

PROGRAM: SBA Service Corps of Retired Executives (SCORE)

AGENCY: Small Business Administration (SBA)

DESCRIPTION: SCORE is a volunteer program sponsored by the SBA. The program matches volunteers with small business owners who need advice.

ELIGIBLE USES:

- In-depth counseling and training in a variety of subjects is provided to existing businesses, including:
 - Identification of basic management problems;
 - Review of distribution channels;
 - Expansion evaluation;
 - Modification of products; and
 - Other business challenges.
- Consultation and counseling may also be provided to prospective business owners.

PROGRAM/LOAN STRUCTURE:

- Maximum Program Benefits: Most SCORE volunteers are retired. They possess a variety of management and technical skills. Counselors offer individual counseling for the purpose of analyzing and defining business problems and finding solutions.
- Fees: Nominal fees for training programs. No fees for counseling.

QUALIFICATION CRITERIA/COMMENTS:

- The approach is confidential and person-to-person.
- Business owners do not have to have an SBA loan to participate.
- For more on SCORE, http://www.score.org/explore_score.html , homepage at http://www.sba.gov/starting_business/index.html , or call 1-800-659-2955.