

## In This Issue

[To a Happy and Successful New Year](#)

[Join SCORE as a Volunteer Counselor](#)

[Two Workshops scheduled for January](#)

[We need your input on workshop topics](#)

[Help available to obtain government contracts](#)

[SCORE . . . the premier U.S. small business counseling organization](#)

## To a Happy and Successful New Year

**From the Volunteer Counselors of Southeastern CT SCORE**

**We wish you Peace, Health, Success, and Happiness for the Coming Year!**

## Join SCORE as a Volunteer Counselor

The number of new Clients we are counseling each month continues to grow substantially thanks to our very successful marketing programs. To fully support all of our counseling locations, we need new volunteers to become SCORE counselors. We especially need new volunteers east of the Connecticut River in Norwich, Mystic, and New London.



**SCORE . . . the premier U.S. small business counseling organization.**

## Small Business Mentoring

SCORE's goal since 1964: Helping business men and women succeed.

The Service is Free  
The Advice is Priceless

Ready to retire from your day job?  
Want to contribute to the business community?

Use your expertise to help small businesses succeed?

Here's the opportunity you are looking for:

**Become a SCORE Volunteer.**

Call or write us to learn more about our programs and membership.

## Speakers Bureau

The Southeastern CT SCORE Chapter would be glad to provide a speaker for your Non-Profit Organization's regular meeting. Please contact the Chapter Chair for more information.

## SCORE® National Website

SCORE offers national E-mail Counseling via the Internet! Visit: [www.score.org](http://www.score.org) for more information.

You will also find a wealth of resources there for your planning and research needs. Look for the feature "Webinar" - free "on-line" Seminars. The Seminars are ready-made classrooms covering major business topics.

## Contact Us!

Please contact the



If you are interested in a rewarding volunteering experience, please email Eric Steinmetz, our Chapter Chair at: [score579@hotmail.com](mailto:score579@hotmail.com).

For more information on Southeastern CT SCORE, go to our web site: [www.southeasternctscore.org](http://www.southeasternctscore.org).

### Two Workshops scheduled for January

Southeastern CT SCORE will conduct the first two of our five scheduled workshops in January. These workshops will be co-sponsored by the Guilford Savings Bank and the Guilford Chamber of Commerce. The fee to participate is \$25 per workshop payable to the Guilford Chamber - \$35 for non-Chamber Member participants. Reservations for the full series of five workshops can be purchased for \$75. Refreshments will be available compliments of the Guilford Savings Bank. Contact the Guilford Chamber at 203-453-9677 for more information and for reservations.

The Workshops will be held in the Community Room at the Guilford Police Department located just north of I-95 on Route 77. The first two workshops are:

**The Solopreneur Workshop** will be held on Tuesday Jan 22, 2008 at 8:00 AM. This workshop will cover topics from: "*Do I have what it takes?*" to "*How do you pay for the jellybeans?*"

**The Art of Managing a Non-profit Workshop** is planned for Wednesday January 23, 2008 from 9:00 AM to 12:00 noon. This workshop is designed for the Executive Director level of Non-profits.

### We need your input on workshop topics.

We have developed eight additional workshops for 2008. We would like your feed back on the topics you would like us to present.

Please email us with your thoughts and preferences to Workshops: [score579@hotmail.com](mailto:score579@hotmail.com)

Tell us your top 3 choices. If you don't see a topic you want, let us know. We will try to develop it.

### The Workshops are:

- Developing a Business Plan
- Marketing Techniques for your Small Business
- Customer Loyalty and the Value Proposition
- Buy a Business - Sell a Business
- What you should know about buying a Franchise
- Starting and Operating Your Own Business
- Financial Management of a Small Business

In addition to these Workshops, a full day workshop is planned for Developing your Business Plan.

### Help available to obtain government contracts

A great organization has assisted many Connecticut small businesses in obtaining over \$259 million worth of government contracts in 2007. If you have been in business for at least two years and your sales are

Please contact the  
Southeastern CT Chapter of  
SCORE® at:

**Phone:**  
860-388-9508

**Fax:**  
860-388-9433

**Mail:**  
Southeastern CT SCORE  
665 Boston Post Rd  
PO Box 283  
Old Saybrook, CT 06475

**E-mail:**  
[score579@hotmail.com](mailto:score579@hotmail.com)

**Web site:**  
[www.SoutheasternCTSCORE.org](http://www.SoutheasternCTSCORE.org)

Join Our Mailing List!

less than \$15 million, the Connecticut Procurement Technical Assistance Program (CT PTAP) can guide you through the maze of registering as a small business. They will also help you navigate the procedures for receiving and responding successfully to RFP's ("Request for Proposal"). For more information, go to: <http://www.ctptap.org/>.

**From all of us at Southeastern CT SCORE to all of you . . .**

**Have a great, profitable, and successful New Year!**

This material is based on work supported by the SBA under cooperative agreement number SBAHQ-03-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.

*E-newsletter designed and maintained by [Thumbnail Designs](#).*