



How to Start a Small Business in Oklahoma

A Step-by-Step Guide to Entrepreneurship



Your Facilitator

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Disclaimer

This training is intended for informational and educational purposes only and does not constitute legal, financial, or tax advice.

While every effort has been made to ensure the accuracy of the information provided, laws, regulations, and requirements may change and vary depending on your location and business type.

Participants are encouraged to consult with licensed professionals—such as attorneys, accountants, and certified business advisors—before making decisions regarding their specific business needs.

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Why Start a Business?



Be your own boss

Control your schedule and decisions



Financial independence

Build wealth on your terms



Passion and purpose

Do work that matters to you



Opportunity in the market

Fill needs others haven't addressed



Develop Your Business Idea

?

Identify a problem

What needs fixing in your community?

🔍

Validate your idea

Research if people will pay

Do

Define target audience

Know exactly who needs your solution



A hand holding a camera lens against a blue sky background. The lens is held in a way that shows its internal elements and the reflection of the sky and clouds.

Executive Summary

Business Overview

Clear description of what you do

Mission & Vision

Your purpose and long-term goals

Key Points

Highlight what makes you unique



Market Analysis

Target Demographics

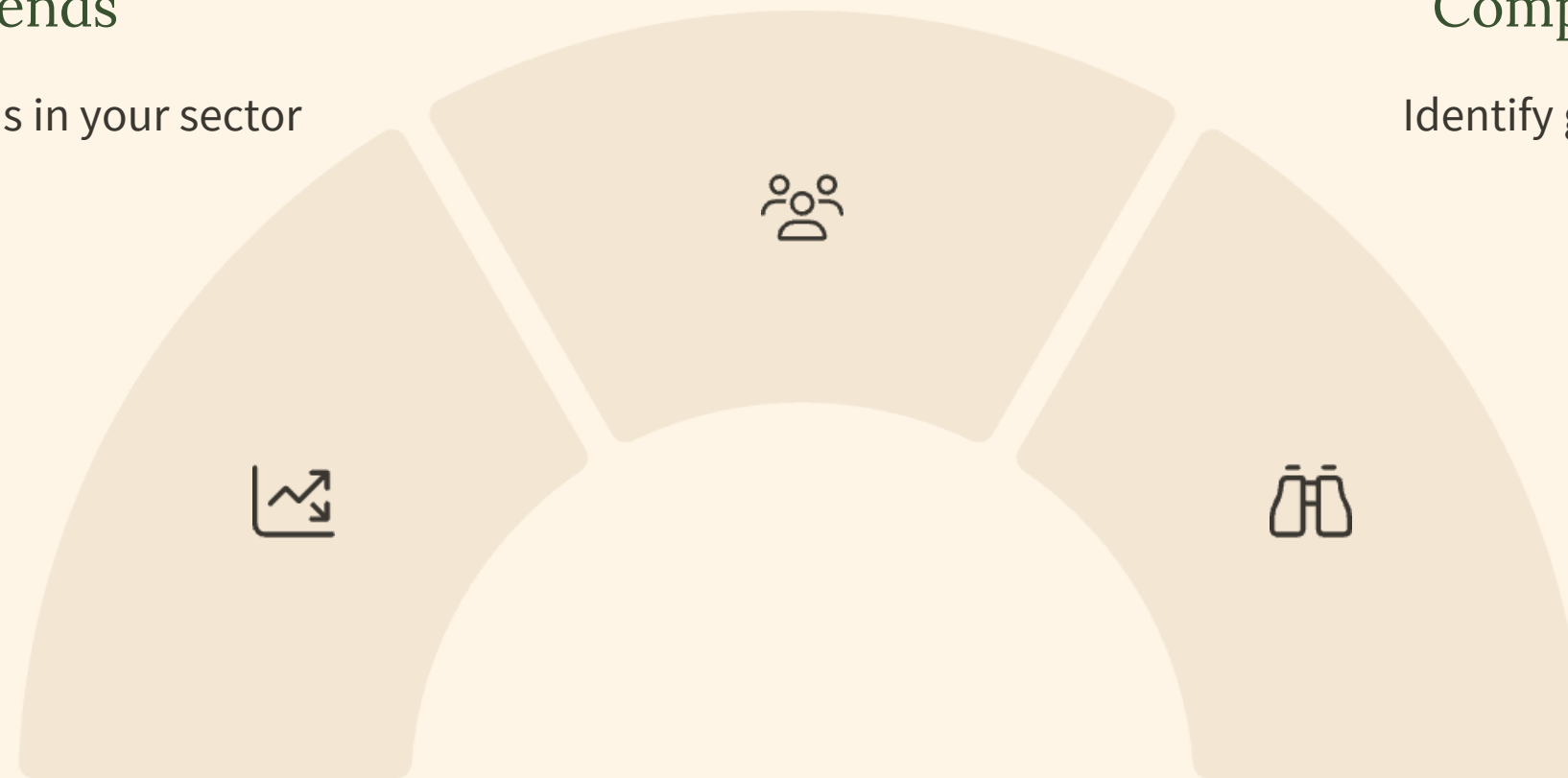
Who will buy from you?

Industry Trends

Research growth patterns in your sector

Competitor Analysis

Identify gaps in their offerings



Marketing & Sales Strategy





Financial Projections

\$25K

Startup Costs

Initial investment needed

\$120K

Year 1 Revenue

Realistic first-year sales

15%

Profit Margin

Expected after expenses





Sole Proprietorship



Single Owner

Complete control of business decisions



Simple Structure

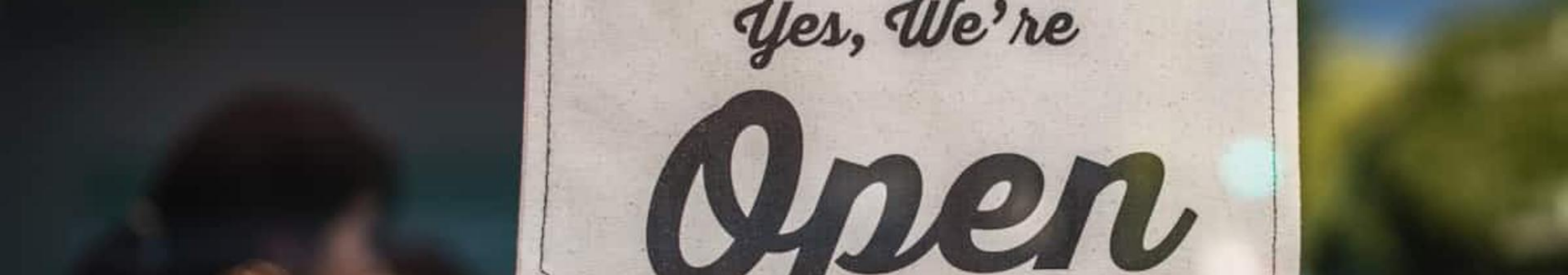
Minimal paperwork to get started



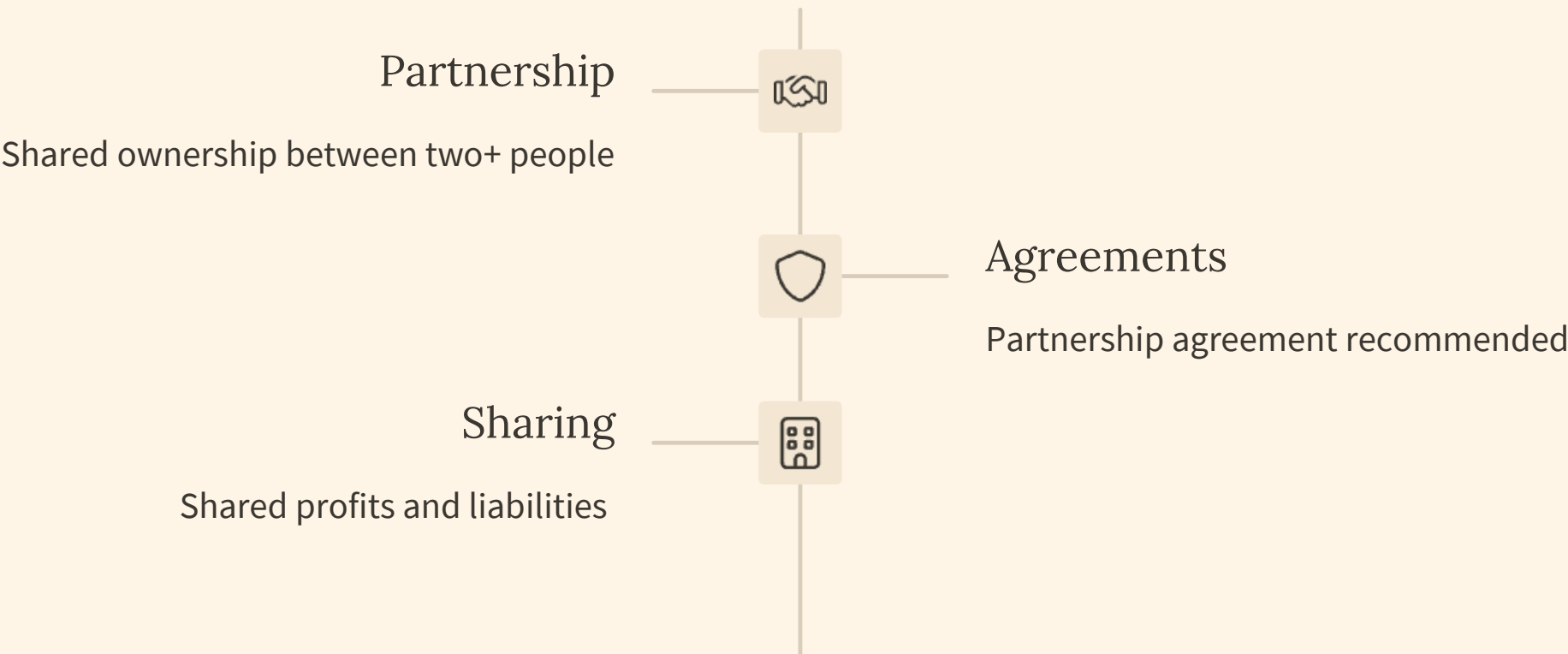
Personal Liability

Your assets at risk for business debts





Partnerships





LLC



Limited Liability

Protects personal assets



Pass-Through Taxation

Flexible tax options



Flexibility

Easy to manage



Corporation Structure Options

C-Corporation

Separate legal entity

Subject to double taxation

Unlimited shareholders possible

S-Corporation

Limited to 100 shareholders

Pass-through taxation

No corporate-level tax

Key Benefits

Limited liability protection

Formal business structure

Easier to raise capital



Nonprofit Organizations



Registering Your Business in Oklahoma



Check name availability

Oklahoma Secretary of State website



Register with Secretary of State

Required for LLCs, corps, partnerships



Obtain EIN from IRS

Your business tax ID number



File local permits

City and county requirements



Registering Your Business with Osage Nation

Fill Out Application

Acknowledgement Letter

General Information Sheet

W-9, Request for Taxpayer Identification Number

Business License Application

Mail Application

Completed Application

License Fees

License

Takes 7-10 days to process





Professional certifications

Oklahoma Tax Commission

registration

City-specific business licenses

Oklahoma Business Requirements

1 Unemployment Insurance

Register with Oklahoma Employment Security Commission

2 Workers' Compensation

Required for businesses with employees

3 Business Insurance

Liability, property, and business interruption coverage

4 Industry Regulations

Additional requirements for specific sectors

CHECKLIST SMALL BUSINESS LEGAL COMPLIANCE INVENTORY

Government Filings	Yes	No
Federal Employer ID Number	<input type="checkbox"/>	<input type="checkbox"/>
State Employer ID Number	<input type="checkbox"/>	<input type="checkbox"/>
Local & State licenses & Permits	<input type="checkbox"/>	<input type="checkbox"/>
Qualifications To Do Business In All States	<input type="checkbox"/>	<input type="checkbox"/>
Annual Information statements with the Secretary Of State	<input type="checkbox"/>	<input type="checkbox"/>
Employment	Yes	No
"At will " Employment Policy	<input type="checkbox"/>	<input type="checkbox"/>
Non-Discrimination Policy	<input type="checkbox"/>	<input type="checkbox"/>
Sexual Harassment Policy	<input type="checkbox"/>	<input type="checkbox"/>
Job Offer Letter To New Employee	<input type="checkbox"/>	<input type="checkbox"/>
Forms from All Employees	<input type="checkbox"/>	<input type="checkbox"/>
Laws	Yes	No
Are the following laws applicable in the Company?	<input type="checkbox"/>	<input type="checkbox"/>
• Environmental Laws Worker Safety Laws	<input type="checkbox"/>	<input type="checkbox"/>
• Securities Laws	<input type="checkbox"/>	<input type="checkbox"/>
• Consumer Protection Laws	<input type="checkbox"/>	<input type="checkbox"/>
• Advertising Laws	<input type="checkbox"/>	<input type="checkbox"/>
• Employment Laws	<input type="checkbox"/>	<input type="checkbox"/>
• Product Liability Laws	<input type="checkbox"/>	<input type="checkbox"/>
• Corporate Laws	<input type="checkbox"/>	<input type="checkbox"/>

Building Your Brand Identity

Visual Elements
Logo, colors, typography

Values
Authentic brand story



Naming
Memorable business name

Messaging
Consistent communication



Customer Service Excellence



Responsive communication

Quick, helpful replies



Build relationships

Personal connections with clients



Exceed expectations

Surprise and delight customers





Essential Business Technology



Web Presence

Website, social media profiles

E-commerce capabilities



Financial Tools

Accounting software

Payment processing systems



Customer Management

CRM software

Marketing automation



Funding Your Business

\$10K+

Small Business Grants

Native American business programs

\$50K+

SBA Loans

Government-backed financing

\$100K+

Venture Capital

Equity funding for growth

\$0

Bootstrapping

Self-funding through revenue



Networking & Business Relationships



Join Local Business Groups

Native chambers,
entrepreneurship circles,
industry associations



Attend Networking Events

Conferences, trade shows,
cultural gatherings



Build Strategic Partnerships

Vendor relationships, mentorship connections, community
collaborations



Hiring Employees & HR Basics



Hiring Best Practices

Clear job descriptions, cultural fit, skills assessment



Payroll and Benefits

Competitive compensation, healthcare options, retirement plans



Compliance with Labor Laws

Tribal and federal regulations, worker classification, documentation



Compliance & Business Audits

Regular Compliance Checks

Quarterly reviews, permits renewal,
license maintenance

Documentation Management

Record retention, digital backups,
accessible filing systems



Financial Audits

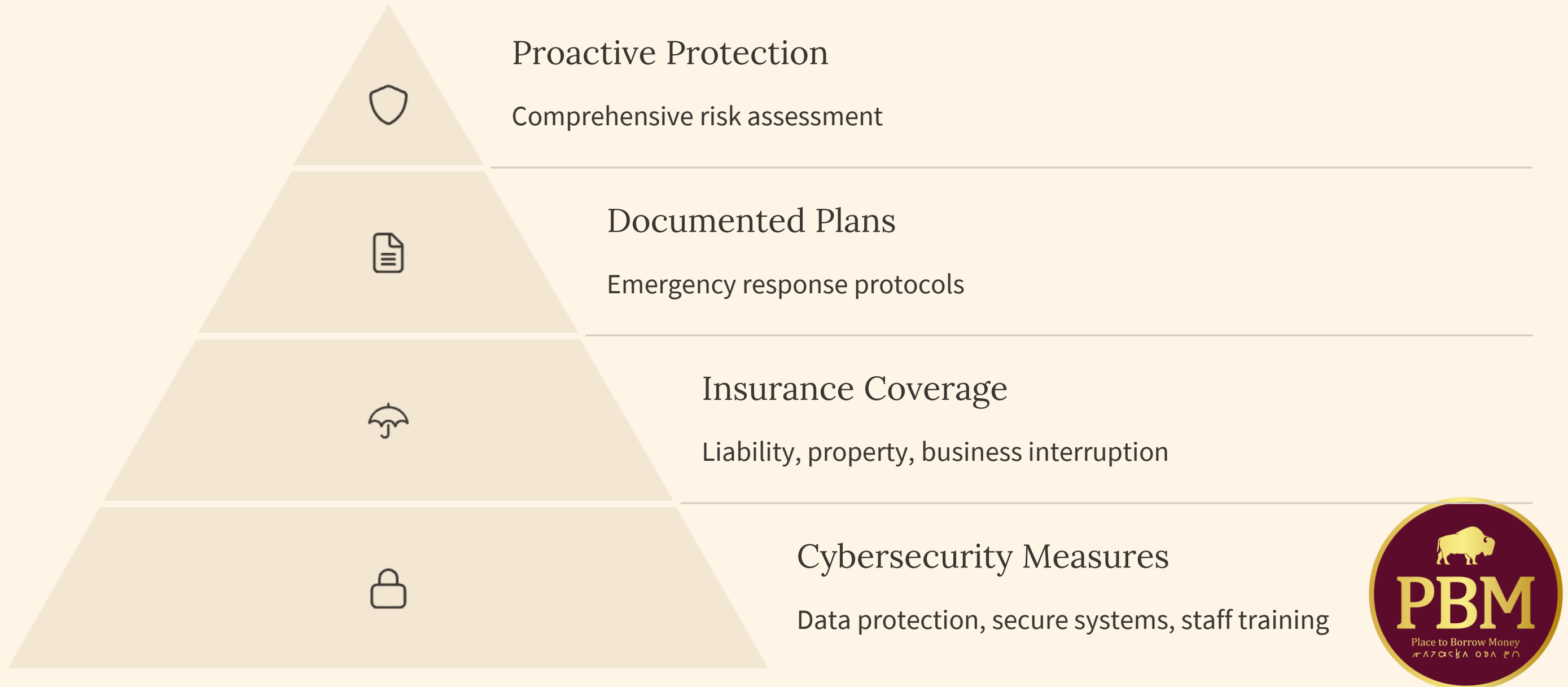
Tax documentation, expense tracking,
revenue validation

Industry-Specific Regulations

Health codes, environmental
standards, tribal ordinances



Crisis Management & Risk Planning



Key Takeaways



Build Your Network

Relationships drive business growth



Invest in People

Strong teams create sustainable businesses



Stay Compliant

Regular audits prevent costly problems



Prepare for Challenges

Risk planning protects your investment



Thank You

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