

All Your Commercial Equipment Needs
From Phone Systems to JETS
\$5,000 to \$\$\$\$\$Millions



Funding Visions Developing Dreams

Issue: April 2008

Did You Know?

One Million dollars worth of
\$100 bills weighs 22 lbs.

If you stack one million US \$1
bills, it would be 361 ft. high
and weigh exactly 1 ton.

Quotes

Budget: a mathematical
confirmation of your
suspicions.

A .A .Latimer

Money can't buy happiness,
but it can buy you the kind of
misery you prefer.

Author Unknown

Newsletter

The JGI Companies

140 Stoneridge Drive, Suite 130, Columbia, SC 29210

Phone: (803) 731-4847 Fax: (803) 731-5270

Email: bbledsoe@jgicompanies.com

Website: www.jgicompanies.com

Definitions

Recession

A recession is a decline of
less than 10% in the
country's Gross Domestic
Product (GDP) or negative
real economic growth for
two or more successive
quarters of a year. It is
visible in industrial
production, employment,
real income and wholesale-
retail trade. It is a normal
part of the business cycle
lasting from 6 to 18 months.

WELCOME to the JGI Newsletter. We at JGI value & respect our past, present & future clients, our vendors and their businesses. We want you to be well informed about financing choices and we want your business to grow as a result. We will endeavor to deliver relevant & timely information that will make your job easier. We welcome any suggestions you may have or ideas for topics you are interested in. Always feel free to contact us with any questions. We are here to help you find the best solution for you or your clients and your business.

Jim Jones, President & CEO

Betty M. Bledsoe, Leasing Director

Check out **JGI Companies'** newest development project in Columbia, SC. **Sandhills Medical Center** is a modern one-stop center unlike anything in the area. Visit the website at www.sandhillsmedicalcenter.com.

How to Survive the Economic Slowdown "20 Tips for the Small Business Owner"

While some experts say we're in a recession and some say we're not, it never hurts to be prepared. See if any of these suggestions could help you and your business.

1. Pay close attention to your existing customers (your biggest asset) for more business and referrals from them
2. Keep on top of your cash flow; improve collections and delay payouts where you can.
3. Get tough on accounts receivable; stay on top of collecting
4. Deposit daily for short term interest
5. Trim the fat, compare prices and find deals on everything your company uses
6. Use email rather than long distance calls & make sure your email address is on everything that goes out of your office
7. Consolidate offices, if that is an option
8. Shop around for your banking needs – they all want your business
9. Dismiss underperforming workers
10. Postpone nonessential purchases
11. Ask employees for help on ideas for improvements
12. Retool your products; add a new less expensive line
13. Look for opportunities to hire highly skilled employees who are out of work or insecure with their companies
14. Now is the time to buy out weakened competitors
15. Don't stop marketing; trim the parts that aren't producing; maybe even increase the sales & marketing team
16. Know your actual costs before you discount or offer deals
17. Start trimming costs before you're actually losing money
18. Modify your client base to markets that are less affected by a downturn
19. Apply for loans or lines of credit while your company is still thriving
20. Plan for the recovery NOW – Do what you can now to be ahead of your competition when the economy improves.