for the GoFundMe website. The background is a photograph of an older woman with white hair and glasses, wearing a white police uniform with an American flag patch on her sleeve, standing next to a younger woman with long blonde hair wearing a black floral top. They are both smiling. The banner contains navigation links, the GoFundMe logo, a main headline, a sub-headline, a call-to-action button, and a testimonial snippet.

Q Search | Discover ▾ | Fundraise for ▾

gofundme

How it works ▾ | Sign in | Start a GoFundMe

## Free fundraising for the people and causes you care about

Starting is easy. 0% platform fee\*.

[Start a GoFundMe](#)

A neighbor in West Virginia raised \$8k for Debbie's surgery.  
\*Standard transaction fees apply to credit and debit card transactions

# Kickstarter

**KICKSTARTER**



By Brian Linton  
4 created

Follow Creator

## The World's Most Eco-Friendly Shoe

A comfortable, stylish, and durable shoe made from recycled cork, bison fiber, merino wool, rice rubber, algae foam, and bamboo.



**\$291,315**

pledged of \$30,000 goal

**2,235**

backers

**21**

days to go

Back this project

Remind me



# Investment

WEFUNDER

start  
engine 

Republic 

# Capital Fit



# Business Model Problem



**DOORDASH**

delightful delivery



***THE BUSINESS OWNER'S DREAM  
IS ACCESS TO CAPITAL THAT IS  
GOOD FOR THE BUSINESS,  
CHEAP AND FAST—  
THE TRINITY OF CAPITAL.***

# How to fund a business.

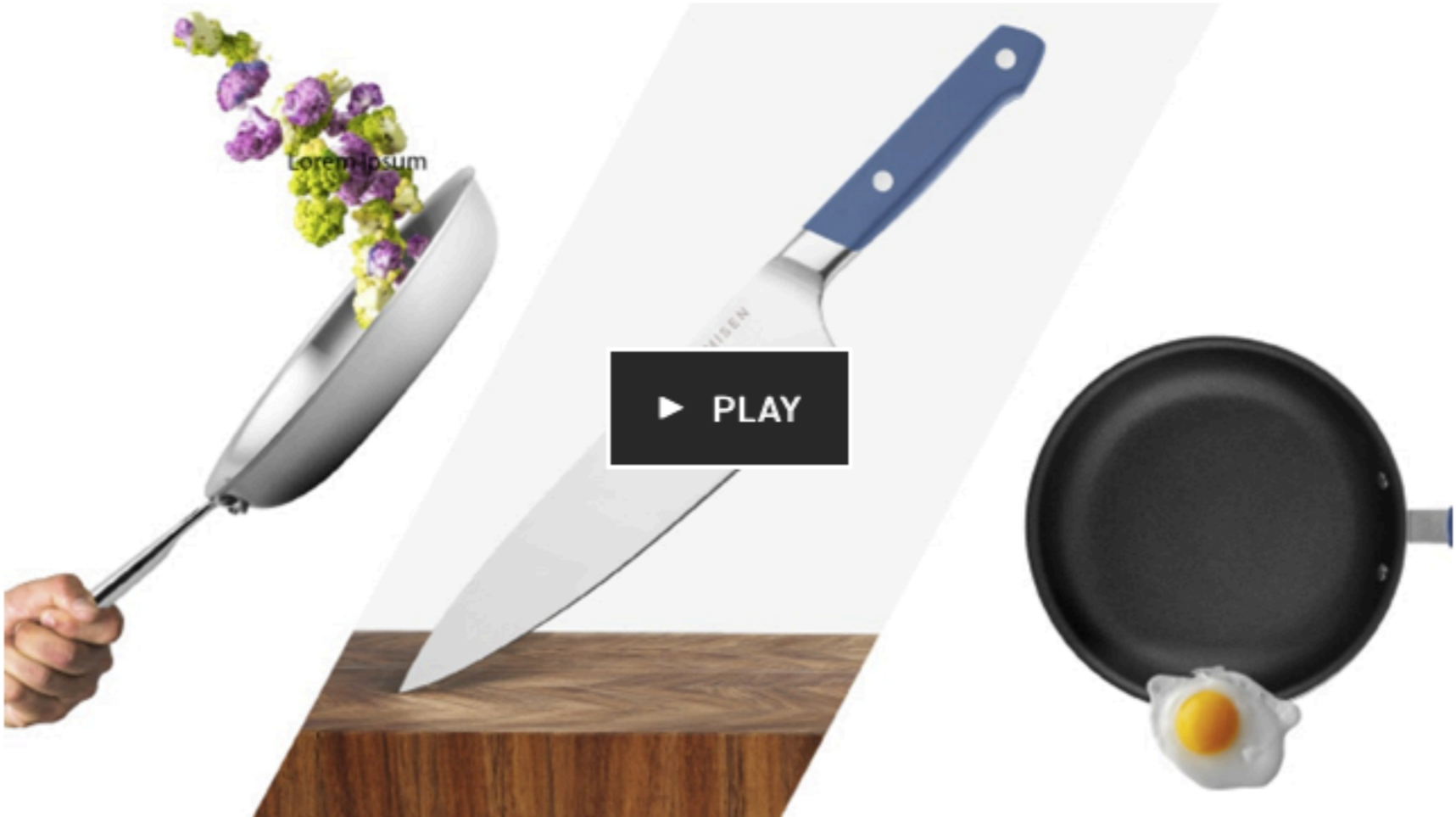


# Four-Step Capital Raising Process

1. Are you dealing with a small-business owner or entrepreneur?
2. Does the business generate cash to support debt-service payments?
3. Evaluate capital options.
4. Get documents ready, make contact, submit and follow up.



# Success stories.



Help your small businesses win.



Invest in yourself.

GET  
THE  
LOOT  
AND  
 RUN

FIND MONEY FOR YOUR BUSINESS

ANTHONY PRICE  
FOUNDER & CEO OF LOOTSCOUT

"You can only become truly accomplished at something you love. Don't make money your goal. Instead pursue the things you love doing and then do them so well that people can't take their eyes off of you." - Maya Angelou





Thank you Ronald Hopkins,  
Staff & Mount Rainier.






**Thank You  
So Much!**

# Contact me.



**Anthony Price**  
Chief Loot Officer at LootScout  
Hartford, Connecticut

-  **LootScout**
-  **See contact info**
-  **See connections (500+)**

