



**Obtaining Financing from Women's Enterprise Centre  
Common Questions Answered**

**Question 4: I know you lend to existing businesses, can I get a loan to start or buy a business?**

Women's Enterprise Centre is open to giving financial assistance to all types of business; whether you need money for upgrades or expansions, are purchasing an existing business or starting a new one on your own. The process is the same: show us your background, experience, desire and a well thought out business plan and Women's Enterprise Centre can help provide the funding and guidance to make it happen.

Tanya King is an example of this process and now her business is going to the dogs. A photographer with a strong retail background, Tanya's first love is her dogs. To that end, she and her partner Andrew opened a dog boutique in Yaletown, Vancouver in September of 2006 called The Dog and Hydrant. "I have two dogs and have wanted to do something like this for years," says Tanya. "I finally got the inspiration and the motivation to do it."

Once inspired, Tanya got to work making her dream come true. "I got a line of credit through the bank when we opened. Then I found the Women's Enterprise Centre website. I knew I needed to increase my inventory so I decided to get my next loan through them," she explains. "I just felt that they cared, and there was just so much more to it than just getting money. They actually wanted to help me succeed and had resources I could access."

Tanya was rarely able to leave her store for appointments, and was pleased to find that she could be accommodated via the web, email and telephone. "They treated me so well. It seemed like everyone went out of their way to help me get things done." As soon as she received her loan she bought the inventory for her store.

"I love what I do," smiles Tanya. "We cater to dogs of all sizes and have clothing, beds, toys, collars, raw food and healthy treats. Our clientele are people who pamper the pets. I love to get up every morning and see all my dog customers and their dogs."

Tanya's business is booming and should she ever decide to expand she's going right back to Women's Enterprise Centre. "I think the people at Women's Enterprise Centre are very professional and friendly. It's obvious that they want you to succeed."

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Rita Myers and Tasha Warren knew they weren't cut out to stay in the nine to five corporate world. Both have a passion for wine and people and knew they had what is

needed to become successful. Both have many years experience working in the hospitality industry in all positions right up to senior management.

When a local wine and tapas bar came up for sale they jumped at the opportunity. The previous business owner had established a loyal following of customers and the restaurant had a good track record. "We didn't even bother going the traditional route with the bank," says Rita. "The previous owners told us about Women's Enterprise Centre. After hearing what she had to say we called them right away."

The two needed the money to buy the business and upgrade some equipment. They spoke to a business advisor, completed all the paperwork and a week later they applied for their loan. "The treatment we got from Women's Enterprise Centre was excellent," says Rita. "We would definitely approach them again when we need another loan."

Once the sale was complete the two new owners hung up a new name for the business and opened the doors to "The Rotten Grape" Wine and Tapas bar in Kelowna.

"The business is doing just fabulous," says Rita. "We are definitely a success!"

Women's Enterprise Centre offers term loans of up to \$100,000 at competitive interest rates to BC women who are starting, expanding or purchasing a business. The loans have flexible repayment options with terms of up to five years. To support you on your road to success, you have a business advisor working with you throughout the course of your loan, who knows what it's like to start and grow a business. Our loan clients also have free access to all our training programs, to help address marketing and financial issues and devise growth strategies. To learn more about the Women's Enterprise Centre Empowerment Lending program, visit [www.womensenterprise.ca/empowerment-lending/loans-program.php](http://www.womensenterprise.ca/empowerment-lending/loans-program.php).

Women's Enterprise Centre serves women across the province from its offices in Kelowna, Vancouver and Victoria. For more information call 1-800-643-7014 or visit online at [www.womensenterprise.ca](http://www.womensenterprise.ca).