

HOSTED BY
Snow College,
Ephraim SBDC



Business Details

OWNERS
Natalie Lewis

NATURE OF BUSINESS
Financial and Estate Planning

CITY
Richfield

COUNTY
Sevier

PHONE
435-896-9227

WEB SITE
www.sorensenlewisandtebbs.com

BUSINESS STRUCTURE
Corporation

BUSINESS BEGAN
1987

EMPLOYEES
5 full-time

SBDC CONSULTANT
Keith Church

jobs

revenues

growth



Sorensen, Lewis and Tebbs



Even established companies can use a little boost sometimes.

The financial and estate planning firm Sorensen, Lewis and Tebbs had been thriving since 1987, but owner Natalie Lewis recognized it still had room to grow. With about 80 million baby boomers facing retirement within the next 18 years, Lewis knew the services she provides will be in higher demand. Retirees looking for advice and direction in the confusing world of tax law need a reputable company to turn to.

Lewis took over the Richfield, Utah, business when her father retired. Now that a successful record had been established, Lewis began looking for ways to improve, continue training and expand. She decided to enroll in the FastTrac GrowthVenture class through the Utah Small Business Development Center at Snow College.

With the motivation and inspiration from the class, Sorensen, Lewis and Tebbs applied for and got funding to expand. It got a \$275,000 construction loan from a private investor, a long-term take-out from Zions Bank for \$335,000 and a \$60,000 loan from the Six County Revolving Loan Fund. Lewis said learning about the finance programs and resources available at the SBDC made a huge difference.

Secret to Success

“The operational planning aspect of FastTrack has enabled the company to systematize many aspects of the business, freeing Natalie to work ON the business, not just IN the business.”

The expansion plan centers on the new facility, improving processes and hiring more employees. Lewis said this would transfer the administrative burden away from the firm’s partners and financial planners so they can have more time to meet with clients, network and build clientele. She said they look forward to increasing sales, long-term stability and the opportunity to create new jobs.

“Learning more about the business finance programs and other resources available as a result of working with the SBDC at Snow College has made a world of difference.”

Natalie Lewis, Owner

The Utah SBDC network is comprised of 11 regional centers hosted by Utah colleges and universities. The centers serve entrepreneurs and small businesses across the state. The centers are funded in part through a cooperative agreement with the U.S. Small Business Administration.

