

# Frequently Asked Questions

Q: What is SCORE?

A: Since 1964, SCORE (Counselors to America's Small Businesses) has been the premier, free business counseling and advice service in the United States. SCORE is a nonprofit association with 370 chapters nationwide and more than 11,000 working and retired business professionals who volunteer to help a new generation of entrepreneurs.

SCORE Greater Cincinnati was one of the founding chapters and serves 19 counties in the tri-state area. To find out more, visit [www.scoreworks.org](http://www.scoreworks.org) or call (513) 684-2812.

Q: How does SCORE help small businesses?

A: SCORE's expert counselors provide business advice on everything from how to write a business plan, to cash flow management, to growing your existing business. In Cincinnati, business owners can access SCORE counseling services via face-to-face sessions, at a time and place mutually agreed upon between counselor and client, or, online at [www.scoreworks.org/counseling.htm](http://www.scoreworks.org/counseling.htm).

SCORE also offers business training workshops and seminars on a range of topics at local SCORE offices. See [www.scoreworks.org/workshops.htm](http://www.scoreworks.org/workshops.htm) for details, or to register for a workshop or seminar.

Q: Are SCORE's services free?

A: SCORE's business counseling services are offered free as a community service. Workshop and seminar fees generally range from \$20–\$75.

Q: Does SCORE work with the U.S. Small Business Administration (SBA)?

A: Yes. As a resource partner, SCORE operates in cooperation with the SBA to provide entrepreneurs with information vital to their success, including counseling on loans and financial options, business planning, marketing strategies, product development and more.

Q: Who are SCORE counselors?

A: SCORE counselors offer real-world experience gained from owning their own business or serving in management positions for companies like McDonnell Douglas, Hewlett-Packard, Procter & Gamble and General Electric. Counselors may be retired or working business owners, business executives or operations managers. All SCORE counselors are volunteers who receive specialized training by their local Chapter.

Q: Does SCORE help those considering starting businesses. or only existing small businesses?

A: Both, SCORE is ready to offer free advice to the budding entrepreneur as well as the established business person.

Q: Where does SCORE counsel its clients?

A: The main office is downtown, and SCORE enjoys the use of office space around the Greater Cincinnati area. Many people find it most convenient just to meet at a coffee shop, the library or other public spot.

Q: Does SCORE offer resources online?

A: Yes. In addition to the [www.scoreworks.org](http://www.scoreworks.org) site, the SCORE national site provides award-winning business resources for entrepreneurs online at [www.score.org](http://www.score.org). With more than 2,000 pages of content, this how-to site provides practical solutions and suggestions on a wide variety of business issues.

Q. Do I need a Business Plan before contacting SCORE?

A: No. Most SCORE clients want to discuss an idea or concept, determine feasibility and then start to develop a complete business plan, SCORE mentors are ready to help from idea through launch.

Q: How can entrepreneurs contact SCORE for business advice?

A: The best way to request counseling is to go online at [www.scoreworks.org](http://www.scoreworks.org). Click the "Counseling" menu button for instructions. If you have any problems with this, feel free to call 513-684-2812.

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