



FOR THE LIFE OF YOUR BUSINESS

Presented by Daren Anderson

Chapter Chair - Sioux Falls, SD
SCORE Chapter

What is SCORE?

SCORE is America's small business resource

- One-on-one mentoring in person & online.
- Workshops, seminars & events in your community.
- Business tools & templates at www.score.org.

**SCORE is a non-profit
resource partner of the
United States
Small Business Administration**

SCORE: An Overview

www.score.org

About SCORE

SCORE was formed in 1964 as a resource partner of the Small Business Administration whose mission is to help aspiring and existing businesses succeed. Since then, we've helped over 11 million people in pursuit of their business goals.

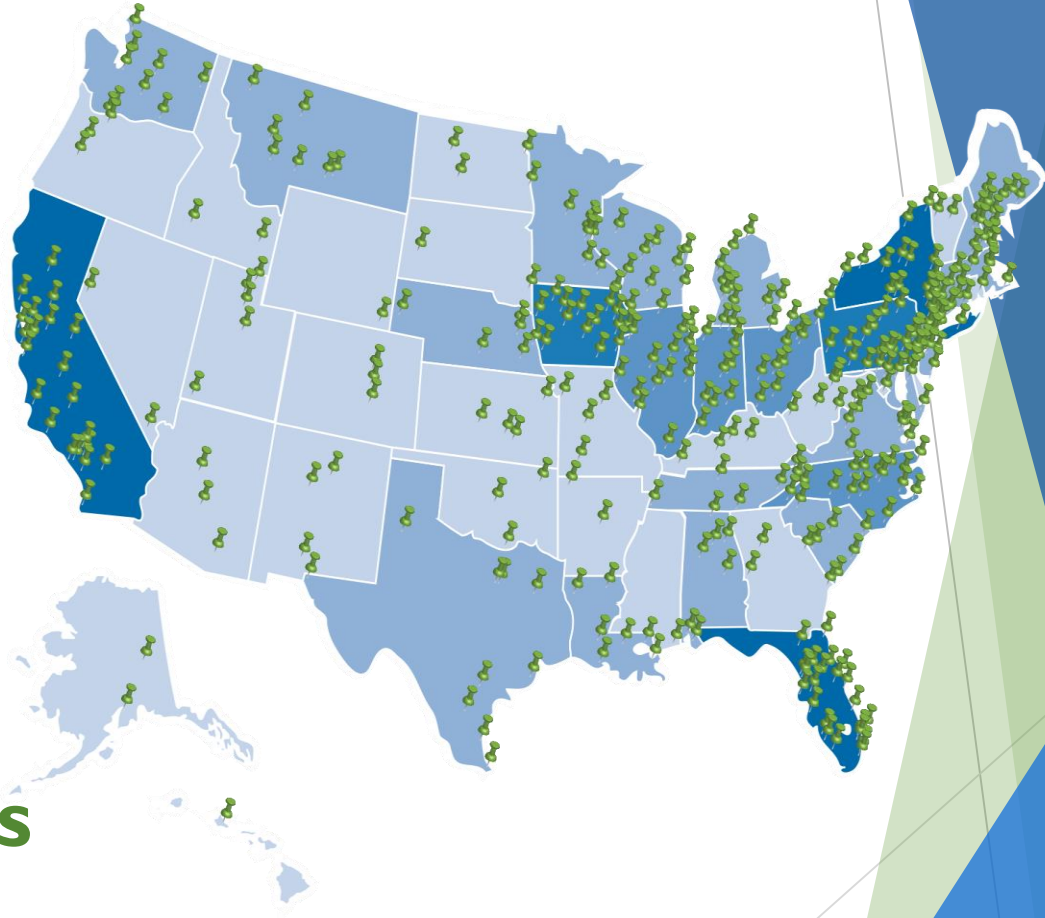
Facts

- 10,000+ volunteer across more than 300 chapters
- 2.2 million hours of service donated by volunteers in 2015
- In 2015:
 - 53,377 Businesses Started
 - 65,125 Jobs Created
 - Over 38,000 (72%) of In-Business Clients Increased Revenue

Small Business...Huge Impact

www.score.org

**SCORE offers
over 300
chapters
across the
nation plus
online
mentoring
and resources**



SCORE 

FOR THE LIFE OF YOUR BUSINESS

Small Business...Huge Impact

www.score.org

In 2015, SCORE helped



**Create over
53,000 new
businesses**



**Create over
65,000 new
jobs**



**Over 38,000
businesses
increase
revenue**

SCORE 

FOR THE LIFE OF YOUR BUSINESS

Small Business...Huge Impact

www.score.org

Of SCORE's 2015 Clients:



**56% were
women**



**31% were
minorities**



**12% were
veterans**

SCORE 

FOR THE LIFE OF YOUR BUSINESS

How Does SCORE Help?

SCORE Mentors are there for the life of the small business cycle by providing:

- Sound business planning
- Product and service review
- Financial insights
- Marketing and promotion recommendations
- Resource planning
- Strategies for starting and improving vendor relationships
- Guidance on customer care and loyalty programs
- And more!

Who Does SCORE Help?

www.score.org

Pre-Startups



Research &
Planning

Startups



Opening

Firms in Business for a Year or More



Growth

SCORE 

FOR THE LIFE OF YOUR BUSINESS

Who We Serve

www.score.org

Building Entrepreneurship Aspiring and Existing Small Biz Owners

- **Early stage entrepreneurs**, who are considering starting a business but who need help defining their ideas, building their plan and obtaining financing
- **Start-up businesses**, who are seeking to establish their business and manage their finances
- **Established businesses**, who are seeking to grow their business and increase their revenue or customers

How SCORE Mentors Help You

If you are in the pre-startup or startup phases:

- Confidentially review your business ideas
- Explain how to apply for licenses, purchase equipment, lease real estate, etc.
- Provide info on finding legal and CPA services
- Help you create a detailed business plan
- Advise you on business negotiations
- Coach you through pre-finance preparations

How SCORE Mentors Help You

www.score.org

Mentors can also help prepare you for new growth.

- Confidentially review and evaluate your business situation
- Identify your served markets vs new markets
- Assess product portfolio
- Assist with SWOT analysis
- Identify business options
- Develop your growth strategies



SCORE 

FOR THE LIFE OF YOUR BUSINESS

How SCORE Can Help You

www.score.org

Mentoring: Free face-to-face mentoring in each of its 300+ chapters and also provides online advice through www.score.org.

Workshops: Educational sessions on a myriad of topics for entrepreneurs, ranging from business planning to marketing and financing.

Roundtables: Facilitated peer sessions in discussing critical business topics.

Online Resources: Wide collection of articles, templates, assessments, blogs, and other tools that can be used to learn and implement new strategies.

***SCORE is here to help you
find success as an entrepreneur.***

SCORE 

FOR THE LIFE OF YOUR BUSINESS



FOR THE LIFE OF YOUR BUSINESS



Questions?