

Something of Real Value Free to Select Small Businesses

“SCORE showed us how to organize the work and to set objectives in order to drive more efficient use of our time, equipment, and people.”

Ralph Mariotti, Vice President Operations, Woodland Windows & Doors
A Roselle, IL based distributor and manufacturer.

These two companies have completed the SCORE Business Solutions Consulting process and are currently continuing their SCORE relationship as Mentoring Clients. Both companies have annual revenues in the \$5 -15 Million range.

“SCORE told me... you're wearing too many hats. You need to be more effective and efficient in the areas you should be in.”

Joel Goldberg, CEO, Aurico
An Arlington Heights, IL based company, which provides background screening, drug screening, selection assessments and other related HR solutions.

Who is SCORE?

We are a non-profit association consisting of about 13,000 volunteer mentors and consultants nationwide, **dedicated to helping small businesses grow by providing highly experienced support**. SCORE-Chicago has 120 volunteer professionals, all of whom are active, semi-retired, or retired, successful business executives, entrepreneurs, bankers, or consultants. We offer **free mentoring** for the life of a business and low cost workshops to all, and **free consulting** services for select companies with annual revenue between \$3 and \$30 million. Our financial revenues come from large corporate donors, the Small Business Administration, and workshop programs.

What is The Consulting Process?

It is an integrated consulting approach which includes:

1. Conducting a **business assessment** to identify a company's challenges
2. Developing **tailored solutions** to address those challenges
3. Preparing an **integrated action plan** as the roadmap to success
4. Providing **hands-on support** to help implement the roadmap
5. Offering a **partnership with SCORE** through mentoring for the life of the business to maximize the chance for continued success after the consulting assignment has concluded.

Our Business Solutions Consulting teams have devoted literally thousands of hours to a single company in order to get the job done. We measure our success by the client's **increased profitability** and their satisfaction with the process. Once the process is completed, many clients continue meeting regularly with one or more of the consultants on an informal mentoring basis.

Do I Qualify?

We work with select companies with \$3-30M revenues with growth opportunities. Your company must have sufficient staff to provide necessary information to support the Business Solutions Consulting team. For companies that do not qualify, SCORE mentoring services are available... also at no charge.

Who are the Business Solutions Consultants?

Based on your needs, SCORE sends out a team of highly talented consultants (all of whom have been or are currently successful business executives, entrepreneurs, bankers, or consultants.) Each team member brings a different expertise and almost always different industry experience. Additionally, this team can call upon our 120 mentors and consultants in the Chicago SCORE chapter in order to provide specific experience when needed.

Our Dynamic Business Solutions Consultants Include:

- A Senior level executive at large international and smaller middle market manufacturing and distribution companies involved in electronic components. Specializes in sales, marketing, engineering, and general management. Currently serves as the Chair of SCORE-Chicago's Business Solutions Consulting group.
- President and lead consultant at a successful for-profit consulting company. Served as Chairman of a consortium of training companies. Specializes in project management, strategic planning, and marketing.
- Co-owner and manager of a precision machining company. Currently owns and manages an industrial real estate company. Specializes in development/implementation of technology systems and organizational approaches to accommodate growth while maintaining profitability.
- A SCORE consultant with an exceptionally broad business background launching startups and leading turnarounds. Experience in multiple industries including metal, machining, auto parts, computer services, hand tools, computer monitors, electronics, H.D. powertrain components, and merchant banking.
- Co-owner of several lower middle market companies involved in automotive parts, consumer packaged goods, and food manufacturing. Specializes in general management, strategic planning, and marketing and sales.

Is it Really **FREE**?

Yes!

There really is such a thing as a free lunch!
There is no cost for our consulting services. However, if the client is satisfied with our work, at the conclusion of the engagement, we would ask the client to consider a donation to our not-for-profit organization.

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