

The SCORE Difference

SCORE Chapter 2 workshops are designed to provide you with the skills to start and succeed in your small business.

At SCORE workshops, you will experience “the SCORE difference” – training by working & retired business owners and executives with extensive business experience. Plus you receive **free follow-up counseling** to address detailed questions and issues.

This distinction sets our workshops apart from other workshops and its value is attested to by our thousands of satisfied workshop attendees.



For more info: (952) 938-4570
www.scorempls.org

About SCORE & Chapter 2

Formed in 1964, SCORE is a nonprofit organization that works with the U.S. Small Business Administration. We provide a public service by offering small business advice and training.

Minneapolis Chapter 2 of SCORE has over 100 active volunteer counselors who last year served more than 4,000 clients by providing free counseling and conducting specialized planning workshops. Our volunteers are working/retired business owners, executives and corporate leaders with a broad variety of industry experience in every important business management discipline.

SCORE is a resource partner of the United States Small Business Administration (SBA). All SBA funded programs are extended to the public on a nondiscriminatory basis. SCORE services are provided without regard to race, color, national origin, gender, age, and disability. Persons with disabilities may request reasonable (special) accommodations (with a two-week advance notice). For special accommodations, please contact the Minneapolis SCORE Chapter 2. The material in this publication is based on work supported by the U.S. Small Business Administration under cooperative agreement SBAHQ-06-S-0001. Any opinion, findings and conclusions or recommendations expressed in this publication are those of the author and do not necessarily reflect the views of the U.S. Small Business Administration.

SCORE®

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Going into Business

Starting Your Business the Right Way



Counselors to America's
Small Businesses

SCORE®

We help you start a business, grow a business, and stay in business!

Starting a business is a daunting task. According to some researchers, 80 percent of new businesses fail.

To greatly increase your chance of success, find out as much as you can before you open your doors. The SCORE Going into Business workshop helps you discover what it takes to start a business and provides useful knowledge you need to be successful.

This workshop is designed for those who are starting new businesses or want to expand their business.

Going into Business

If you are thinking about starting a new business, this 5-hour workshop helps you answer questions such as:

- How do I prepare a business plan or do I even need one?
- Should I set up my business as a sole proprietorship, LLC, or Sub S Corporation?
- How much money do I need to start my business?
- How should I finance my business?
- How should I market my products or services?
- How should I price my product or service?
- What insurance coverages will I need?
- What should I know before I sign a lease?
- How can I improve my selling skills?
- What alternatives do I have for a bookkeeping system?

- How can my financial reports help me manage my business?
- What taxes will I have to pay?
- What information do I need to apply for a loan?

Workshop topics include:

- Business Plans
- Sales and Marketing Tips
- Financing Your Business
- Advice from a Small Business Lawyer
- Insurance and Risk Management
- Understanding Your Financial Reports

When you attend this workshop, you will receive several helpful printed materials and handouts.



YES, I want to attend the Going into Business workshop for just \$50!

Preregistration preferred; add \$10 for walk-ins. All sessions held 9am-2pm.

See the **SCORE Workshops Schedule** brochure for dates and locations or visit www.scorempls.org.

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Phone	