



For The Life of Your Business:

Free Mentoring, Training, & Resources for Entrepreneurs



Greater Phoenix
SCORE

We Help Small Businesses

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

U.S. Small Business Administration



BE PROUD PHOENIX



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.

Free & confidential mentoring

- We help small biz grow
- Jelly Belly \$160mm rev
- Vera Bradley \$288mm rev
- Over 15 million served since 1964
- Over 5000,000 assisted this year

SCORE: An Overview

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

- 13,000+ volunteer across more than 300 chapters
- Over 3 million hours of service donated by volunteers annually
- In 2019:
 - 70,000 Businesses Started
 - 100,000 Jobs Created
 - Over (72%) of In-Business Clients Increased Revenue

Small Business...Huge Impact

**SCORE offers
over 13,000
volunteer
business
mentors with
expertise in
every industry**



ARIZONA SCORE LOCATIONS

GREATER PHOENIX SCORE

- 23 LOCATIONS 65 MENTORS

TUSCON

- 8 LOCATIONS 30 MENTORS

PRESCOTT

- 7 LOCATIONS 22 MENTORS

VIRTUAL NOW MAKES US LOCATION
INDEPENDANT

Small Business...Huge Impact

Of SCORE's Clients:



**56% were
women**



**31% were
minorities**



**12% were
veterans**

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?

Pre-Startups



Research &
Planning

Startups



Opening

Firms in Business for a Year or More



Growth

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



SCORE mentors
often work in teams
to meet your needs.

How SCORE Mentors Help You

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



How SCORE Can Help You

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.***

Online Resources

Templates. Tips. Blogs. Workshops.

Tools for Business Success Available 24/7

Get access to over 1,800 templates & tools, 1,000 blog posts, and 100 English and Spanish language workshops to help you start and grow your business.

- **Templates & Tools** - Articles, assessments, outlines, templates, and other resources that you can use to learn and implement new strategies
- **SCORE LIVE Webinars** - Live ,1-hour presentations by mentors and partners on a variety of small business topics and trends
- **Online Workshops** – A business training module archived on score.org
- **SCORE Blogs** - Business experts in a number of industries share information on emerging trends and topics facing today's small business owner
- **SCORE Newsletters** - Subscribe to get the latest business information, tips and resources delivered to your inbox

Why SCORE Works

You Don't Have to Go It Alone

Mentoring provides improved chances for startup and success through one-on-one business coaching.

Workshops provide training on critical topics in an environment where you can learn from experts and like-minded entrepreneurs.

Online Resources can be your playbook to provide step-by-step outlines for small business strategies.



Why SCORE Works

You Don't Have to Go It Alone



Our team of SCORE mentors offers over 450,000 total years of business experience every industry such as: Sales & Marketing, Manufacturing, Gov't Contracting, Intellectual Property, Retail & Wholesale Trade, Hospitality & so much more!

We're here *for the life of your business* – providing free advice for as long as you own your business.

Get Started Today

Don't Wait.

Contact us today to

- Start or grow your business
- Become a SCORE volunteer

Call or visit us online:

928-421-3778 office (leave message)

info@scorephoenix.org

602-320-9315 (Steve)

Stephen.Engelhardt@scorevolunteer.org