



U.S. Small Business
Administration

Success Story

| BUFFALO DISTRICT

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Tech Savvy Dream Team Takes Experience to Next Level Straight Talk and the Series Helps; The Small Business Partners Grow

BUFFALO, NY – Andrea and Jeff Ryan took combined work experience to the next level after attending the U.S. Small Business Administration (SBA) and SCORE Buffalo Niagara’s Straight Talk and the Series.

The entrepreneurial couple from Buffalo are the owners of a business strategy and technology firm, built using operations and risk management, financial and marketing expertise while employed out in the workforce for over 25 years each.

“We were both looking for a long time for what kind of business we could do,” said Jeff. “We wanted to be self-employed, help others in some way. We also work a lot, but wanted to work from where we want.”

The dream team attended Straight Talk and the Series in search of small business resources that would guide them on how to start and grow their business. They met with SCORE Buffalo Niagara, several other resources and attended seminars which provided valuable for networking and sharing ideas.

When asked to consider what advice they would give to other potential small business owners, Andrea says, “I would recommend attending the Straight Talk series that follows the main event.” “If you are in the early processes of getting started, these series of seminars will get you right on track.”

Straight Talk the Series kicked off on Thursday, February 7 and continues every Thursday evening through March 28. The series is your opportunity to learn what you need to know about how to operate a successful business. Each seminar is presented by SCORE certified mentors and other business experts who can help you start or grow your business. Take your entrepreneurial dreams to the next level, visit [Straight Talk Series](#) and sign up today.

The Small Business Partners is a custom cloud-based Custom Relationship Management (CRM) platform saving small businesses time, costs and increases revenues. SBP will develop custom software platforms that are specifically designed to meet the needs of smaller organizations. Services include Custom CRM systems, CRM consulting and Business Planning and Strategy. Already have CRM? SBP can assist you in maximizing your investment through consulting services as well.

In just three years, The Small Business Partners has grown to one of the well-known companies for CRM consulting and planning in the Buffalo area, and the business is expanding, celebrating the grand opening of their new facility!

“That part of leaving our jobs was really hard, but nothing compares to what it actually feels like to own our own business,” says Andrea “It takes a lot of work, some tears; but, I do recommend taking the leap, it feels quite good!”

And, this year, Jeff and Andrea gave back to SBA and SCORE, presenting at the main Straight Talk event’s seminar “We Did It, You Can Too!”

To learn more about Straight Talk and the Series, please visit the SCORE Buffalo Niagara website. Information can also be received by contacting the SBA’s Buffalo District office at 716-551-4301.