

April 2010

"WARE's Words"

We are halfway through the 2009/2010 fiscal year. Our chapter operating results through February indicate that we are lagging behind both last year's performance and this year's goals for our counseling services. Our local workshop attendance is ahead of target but we need to convert these attendees into new consulting clients. I will review our YTD operating results at our April 21st membership meeting.

Elections for the 2010/2011 fiscal year chapter leadership positions will be held at our May membership meeting. **Alan Birsch**, **John Lopez** and **Pat Smith** are heading up the nominating committee and will issue the slate of candidates at our April 21st membership meeting. If you are interested in running for any of the chapter leadership positions please contact **Alan Birsch**. A separate e-mail with more information will be forthcoming from the nominating committee.



We plan on adding a "Social Networking for Small Business" class to our seminar offerings. The seminar is being put together by **Logan Lenz**, whose presentation you may have seen at the February 17th District Meeting at the DEC. **Logan** owns several technology companies and is very knowledgeable about using social networking in a business context. The first seminar is scheduled for Wednesday, May 5th from 6:30 to 9:00 p.m.

Doug



April Meeting - NOT TO MISS!!!

Mark Your Calendars for Wednesday, April 21st !!!

He's BAAAAACCCCKKK!

Many of you will remember **Tyrone Mitchell** of **Total Cleaning Solutions**, a dynamic individual who spoke with us a couple of years ago about his history and business startup. We'll be getting an update from Tyrone on how he's progressing. And as always, he welcomes any and all advice from our Counselors.

We'll start our Membership Meeting at 9:30 a.m. to network and the presentation will start at 10:00 a.m.



MOD/Counseling Reminders

Please remember to **CALL** the counselor and MOD volunteers that are scheduled for the following day. Most of these individuals do not check their email daily so it's best to phone them directly. Also, please remember to **CALL** the counseling appointments that are scheduled for the following day.

Poppa D's Nuts!!



Our featured speaker at our March meeting was **Rodney Hughes** who recently started a new business called **Poppa D's Nuts** and is one of five entrepreneurs taking part in the *USA TODAY* small business challenge. This is a six-month series in *USA TODAY* that follows their progress from having an idea to making the first buck. Nearly 1,800 people applied from every state so it was very competitive to be selected.

There were some great thoughts and suggestions passed on to **Rodney** from the counselors who were in attendance. **Rodney** is a dynamic individual and will keep us informed of his progress with this new venture.



SCORE Member Story

Rod Baker was a senior healthcare executive with over 30-years progressive experience as a hospital president, chief financial officer, multi-hospital corporate officer and financial consultant.

Rod is a Certified Public Accountant and Financial Planner, received his BS from Indiana University, Masters of Science from UCF, and Masters in Business Administration (Health & Hospital Administration) from University of Florida. Rod has been an active SCORE Counselor since 2007.

Rod has four grown children living in Central Florida and to his delight, seven healthy grandchildren.

When Rod is not working part time as a tax and financial advisor, volunteering his time, spending time with family, he and his wife, Pam, are traveling to far places in Europe, Africa, and Asia. Rod also visits family in California a few times a year and attends meetings of The Great War Society and Western Front Association.

Rod's favorite quote is "Cats are proof that not everything has to have a useful purpose."



Forms

Anytime that you use the last form, *PLEASE* let Pat know so that new copies can be made. This applies to any Counseling or MOD aides like "What You Should Know About SCORE Counseling", the *Counselor Feedback* forms, 641s, etc., etc.

ALSO – please remember to give a Client Feedback Form after you've completed a Counseling Session.

Fun Fact of the Month

The Hawaiian alphabet consists of only 12 letters.



Legal Counsel

We have a law firm that will appear in our new *Resource Directory* that can assist clients with intellectual property; including patents, trademarks, copyrights, and trade secrets. In addition this firm offers full-service legal representation for individuals, public entities, and private enterprises from start-ups to Fortune 500 companies:

Peter A. Schoemann, is the Partner to contact with Broad and Cassel Law Firm. They are located in downtown Orlando (407-839-4200). Full contact information is in the Counseling and MOD offices.



641s

Please make sure to have your clients complete the “**How Did You Hear About SCORE**” section of the 641 form. We’re anxious to keep track in order to have a better handle on that information. THANK YOU!!

Also when you have “free time” please clean up your client list on EDMIS. **Pat** will be more than happy to show you how to accomplish this task. By doing this we’ll have increased numbers to report to the National SCORE Office!!



Put It in Park!!!

If you leave the parking garage and the gate is up (you don’t have to turn over your parking stub), please return the stub to **Pat** so that we can apply it to another card.



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