

# Celebrating Success

COCC's Small Business Development Center 541-383-7290

## **Bryant Brake & Alignment**

**Mark & Monica Bryant**

**(541) 416-5757**

**Employees: 2 full-time**

Mark and Monica Bryant, owners of Bryant Brake and Alignment, opened their doors in May 2010. The family-owned operation at 1422 NW Murphy Court in Prineville specializes in under-car repair, brakes, alignments, struts, shocks, steering components and ball joints and offers more than 20 years' experience in chassis repair.

The Bryants were able to get a helping hand in starting their business through COCC's Business Development Center's course 'Launch Your Business.' This is a course for those who are ready to start or are just starting a business. Participants use their business idea as a case study to help get them off to the best possible start. In a supportive environment, participants work with COCC business adviser Maureen Quinn and a network of peers and other owners to develop a working business plan to effectively launch their business.

"Neither my husband nor I had ever taken a 'business' class, and we really wanted to learn as much as we could," says Monica. "We needed to know how to understand reports better, and we needed advertising ideas.

"Maureen Quinn is awesome! She even helped a lot before the class started because we needed certain things completed for our business loan."



## **Partnership with the SBDC**

Launch Your Business includes topics such as Defining Your Dream, Financing and Setting Realistic Goals. Participants also work on pricing strategies and the all important break-even analysis. From there, the course progresses to marketing and managing cash flow.

"The class stresses getting systems in place early on and defining 'how we do it here,'" says Maureen. "These systems allow a business to operate smoothly and consistently and exceed customer expectations."

"For us, the most useful aspect of the course was the interaction with other business owners," says Monica. "Things that work for them were great ideas for us to possibly incorporate into our business. "This course has a lot of good information! If you've never been in business before, I truly don't know how you can start a business without this class."



*With help from the Small Business Administration and the Oregon Business Development Department, the Small Business Development Center offers advising and workshops to new and existing businesses.*