

# SCORE . . .

## For Small Business Success

### *NHTOA – Professional Logger Program*

***NHTOA TOPICS...***

***About SCORE***

***Small Business and Leadership***

***SCORE Resources & Services***

***Looking Ahead***



# Small Business and Leadership

## ***Build Your Business . . . SCORE Can Help.***

*Small businesses create jobs and fuel growth.*

- Nearly 26 million small businesses nationwide.
- Small business represents 99.7% of all employers.
- Small business create 75% of new jobs.
- About 671,800 new small businesses are formed each year.

### ***Entrepreneurial Success Factors***

- ***“Focused” Business Plan***  
***4X Greater Success Rate***
- *Sound Financial Planning*
- *Quality Product or Service*
- *Passionate About What You Do*
- *Smart . . . .Hard Work*

# SCORE – Counselors to America's Small Business

*SCORE is a National Non-Profit Association*



## **SCORE's Mission:**

***Provide small business counseling & training to help America's entrepreneurs succeed !***

## **SCORE Delivers:**

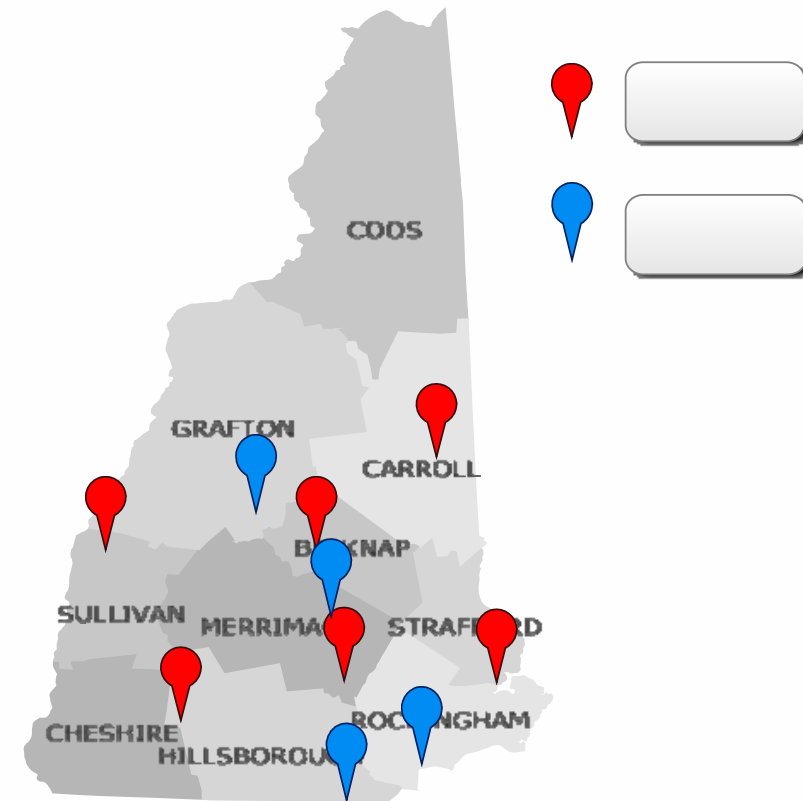
- *Free, Confidential Business Advice*
- *Provide Local Workshops & Seminars*
- *One-on-One, Face-to-Face Counseling*
- *Mentoring & Coaching... "clients for life"*
- **On-Line Counseling & Education**

# SCORE New Hampshire

## Local . . . Accessible . . . Resources

### SCORE NH Services . . .

- More than 200 Counselors Statewide
- 6 Chapters & 10 Office Locations  
(plus... Place of Business Visits)
- More than 250 Workshops & Seminars with... 1000+ Attendee's
- 5,000+ Client Sessions
- 15,000+ Counseling Hours



# SCORE New Hampshire

## CONTACT INFORMATION

### Upper Valley Chapter

20 West Park St., Lebanon, NH 03766

603-448-3491 [www.uppervalleyscore.org](http://www.uppervalleyscore.org)

### Seacoast Chapter

195 Commerce Way, Portsmouth, NH 03801

603 – 433 – 0576 [www.scorehelp.org](http://www.scorehelp.org)

### Merrimack Valley Chapter

275 Chestnut St., Manchester, NH 03101

603 – 666 – 7561 [www.score-manchester.org](http://www.score-manchester.org)

Serves: Concord, Nashua & Salem

### Mount Washington Valley

Technology Lane, Suite 101, Conway, NH 03818

603 – 447 – 4388 [www.score641.org](http://www.score641.org)

### Monadnock Region

34 Mechanic St., Keene, NH 03441

603 – 352 – 0320 [www.monadnockscore.org](http://www.monadnockscore.org)

### Lakes Region

2 Airport Rd., Gilford, NH 03259

603 – 524 – 3057 [www.scorelakesregion.org](http://www.scorelakesregion.org)

Serves: Plymouth, Waterville Valley, Lincoln

# SCORE Resources . . .

# For Your Business

Small Business Web Site: [www.SCORE.org](http://www.SCORE.org)

*Ask SCORE* – Advice On Line

2,000 Pages of Tools, Tips and Advice

*How-To Articles* – All Functional Areas

SCORE *eNews* – latest small business developments in the news

*Expert Answers* – Leadership newsletter – hot topics

The screenshot shows the SCORE website homepage. The header includes the SCORE logo and the tagline "Counselors to America's Small Business". A navigation bar contains links for VisaPoint, USCIS, Mail, Fonts, News, Stockphoto, Grumman Goose, Dictionary, UGSA 11127, DC, Knowledge, Shopping, and NOAA. The main content area features a "Ask SCORE for Business Advice" section with a search form and a "Submit" button. Below this are several articles, including "Don't Sweat the Summer Kit", "FREE Online Small Business Advice", "Get a Mentor for Success", "SCORE Participates in White House Event", "New SCORE Site: Tips & Tools", and "SCORE Awards and Media". The left sidebar contains a "Find SCORE Now" section with a zip code input, "Free eNewsletters", "Disaster Prep and Relief", "How-To", "Business Tools", "Success Stories", "Newsroom", "Our Alliances", and "Support SCORE". The bottom of the page features the SBA logo and the text "SCORE is a Resource Partner with the U.S. Small Business Administration." The right sidebar includes a "Live Your Dream. SCORE Can Help." section, a "2006 APEX AWARDS FOR PUBLICATION EXCELLENCE" section, and a "Welcome Business" section.

**SCORE**<sup>®</sup>  
Counselors to America's Small Business

**WWW.SCORE.ORG**  
Call 1-800/634-0245

# Looking Ahead . . .

## Leadership Mentoring



### What do SCORE Mentors bring to NHTOA members?

- Information, ideas and advice to help you succeed.
- Wisdom gained from the “school of hard knocks”
- Independent, thoughtful advice specific to your business
- Perspective from years in the trenches of economic cycles

#### Build Your Business Success

- Play to your strengths.
- Identify areas to improve.
- Learn and grow as a leader.
- Add to your knowledge base.
- Form a network of trusted advisors.

# Looking Ahead . . . NH SCORE . . .Here to Help

## Format's for Ongoing Support



**Group Workshop Sessions**  
Broad Groups  
**Specific Subject Matter**  
"Quickstart" Program



**Facilitated Roundtables**  
**Common Interest -Small Groups**  
Joint Work Sessions  
Develop Regular Tempo



**One-On-One**  
Individual Topics  
**Specialized to Specific Need**  
Frequency & Timing

*Thank You for this Opportunity . . . . .*

***Counselors to America's Small Business for 40 Years***

***Questions?***

***Hot Topics?***

***Any Other Items?***

Turn to *SCORE* . . .

For Small Business Success

*NHTOA – Professional Logger Program*

***NHTOA & NH SCORE***

***Partnership of the Future...***



# SCORE Team . . . .

## **SCORE Counselor's . . . Experienced Real World Advice**

- *Business Volunteers*
- *Confidential advice for your business*
- *Experienced business owners and executives*
- *Experts who've seen both economic highs and lows*
- *Pros with expertise in hundreds of disciplines*

# SCORE – Small Business Services for You

Deep Talent Bench . . . National Level . . . Non-Profit Association

11,000 + Counselors Nationwide

1,000 + Office Locations

375 Local Chapters

6800 Workshops & Seminars with 1,000 Attendee's Locally

24/7 Access . . . Tools, Training and On-Line E-Counseling via [www.score.org](http://www.score.org)

# SCORE New Hampshire

## Statewide Snapshot

SCORE New Hampshire Delivers . . .

- *Top 10% Rating for Face-to-Face Counseling*
- *Top 20% for Workshop & Training Delivery*
- *Annualized Growth ~ 30%*
- *1500 Business Cases – 38% “In-Business”*
- *Served 30% of NH’s “New Business Filings”*
- *300 – 400 New Business Formations*

