

Frequently Asked Questions about SCORE

What does SCORE do?

As a **resource partner** of the U.S. Small Business Administration (SBA), SCORE provides entrepreneurs and small business owners with ongoing mentoring and information to solve problems, improve business competency and results and help create jobs and revenue in their communities. Other resource partners of the SBA are the Small Business Development Centers, and the Women's Business Center. Small business is the growth engine of our economy. SCORE has a proven track record of helping entrepreneurs create small businesses and jobs for America.

Who is SCORE?

SCORE is a volunteer network in the U.S. of more than 13,000 trusted, knowledgeable mentors. Each mentor is trained and certified in the skills of helping small business owners. SCORE certified mentors have owned and operated their own small businesses, or served in management positions for both large and small companies. The most important characteristic of SCORE mentors is that they are all volunteers who do what they do because they want to.

What makes SCORE Mentors effective?

The key ingredient SCORE mentors bring is *real-world business experience you can count on*. Being an entrepreneur is a demanding and exhausting journey. To push your business forward requires you to move beyond your comfort zone and take risks. That's where SCORE can help. We listen and enable you to focus on your priorities, and sometimes to fail forward. We are the mentors you can trust with your fears and as well as your dreams.

What services does SALEM SCORE provide?

SCORE impacts the community by providing services, programs, and resources to small business owners. We offer two primary services: **FREE face to face mentoring and low cost workshops**.

SCORE is the starting point for new entrepreneurs, as well as existing business clients, seeking guidance. We meet with our clients face to face, online, or on the phone, to create actionable business plans. SCORE provides expertise on financials that matter: such as cash flow, achieving a healthy balance sheet, and improving the bottom line. Our services are free, and we are here "For the Life of Your Business." Most of our mentoring relationships are measured in years, not months. Many clients have described us as, "a one person Board of Directors." We have over 15 volunteers in the Salem Chapter with access to other members and skill sets nationwide.

We can also provide speakers for any groups seeking more information about SCORE.

We are also developing business roundtables to bring together businesses and individuals looking to exchange information and discuss various business issues with other businesses.

How does SCORE work with other entrepreneurial resources?

SCORE regularly networks with other resource providers in our community, such as, Small Business Development Centers, community colleges, local and state Economic Development Centers to name a few. SCORE is grateful for its role in serving the entrepreneurial community in Oregon.

Is SCORE an efficient government resource?

SCORE is so efficient that it actually makes taxpayers money.

Nationally, we are a lean organization: in 2011 we served over 400,000 small businesses with just 18 paid employees, supporting over 13,000 volunteers and over 1,000 locations – a volunteer-to staff ratio that would be the envy of any nonprofit. For every \$1 the Federal Government appropriated to SCORE, our clients returned \$57 to the federal treasury in tax revenues. We believe that's unparalleled by any other program.

What percent of your clients are new entrepreneurs?

60% of people who seek SCORE for counseling are new entrepreneurs.

40% of our clients are in business entrepreneurs

What areas do you service?

The Salem SCORE Chapter serves clients in 7 counties; Marion, Yamhill, Linn, Benton, Polk, Lincoln, and the southern portion on Clackamas including Canby and Molalla.

How can I contact Salem SCORE?

The easiest ways to contact Salem SCORE is through the web site at salem.score.org. You can also contact us at (503) 370-2896.

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