

SCORE – For the Life of Your Business

SCORE Mentoring and Resources offers support from Idea to the Exit of your business

What Is SCORE?

SCORE was formed in 1964 as a resource partner of the U.S. Small Business Administration (SBA).

Our Mission is to help small businesses get started, grow and prosper - through **mentoring** and **education**.

Over our 58 years, we've helped over 11 million people in pursuit of their business goals.



What Is SCORE?

SCORE has over 14,000 volunteers and 240 chapters nationwide.

Serves over 1,500 communities and 143,000 clients annually

SCORE's National Impact:

- New businesses started 45,027
- Jobs created 119,562

Access via www.score.org



Who SCORE Serves - For Profit and Non-Profit Businesses

SCORE is committed to helping every person succeed in their small business endeavors. We are dedicated to serving clients in diverse industries and at every stage of business.



Early-stage entrepreneurs, who are considering starting a business but need help defining their ideas, building their plan and obtaining financing



Start-up businesses, who are seeking to establish their business and manage their finances



Established businesses, who are seeking to grow their business and increase their revenue or customers



Transitioning businesses who are planning to close, sell, or otherwise transition out of owning the business





SCORE New Jersey

SCORE New Jersey has 7 chapters and over 445 volunteers.

Northeast

northeastnj.score.org – Bergen, Passaic

Northwest

northwestnj.score.org – Morris, Sussex, Warren

Metro

metronj.score.org – Essex, Hudson, Union

Central Jersey

centraljersey.score.org – Middlesex, Somerset, Hunterdon

Princeton


princeton.score.org – Mercer, Burlington, Camden, Gloucester, Salem

Monmouth

monmouth.score.org - Monmouth

Southeast

southeastnj.score.org – Southern Jersey Shore



How SCORE Helps Small Businesses



SCORE Services



Mentoring – a **FREE** service for any citizen that owns or wants to start a business.

Request at individual chapter website or www.score.org

Business Workshops – virtual and in-person workshops/webinars on business topics, best practices.

Register at individual chapter websites.

Resources – **FREE** business resources.

Find at individual chapter websites or www.score.org

How SCORE Can Help You

Resources at www.SCORE.org

Thousands of free business templates, tools, blog posts, and online courses to help entrepreneurs start and grow businesses.

Resource Library - Articles, assessments, outlines, templates, and other resources.

Recorded Webinars & Courses on Demand – Business training modules.

Blogs & Articles - Business experts in a wide variety of industries share information on emerging trends and topics facing today's small business owner

Data Reports & Infographics - Information on emerging trends that affect the small business landscape. Includes data on entrepreneur sentiment, the U.S. economy, and more.

SCORE Newsletters - Subscribe to get the latest business information, tips and resources delivered to your inbox



Enter Terms SEARCH



Small Business Help From SCORE

SCORE has the largest network of free volunteer small business mentors in the nation. No matter what stage your business is at SCORE has a mentor for you. Easily request a mentor to help you start, grow, or transition your business today!

Find a Mentor ▶

Need Chat

Browse the SCORE Library score.org

How SCORE Can Help You

SCORE Central Jersey Offers Business Webinars

September 21 at 12:00 noon

Thinking about Buying a Franchise?

What to consider during an economic downturn.

September 28 at 11:00 a.m.

Marketing Essentials

Get started with your marketing – the right way.

October 12 at 12:00 noon

Using Research for Business Success

Location, Competition, Customer – How to use the Reference Solutions database to make business decisions.

October 13 at 12:00 noon

Library Resources for Business Growth

Andrea Levandowski – SCORE NJ (statewide)

Examples of SCORE Client Stories



SCORE Client: Counselor

Challenge: Transitioning to a private practice and overwhelmed with how to start.

Solution: SCORE helped the client create a brand identity, company description, target audience, and pricing structure.

Served as the foundation for her website design

Results: Counselor is scheduled to open her practice by the end of September 2022.

Examples of SCORE Client Stories



SCORE Client: Local Moving Company

Challenge: Problem Employees – Fear of Firing

Solution: Worked with the client to help him understand how to stay ahead on his employee search so the business isn't being restricted by problem employees.

Walked the client through a discussion with a problem employee.

Results: The problem employee left the company and was replaced by an excellent new employee which improved company morale.

The client now regularly interviews prospective employees so he's prepared to replace employees when necessary.

Examples of SCORE Client Stories



SCORE Client: Local Gym

Challenge: Gym was partially shut down during covid, so revenue was reduced. Owner wanted to sell the business by the end of 2020.

Solutions: Worked with the client to help her increase revenue by helping her focus her efforts.

Helped the client find a business broker to work with her to sell her business.

Results: Client increased her revenue and sold her business in May 2021.

Examples of Score Client Stories

SCORE NJ has had several clients successfully start and manage their business:

NW NJ client on Shark Tank and secured \$500K in funding for his snack product line after teaming up with SCORE to fine tune his financial outlook and product quality



NW NJ client recently secured placement in Walmart in over 40% of stores with a new pool product – after working with SCORE on his brand positioning and value proposition.



State and Local Partnerships

NJ State Library and Local Libraries

NJ Business Action Center

SBA

Small Business Development Centers

NJ Economic Development Authority

NJ Neighborhood Preservation Program

NJ Business and Industry Association

NJ Associations of Women Business Owners

Community Development Financial Institutions

Chambers of Commerce

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