

# SCORE®

Counselors to America's Small Business

## Helps Small Business



With SCORE, you don't have to go it alone. SCORE is a non-profit association with 400 offices nationwide and more than 12,000 working or retired business owners, executives or corporate leaders who volunteer their time to help entrepreneurs. Small business owners link with business women and men who have been there, done that and who willingly counsel and mentor entrepreneurs. SCORE provides face-to-face consultations, on-site evaluations, workshops and seminars. In addition, SCORE speakers will talk to your group about small business. And all services are free and confidential.

### Counseling Services

- Personalized professional guidance and information
- Face-to-Face, Telephone and E-mail consultations
- Short-term counseling or long-term mentoring, whichever suits your needs
- On-site visits to evaluate your business location
- Make your appointment by calling 440-357-2290 x231

### "Introduction to SCORE" Workshops

Each month you can have a glimpse of what SCORE resources are available to you by attending a special introductory workshop. It provides you with an opportunity to network with other small business owners and receive basic information about starting a business. They'll give you tips on what you should think about BEFORE starting your own business, if your idea is right for you and if you are financially and emotionally prepared for entrepreneurship. They are held the second Wednesday of each month at 10 AM and lasting 1 to 2 hours in the Cleveland SCORE office, located in the US Bank Building, 1350 Euclid Avenue, Suite 216. For a reservation, call 216-522-4194.

### Seminars

Our premier seminar is QuickStart, which is a five-week course about starting a new business. It covers:

1. Start-up Basics
2. Business Concept
3. Marketing Plan
4. Financial Projections
5. Funding Sources & Next Steps

Cost: First session is free. The remaining four sessions cost a total of \$125.

### Guest Speakers

SCORE speakers can provide presentations on:

- How to prepare for a meeting with a potential lender or investor
- How SCORE can help your business start, survive and grow
- The ABC's of starting a business
- What is a business plan and what are its benefits
- What is a financial plan and what are its benefits
- Patriot Loans for Veterans



The **SCORE**  
FOUNDATION

# 2015

## National Impact

# 53,377

New Businesses Started

# 65,125

Jobs Created

## \$150

SCORE's cost to help create one business

## \$122

SCORE's cost to help create one job

## \$60.16

Amount SCORE clients return to the Federal Treasury for every federal dollar appropriated to SCORE

## 72%

Percentage of in-business clients that increased revenue in 2015

SCORE advises clients at all points of the business lifecycle:

## 31%

were considering starting a business

## 31%

were in the process of starting a business

## 38%

were already in business



SCORE Helps All American Small Businesses

Of SCORE's 2015 clients,

## 56%

 were women

## 31%

 were minorities

## 12%

 were veterans

Who We Are:

# Over 10,000 Volunteers

# 300+ Chapters

serving over 1,000  
communities

Research Methodology: The SCORE Foundation engaged Pricewaterhouse Coopers to conduct research into the economic impact of small business mentoring that SCORE's 10,000 volunteers had on the US Economy in 2015. Pricewaterhouse Coopers conducted a census survey of all SCORE mentoring clients and 15,375 responded via telephone and web. Total client revenue, business creation, and job creation numbers were calculated via straight line extrapolation from the survey respondents to the total number of 2015 SCORE clients. This survey was made possible thanks to the generous support of Constant Contact.

## About SCORE

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SCORE's more than **13,000 working and retired business professionals** provide volunteer mentoring and expert resources as small business owners and entrepreneurs start and grow their businesses.

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SCORE has more than **350 chapters** across the country to serve local business communities.

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SCORE helps more than **500,000 small business clients** each year.

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Since 1964, SCORE has provided expert mentoring to more than **9 million entrepreneurs** and small business owners.

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SCORE volunteers provided more than **1.35 million** total hours helping entrepreneurs succeed each year.

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SCORE offers more than **9,000 local business training workshops** every year.

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SCORE's web site **www.score.org** provides 24/7 access to online mentors and thousands of expert resources and business tools.

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SCORE online mentors hold more than **106,000 mentoring** sessions annually.

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SCORE receives an average of almost **4 million** unique online visitors per year.

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## About Small Businesses

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Small businesses account for **99.7 percent** of all employer firms.

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Small businesses generate more than **50 percent** of the non-farm, private gross domestic product (GDP).

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Small businesses employ **more than half** of all private sector employees.

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Minorities own **5.8 million** firms that generate **\$1 trillion** in revenues and employ **5.9 million** workers.

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Women own **7.8 million** businesses that generate **\$1.2 trillion** in revenues and employ **7.6 million** workers.

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*Since 1964, SCORE's seasoned business experts have provided the highest level of business mentoring services to help entrepreneurs create and grow their businesses. SCORE is the leading source of ongoing small business mentoring, training workshops and online expert resources in the U.S."*

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W. KENNETH YANCEY, SCORE CEO



As a resource partner with the U.S. Small Business Administration (SBA), SCORE operates in cooperation with the SBA to provide entrepreneurs with information vital to their success, including counsel on financing options, business planning, marketing strategies, product development and more.

**CONTACT INFORMATION:**  
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**SCORE**   
FOR THE LIFE OF YOUR BUSINESS