



Simple Steps for Starting Your Business

Available online at www.score.org/startyourbusiness

In the full Simple Steps for Starting Your Business online course, you will test the feasibility of your business idea and decide whether or not you should move forward or go back to the drawing board. You'll do this by researching industry profile data, customer data, financial projections, and other information. You'll also have a sample feasibility plan to use as a guide.

Simple Steps for Starting Your Business: Module 1 - Startup Basics this module will teach you the basics.

Simple Steps for Starting Your Business: Module 2 - Defining Your Business Concept learn how to evaluate your business concept.

Simple Steps for Starting Your Business: Module 3 - Creating Your Marketing Plan learn how to market your business by doing a competitive comparison, creating a product and services description, developing a pricing strategy, identifying your target markets and channels, outlining a marketing message and learning sales basics.

Simple Steps for Starting Your Business: Module 4 - Financial Projections learn the importance of financial planning, how to build your financial model, and how to understand financial statements, including an income statement, cash flow statement, and balance sheet.

Simple Steps for Starting Your Business: Module 5 - Funding Sources learn about accounting and bookkeeping systems, sources of capital, the six C's of credit, and banking relations. You will also conduct a financial statement analysis and determine the next steps on your path to starting a business.

Wichita SCORE mentors volunteer to assist you in starting or improving your small business, especially in preparing your business plan. Our office hours are 9:00 – 3:30 Mon-Thu; walk-ins are acceptable however you can help us by making an appointment by calling (316) 269-6273. Office is located in Page Court, part of the Garvey Towers across from Century II in downtown Wichita. Free parking in the Garvey Visitors Garage (we validate the large portion of your ticket). Exit the garage and look for the blue awning that says Page Court. Enter the building thru the double glass doors and take the elevator to the 4th floor. We are located in the SBA office suite.

Wichita SCORE

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Office currently closed during pandemic, call for email, phone or virtual appointment.