



For Immediate Release
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Southeastern CU Hosts Business Seminar on Working with Moody

Valdosta, Georgia (August 18, 2015) – Southeastern Credit Union hosted a business seminar on August 13 for local small businesses interested in working with Moody Air Force Base and other government agencies. Attendees learned how to effectively position their business to win federal government contracts and successfully manage the cash flow challenges associated with funding those contracts. The event was well-attended, with more than 30 business owners eager to learn more from experts from the U.S. Small Business Administration and NOWaccount Corporation.

It can be difficult for small businesses to know where to start and how to navigate the complicated process to procure government contracts. The feedback from business owners who attended the event was very positive and they came away with valuable information and contacts to help grow their business. Terry Luke, Owner of Luke Electrical, commented "This was one of the best business seminars I have ever attended and was well worth my time. I gained valuable information so I can start bidding for more government contracts and get the funding I need to cash-flow the long payment cycle with an innovative service offered by Southeastern."

"It was amazing to see such an incredible group of highly engaged small businesses from so many different industries take time out of their busy schedules to attend the event hosted by Southeastern Credit Union," said Lara Hodgson, president and CEO of NOW Corporation. "Their commitment and desire to grow is why we created the NOWaccount Revenue Accelerator Program. Our goal is simply to provide them with the fuel they need to grow their businesses fearlessly for many years to come."

"I'd especially like to thank Jennifer Tilden (from the U.S. Small Business Administration) for sharing so much of her valuable time and expertise," continued Hodgson. "As assistant district director of business development for the Small Business Administration in Atlanta, and a former U.S. Army contracting officer, Jennifer is uniquely qualified to help small suppliers navigate the procurement process with large customers and prospects. I would encourage all growing small businesses to take advantage of all of the resources the SBA has to offer."

"This is the first event of this kind that we've held at the Credit Union and it was a great success," said Steve Sainz, Southeastern's VP of Business Services. "We were able to help nearly half of the over 30 small business owners that attended with our NOWaccount revenue accelerator solution. We hope to hold more educational events like this at Southeastern in the future."

Businesses that were unable to attend the seminar can contact Jamie Gibbons with Southeastern CU at jgibbons@southeasternfcu.org or 229-241-0596 to obtain the meeting handouts and learn more about the NOWaccount service offered by Southeastern.

NOWaccount® is a revenue accelerator and revolutionary new funding model designed to empower small businesses across the U.S. to *GROW FEARLESSLY!*™ – often resulting in double- or triple-digit revenue growth within the first year of enrollment. NOWaccount enables small businesses to accelerate cash flow and leverage capital from operations, rather than debt or equity, to confidently fund new and larger contracts with their commercial and government customers. With NOWaccount, small businesses can *Get Paid NOW*® on invoices to the customers they choose, for the same or less than the cost of accepting a credit card, while offloading customer payment risk, and outsourcing the professional management of their accounts receivables. Similar to accepting a credit card for payment, except the small business supplier chooses when to use it, NOWaccount is largely invisible to the customers who continue to take advantage of the free and flexible trade credit they require through the traditional accounts payable system. For more information, visit www.southeasternfcu.org/now-account.

Southeastern Credit Union is a not-for-profit financial institution serving South Georgia since 1953. The Credit Union is owned by its 29,000+ members and governed by a member-elected board of directors. Southeastern has branch offices located in Valdosta, Tifton, Moody AFB and Nashville.

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