

## What can BEAR offer my business?

- \* Help identifying business needs and concerns
- \* Referrals to support services and resources
- \* Issue-specific training opportunities
- \* Assistance in increasing growth and profitability potential
- \* Data affecting local and state policy and/or legislative action

## BEAR Motivation

*Many economic development agencies concentrate on recruiting businesses to Montana and spend an inordinate amount of time and money in that attempt. The volunteers working with **BEAR** believe that the most growth, wealth creation, and expansion capabilities exist within the homegrown businesses that were conceived, incubated, and grown in Montana. These are the businesses that the **BEAR** program targets.*

***BEAR** helps communities better understand why some businesses thrive, what elements attract businesses to a particular locale, and what barriers exist regarding business growth.*

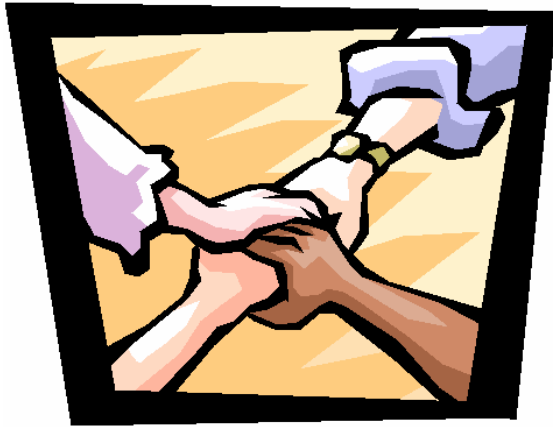


B.usiness  
E.xpansion  
A.nd  
R.etention



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## What can you do?

- \* Become a member of a BEAR Assessment Team
- \* Be trained as a BEAR interviewer
- \* Invite a BEAR interviewer to visit your business
- \* Use referrals made by your BEAR Team
- \* Share information about the BEAR program with others

## The BEAR Process

**Step 1)** Local business people volunteer and are trained to participate in the BEAR program. Interviewers sign confidentiality agreements to insure all information remains private.

**Step 2)** Local businesses may apply or are selected to become a BEAR client. A confidential interview/visit takes place with the business owner to learn about the overall health of the business.

**Step 3)** Data from the interview is entered into an “ExecutivePulse” survey, and copies are made for the Assessment team.

**Step 4)** The BEAR Assessment Team reviews the interview and identifies areas of opportunity or need and contacts business owner with referral recommendations.

**Step 5)** Resource volunteers provide businesses with assistance.

### BEAR Resource Assistance

The appropriate resources are provided with acknowledgement and consent from the business owner. Resource volunteers arrange a meeting to discuss how best to move the business forward.

Initial advice and assistance is provided at no cost. Please note that not all resources provided are free, but in most cases the return on the investment made will benefit the company.

**BEAR** volunteers hope to say “Thank you” to existing businesses and strive to build relationships between key business owners/managers and community service providers.

Successful local companies who feel appreciated and know where to find resources are the best recruitment tools an area has to offer.

*SIGN UP TODAY*

*FOR A BEAR INTERVIEW!*

**BADLANDS BEAR** activities are coordinated in cooperation with the Dawson County Economic Development Council, the Eastern Plains Economic Development Corporation, the Glendive Chamber of Commerce, Glendive Job Service, and the Montana Department of Labor and Industry.