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Modupe Sodamade, SCORE Chicago Client
The Modupe Art Gallery - www.themodupeartgallery.com

FREE in-person counseling available from experienced counselors. Set up an appointment online on the consulting page at www.scorechicago.org. For locations without online sign up, use phone numbers below. Call 312-353-7724 for cancellations or questions.

CITY OF CHICAGO

SCORE Chicago Main Office Citicorp Center 500 W. Madison Street, Suite 1250 Chicago, IL 60661 (312) 353-7724	Beverly Chicago State University SBDC* (773) 995-3938 Office of Congressman Bobby Rush
Beloved Community Business Resource Center (773) 483-9858	

NORTH SUBURBAN

College of Lake County SBDC*/PTAC*** • Grayslake Branch • Southlake, Vernon Hills Branch	Greater Lincolnshire Chamber** Northbrook Chamber** Skokie Lake Zurich Chamber**
Deerfield Bannockburn Riverwoods (DBR) Chamber**	

WEST & NW SUBURBAN

Arlington Heights Chamber** Des Plaines Chamber** Harris Bank and Barrington Chamber** Morton College Cicero (708) 656-8000 Ext. 382	Triton College River Grove West Suburban Chamber** LaGrange Greater O'Hare Association
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SOUTH SUBURBAN

Governors State University SBDC* University Park Moraine Valley Community College Palos Hills Office of Congressman Bobby Rush	Prairie State College Matteson South Suburban College Business & Career Institute South Holland Tinley Park Chamber** (708) 532-5700
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*Small Business Development Center **Chamber of Commerce
***Procurement Technical Assistance Center

www.scorechicago.org
For locations elsewhere, see www.scorefoxvalley.org
and www.score.org

Business Certificate Workshops

The Business Certificate Workshops are a series of six workshops focusing on resources, methods and tools for entrepreneurs, especially those looking for financing or in-depth training. This certificate can help you at the bank.

GOING INTO BUSINESS
Evaluate Yourself, Take First Steps

MARKETING AND SELLING:
Targeting to Get Customers

FINANCIALS:
Master Cash Flows and Profits

ACCOUNTING AND RISK MANAGEMENT:
Track and Protect Your Assets

BUSINESS PLAN:
A Roadmap to You, Necessary for Loans

GET FINANCING:
Learn Sources, Impress Your Banker

*Complete your certificate and be on your way
to success in less than 30 days!*

Early Morning Programs (7:30–9:30 AM)
Start the Day by Learning Something New!

- **MANAGING AND FORECASTING CASHFLOW IN DIFFICULT TIMES**
- **OBAMA STIMULUS UPDATE FROM THE SBA AND BANKS**
- **SELECTING THE RIGHT PROFESSIONALS FOR THE TASK**
- **SIX SIGMA FOR SMALL BUSINESS**
- **WEBSITE ANALYTICS**

More Topics to Come

Check the website for program scheduling.
Selected workshops at suburban locations.

For workshop dates, locations and prices,
for new programs, or to sign up, go to
the workshop page of www.scorechicago.org

Franchising

ALL ABOUT FRANCHISING:
Fast Track to Owning a Business

Global Trade

GLOBAL TRADE – EXPORTING:
Get the Basics from the Pros

GLOBAL TRADE – IMPORTING:
Learn from Those Who Do It

Internet/Web

DESIGNING YOUR WEBSITE:
Things Every Business Owner Needs to Know

DRAWING WEB TRAFFIC, CLOSING ONLINE SALES:
Email, Pay-Per-Click, eCommerce and More

TAKING YOUR BUSINESS ONLINE:
Build, Improve Your Website

Marketing/Selling

NEW PRODUCT DEVELOPMENT:
From Idea to Launch

STEPPING UP TO 21ST CENTURY SELLING:
Creating a Virtuous Cycle of Innovation, Markets,
and Customers for Life

STRATEGIC MARKETING:
Learn to Position Your Business Effectively

UNDERSTANDING BUYER/CUSTOMER BEHAVIOR
All About Relations with Your Customer

Quickbooks/Accounting

QUICKBOOKS:
Quickstart for Startup Businesses

Start-Up

BUYING A PROFITABLE BUSINESS:
Find, Evaluate and Negotiate

HOW TO START A BUSINESS AND SUCCEED:
A Case Study
Presented by Al Grossman – Member of the
Chicago Area Hall of Fame

Counselors to America's Small Business

SCORE was formed in 1964 to encourage entrepreneurial education and the formation, growth and success of small business across the country. There are more than 11,200 volunteer members nationwide in 370 chapters. The organization is a national nonprofit association and resource partner of the U.S. Small Business Administration (SBA).

The Chicago Chapter of SCORE provides counseling, consulting and workshops to entrepreneurs and small business through twenty-five branch locations in Cook and Lake Counties.

SCORE counselors are executives and business owners who have achieved success in their fields and now, as volunteers, want to help you do the same. About 100 counselors are in the chapter, giving you access to experts in many industries.

Counselors as Mentors

With a mentor, you don't have to go it alone. When you're in business for yourself, you often need another perspective or someone to brainstorm with or sometimes just someone to encourage you. Your SCORE mentor can be that person.

Avoid mistakes and learn from their experiences. SCORE mentors share their experiences to help you adapt and grow more quickly.

You can count on SCORE counselors to provide "real world" answers and encouragement at every phase of your business development. Take advantage of this free, long-term mentoring to start or improve your business.

Counseling for Start-ups and In-Business Clients

- Accounting
- Banking, lending and business plans
- Business startups
- Exporting and importing
- Financial analysis and planning
- Management and administration
- Manufacturing, production, operations
- Marketing, sales and advertising
- Technology and systems
- Website business and sales
- And much more

Whether you are starting a coffee shop or selling a product, becoming a caterer or a consultant, we can put you in touch with those who know what you're facing.

We also help existing business to define and manage growth, or with business problems.

Communicate with your mentor in the way most convenient for you:

- **Face-to-Face Counseling—FREE!**
Log on to www.scorechicago.org and click the counseling link to schedule an appointment.
- **E-mail Counseling—FREE!**
Log on to www.score.org for e-mail counseling from SCORE experts. Click state, then Illinois and a keyword for Illinois counselors.

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: Margie Hernandez at SCORE Chicago/SBA Office, 500 W. Madison Street, Chicago, IL 60661, (312) 353-7724.

Consulting for Larger In-Business Clients

Score Chicago Business Solutions provides free management consulting for selected owners of small businesses with revenues of \$2 million to \$50 million who:

- never seem to have enough cash
- face challenges to profitably growing the business
- want better rewards for time they commit

Our five-star approach includes:

1. Conducting a **business assessment** to identify your company's challenges
2. Developing **tailored solutions** to address these challenges
3. Preparing an **integrated action plan** as the roadmap to success
4. Providing **hands-on support** to implement the roadmap
5. Building a **partnership** to ensure your continued success

"Your increased profitability is how we measure our success!"

For more information, contact David Crow at info@scorechicago.org or by calling (312) 353-7723.

Clients pleased with SCORE Chicago counseling and consulting services are encouraged to make a donation to our nonprofit organization, staffed with volunteer executives and entrepreneurs.

The material in this brochure is based on work supported by the U.S. Small Business Administration (SBA) under cooperative agreement number SBAHQ-07-S-0001. Any opinions, findings and conclusions or recommendations expressed in this publication are those of the author(s) and do not necessarily reflect the views of the SBA.

START AND GROW Your Business SUCCESSFULLY



Nicole Kurz, SCORE Chicago Client
The Dress by Nicole - www.shopthedress.com

Get **free individual counseling** and **business consulting** from experienced **business advisors** on specific small business issues *and* attend educational **low-cost workshops** on important topics to improve your business skills.

SCORE CHICAGO Main Office
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