

# Long-Term Partnership Helps Training Umbrella Expand Business

Q&A WITH JASON ROGERS, OPERATIONS MANAGER, TRAINING UMBRELLA

## WHAT ARE THE BIGGEST CHALLENGES YOU FACE AS A BUSINESS?

We are a small business that works with a lot of big companies to provide training program services and facilities. Fortunately, many of our clients are growing and want to continue to expand their business with us. However, scaling our business to meet their needs with both resources and service is a challenge. Our need to grow faster without compromising the way we do business is what keeps me up at night. In order to keep up with our partners and maintain those relationships, we must deliver the best of our services, 100% of the time.

## HOW DID ENTERPRISE HELP SOLVE THESE CHALLENGES?

We originally established the business as a DBA, or “doing business as”. This became a problem with our corporate clients due to confusion and sometimes even policies in place on their end. Switching to Enterprise gave us a business banking entity and helped us to improve the ease of doing business for our customers.

Enterprise is supporting our long-term growth plan by understanding our vision and providing us with resources to achieve it. When you approach most banks about a financing need, their next question is “How much?” With Enterprise, they want to discuss our plan and be there as both a financial partner and a business partner. They’re able to connect us with specialized people on their team to give us advice on parts of our growth plan from their experience and expertise.

## WHAT IS THE IMPACT TO YOUR BUSINESS?

With Enterprise as my partner, I have the confidence to grow my business. For example, we currently have an opportunity to take on business with a large company. I know that I can go to Enterprise and, with our relationship and what they know about our business, know that they’re going to help me take it on.



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## BUSINESS SNAPSHOT

### Training Umbrella

Training Umbrella Corporation serves the training needs of businesses across the Kansas City metro. Services range from private or public training, meeting space, computer rentals, corporate event planning and mobile labs.

**Owners:**

Christy Rogers

**Headquarters:**

Overland Park, KS