Carpets Plus Colortile

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John Boone came to the San Jacinto College Small Business Development Center in June of 2004. The center was directed by Judith Whitehurst at that time. She wrote that she was immediately impressed with the knowledge and drive of Mr. Boone. He had written a well thought out narrative, but the cash flow statement needed to be completed, so he could fully communicate the vision he possessed.

The director continued to work with Mr. Boone to revise both the narrative as well as the cash flow sheet. The target of the business plan was an investor with whom John was communicating. Objectivity was the initial focus of the plan, which John embraced.

The plan waited for a time as John identified a location, so he could resume the planning process. Meanwhile, the initial director retired.

The new director met with John and his daughter-in-law, Ann, to finalize the plan. They had completed a lot of previous work, but it needed to be revised and updated. Substantial discussion was held about cash flow. The client had 30 years of experience to draw on, so the method for cash flow assurance was to be a cornerstone of the businesses operation.

The new director used the revised information from John to input into Business Plan Pro®, a business planning software. The resulting package was met with satisfaction by Mr. Boone and a new investor. He secured financing through the investor and opened one store in Friendswood initially. Within the first year he had 4 locations from Katie to Houston and south to Galveston. In all he was keeping 14 workers busy as of April of 2007, with more to hire or sign on as contractors.