

Other SCORE Services That Complement Mentoring

The Workshops:

Our Chapter sponsors monthly workshops on various subjects:

- Bank loans, collateral and credit . . . what you should know.
- How to successfully start-up a small business.
How to write a business plan.
Effective advertising for small business
- Promoting business through direct mail advertising.
- What you should know about business taxes.
- How to successfully buy and sell a business.

Additional Services:

- Business plan development
Strategic planning.
Raising capital.
- International business.
- Reorganization.
Cost analysis.
Human resources.
- Cost reduction.
- Profit improvement.
- Marketing communications.
- And others...

Become a SCORE Volunteer!

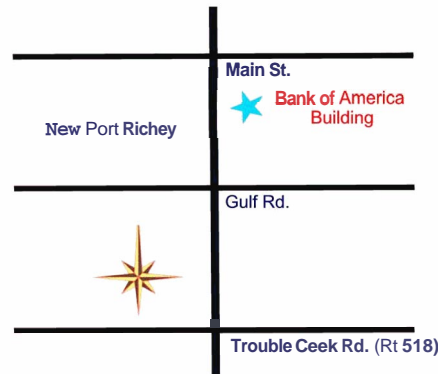
Contact our Chapter and apply to become a **SCORE** volunteer. New members will participate in the 90-day Counselor Professional Development Program.

Make SCORE Your First in Volunteerism!



Pasco/Hernando CORE Chapter 439

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Pasco/Hernando Chapter 439



Resource partner of the U.S. Small Business Administration

FREE BUSINESS COUNSELING

If You Are A Business Owner Or Manager, SCORE Is For You!

Wouldn't It Be Great To Have:

An expert Board of Advisors that you could call on to discuss your business problems?

Advisors with broad experience and practical business knowledge to make suggestions and help you evaluate your options and develop solutions?

Counselors you can trust to maintain confidentiality?

Available whenever you need help.

AND ABSOLUTELY FREE!

Sound too good to be true?

Well it's not, it's the basis of our

SCORE Mentoring Program

What is SCORE and What is Mentoring?

SCORE (Service Corps Of Retired Executives) is a national organization of business men and women, operating under the auspices of the U.S. Small Business Administration. They are experienced and expert in many areas of business management and volunteer their time to provide business counseling assistance, **At No Charge!** This service is provided to any small business owner or manager who wants to start a business, or having a business, finds themselves in need of help. We call this service... **MENTORING.**

Can Every Small Business Benefit from Mentoring?

Yes, but the results have been more positive with small businesses that:

Have been operating at least a year and have developed a track record reflecting seasonal patterns.

Have several employees, as opposed to being a sole proprietor.

Have some idea of where the problems are, such as marketing, bookkeeping, employee hiring and development, expense control, etc.

Are owned and operated by local business people.



Getting Started With SCORE Mentoring is Easy!

Call the Pasco/Hernando Chapter of **SCORE** at **(727) 842-4638** and give our desk counselor your preliminary information.

2. Your case will be assigned to a Mentor with the most appropriate skills and background. You will be contacted to set up a face-to-face meeting, typically at your place of business, to discuss your problems and develop a plan of action. Additional Mentors will be added to address specific needs, as required

Remember, getting assistance for your small business is up to you!



SCORE Mentors

How Do They Qualify?

They have expertise by virtue of their education, operating and business management experience.

They are trained in counseling by our **SCORE** Chapter and receive continuing education and training materials from the National **SCORE** office.

They must sign and adhere to a strict Code of Ethics and Confidentiality.

Who are some of the 25 Mentors on staff in the Pasco/Hernando SCORE Chapter?

Ethan: Vice president of NYSE company, CPA for major consulting firm, extensive experience in construction/real estate.

Dave: President of computer systems and software consulting firm.

Howard: Corporate director of human resources for major conglomerate.

Ellie: Founder and president of a tax and accounting consulting business.

Bill B.: Executive and consultant to high technology businesses.

Steve: Former materials management and management information systems manager.

Bill D.: Founder of three companies, specializes in growth through improving internal operations.