

Score Business Workshop Course Details

Please see the [Workshop Calendar](#) for Dates & Times

| Course Title | Typical Length |
|---|----------------|
| Business Basics for the Small Business Owner | 8 hours |

| Short Description | Typically Recommended For | | |
|---|---------------------------|----------------------|----------------------|
| | Planning & Evaluation | Inception & Start Up | Operating Businesses |
| Our core introductory class for entrepreneurs-to-be and emerging businesses. This class provides an overview of the critical issues in forming and running your own business, and is taught by 5 successful and experienced experts. | yes | yes | |

Detailed Course Description

This full day workshop is the SCORE keystone class for fledgling entrepreneurs. It's designed for people who are planning to open, or have recently opened, their business. Our expert instructors cover 7 major topic areas that every business owner/operator must understand.

Course segments:

- Legal Structures
- Basics of a Business Plan
- Financing Your Business
- Managing Your Business
- Business Recordkeeping & Income Taxes
- Avoiding Avoidable Risks
- Marketing & Selling

This course is recommended for all SCORE clients, and serves as the perfect gateway to additional advanced workshops.



Bill Winton explains Business Plans

Instructor Information

Tom Howe has been a practicing attorney for over 25 years and owns 2 technology companies. He has written 4 books (law and software programming) and speaks at legal conferences throughout North America and technology conferences around the world. His practical and entertaining presentation style make him a highly sought after speaker.

Bill Winton co-founded and for 20 years operated a photographic equipment manufacturing business in Beaverton. Experienced in general business management, financing, contract negotiations and the purchase and sale of commercial real property and businesses.

Steve Paterson is a former Senior VP in Commercial Lending specializing in the Auto & RV industries for US Bank. He also worked for a Japanese auto manufacturer to help start their own finance company. Finally, he worked for GE Capital, a large finance company, for 17 years. Steve's total years in Banking and Financing span 38 years.

Greg Kubin is a Certified Public Accountant (CPA) and a Certified Information Technology Professional (CITP) practicing in Portland. He has been a CPA and IT consultant in private practice for over 25 years, and served 5 years as CEO of a \$4M computer sales company. Greg has been a frequent public speaker to business and professional groups, and has taught dozens of courses on business and technology topics.

Griff Lindell, Certified Business Communicator (CBC) has been active in many businesses for more than 25 years. Griff has managed various sales, marketing and strategy functions to established, reorganizing and emerging companies. They have included a mix of Fortune 500 companies and start-ups in industries such as publishing, high-speed motion analysis, civil engineering, manufacturing, service providers and consulting firms. As a consummate learner and teacher, Griff has taught sales and marketing courses and authored articles on sales, marketing, management and leadership.