

# Score Business Workshop Course Details

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

Course Title	Typical Length
<b>Business Plan – Your Roadmap to Success</b>	<b>6 1/2 hours</b>

Typically Recommended For		
Planning & Evaluation	Inception & Start Up	Operating Businesses
yes	yes	yes

Short Description
For those who are ready to get down to business and need help developing a business plan.  This workshop assumes that you have already attended the <b>Business Basics for Small Businesses</b> workshop.

## Detailed Course Description

This workshop is designed for those who are ready to start their business plan or who are in business but need to build a business plan. It covers all aspects of building a business plan including: how to get yourself organized, avoiding writers block, required content, focusing on what is important and tips on how to make your plan represent you in the best light.

Although there is no one way to write a business plan, attendees will be taken through a simple structure for building their plan. In addition, participants will be exposed to business planning software that will assist them in completing the financial portions of the plan.

### Sample Content:

- \* The need for a business plan
- \* The elements of a business plan
- \* Steps in financial planning
- \* Organization and management strategies
- \* Using your plan to measure progress and obtain financing
- \* How your marketing plan fits into your business plan

This workshop also features break-out sessions for exploring specific topics in more detail.



## Instructor Information

**Mike McBride**-Mike has over 30 years experience in the successful development and operations of business to business sales, service and rental organizations. Prior to his retirement in 2007, Mike was General Manager of a subsidiary of Daimler Trucks of North America. The effective management of a business with sales in excess of a \$100 million and over 200 employees required the annual preparation of an operational "Business Plan". Mike has had extensive experience in the preparation and use of Business Plans for the development of new business ventures and the managed growth of existing ones.

**Len Van Regenmortor**-Accredited SCORE Counselor and Business Financial Consultant since 1998. Worked on the Mercury, Gemini, and Apollo space programs with Honeywell, concentrating in the areas of Inertial Guidance Systems, visual displays for astronauts, and hand controls for the Command Capsule and Lunar Excursion Module.

Moved to Control Data in 1969 as a program manager for large computer systems. In 1977 moved to Oregon to work for Floating Point Systems, where he became Director of Engineering. From 1991 to 1998 he ran his own consulting business working with small growing hi-tech firms.

## Recommended Background or Prerequisites

**Business Basics for the Small Business Owner – SCORE Workshop**