



Women's Business  
Center

Women with Solutions  
Speaker Series

**“Are Banks Really Lending to Small Businesses?”**  
**Wednesday, December 12th**  
**8:30 am—10:00 am**



**Nancy La Tulip**  
*Lake Shore Savings Bank*

Nancy has a BA and MBA (Finance) from Canisius College and experience in banking with Lake Shore Savings Bank, Greater Buffalo Savings Bank, First Niagara and Key Bank where she started the small business lending program at each organization. She is active in the Erie County on many Boards as well as a loan committee member of the Erie County Regional Development Corporation. She has twice received the SBA Financial Advocate of the Year award and Athena award nomination.

**Are you discouraged because you do not think you can finance your business, and wondering if banks are really lending to small businesses?**

Nancy La Tulip, Vice President and Retail Banking Officer at Lake Shore Savings Bank, will have you walking out of this session full of the power of knowledge! Come to this session and learn:

- ⇒ How to apply for a loan
- ⇒ How banks make credit decisions
- ⇒ Are the 5 C's of Credit still important? (Collateral, Conditions, Character, Capacity, Capital)
- ⇒ How to choose a bank
- ⇒ What can the SBA offer?

**Investment: \$25 per person; No cost for WBC members**

***Program Schedule:***

**8:30 - 9:00 a.m. Networking**  
**9:00 - 10:30 a.m. Presentation**

**Where:** Canisius College Women's Business Center  
Demerly Hall  
2365 Main Street  
Buffalo, NY 14214

**Register:** Online: [www.canisius.edu/wbc](http://www.canisius.edu/wbc)  
Call: (716) 888-8280  
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