



A FINANCIAL PARTNER WHO'S ON YOUR SIDE

At Meridian, we understand that your engineering firm has unique needs. Whether you're starting out or growing your business, it's important to have a financial partner who's in touch with the engineering industry and can provide tailored solutions that will support your business through every stage.

NEWLY QUALIFIED ENGINEER

When going into business for the first time, it's important to consider the following:

- What it will cost to buy into an existing firm, or to launch your own
- Whether you're intending to hire staff immediately, or build the business on your own to begin with.
- Networking – Engineers Canada (www.engineerscanada.ca) is a great place to forge contacts and become accredited.
- What you're aiming for in terms of your work/life balance, such as creating flexible schedules that allow you to make the most of your professional and personal lives.
- Repaying your student loan.

AN ENGINEER LOOKING TO GROW THE BUSINESS

At Meridian, we can offer you financial solutions for:

- Purchasing office equipment, updating technology and engineering software.
- Pitching – when you're bidding on a project and need the necessary capital to confirm your bid.
- Investing in additional staff with specialized expertise.
- Investing your cash reserves.

MANAGING YOUR CASH FLOW

Going into business for yourself means you'll enjoy flexibility with your schedule. To effectively balance your practice and your personal life and to get the most out of both, you'll need a good cash flow management system. Meridian has a number of business solutions in place that will help you manage your cash flow needs. It means that you can spend more time focusing on what you do best – fulfilling your clients' engineering requirements – without having to worry about what's happening with your money. Also, unlike other financial institutions, you will have immediate access to a dedicated Senior Wealth Advisor to help keep you on track as your practice grows.

DID YOU KNOW...

Engineers Canada reports that there is a large and growing need to replace retiring engineers:

“ This is particularly relevant for civil, mechanical, electrical/electronic and computer engineers. Moreover, inter-provincial mobility, inclusion of diverse engineers and immigration will be paramount in filling the positions left by retiring engineers. ”

Kim Allen, CEO Engineers Canada *

Looking ahead, Engineers Canada predicts that there'll be an average of 2,500 positions available for civil engineers, 2,100 for mechanical engineers, and 1,800 for electrical and electronics engineers annually over the next 5 years. Not only that, but engineering managers will also be in demand, with a predicted 1080 job openings in the same period.

“ It's a bright future for engineering, ” says Engineering Canada's Kim Allen.



AT MERIDIAN, YOU'RE NOT JUST ANOTHER BUSINESS

We're very aware that you're not just another deal. We understand that we're dealing with your hopes and dreams, and that what we can offer you has a profound effect on your lives. When you come to us, we're going to view you as individuals, from reviewing your application to supporting you as your business partner.

Since we offer student loan packages as well as business solutions, we'll be with you for the whole journey – from entering your first year of engineering study to completing your education, to launching your first firm and then helping you grow it.

WE'LL FIND A SOLUTION

Where banks may have responded with a flat “no”, at Meridian we'll do our best to come up with a solution. We're interested in becoming your business partner, not just a supplier. If you make the switch to Meridian, we look forward to taking care of as much of your financial needs as possible, and we're always on hand to offer advice.

It's the assistance with decision-making that's important, not just quoting a price.

When we say there are no dumb questions, we really mean it.

We're really keen to help you complete your education, launch your practice and enjoy the rewards. We really are big on small business, so contact one of our advisors to find out how we can join you on your business journey.

For more information about our Professionals program: visit meridiancu.ca/professionals

To find an Advisor near you: visit meridiancu.ca/sbadvisor

Disclaimer

Please note that this is a guide only and should neither replace competent advice, nor be taken, or relied upon, as financial or professional advice. Seek professional advice before making any decision that could affect your business.

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* www.engineerscanada.ca