

SCOREBOARD

From Greater Knoxville Chapter of

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A free business resource from the Greater Knoxville Chapter of SCORE, "Counselors to America's Small Business," providing business owners and managers with tips, ideas, and news to help your business grow and become more successful.

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SCORE NEWS

SCORE was recently invited to participate in a very interesting event sponsored by the East Tennessee Purchasing Association. They invited small businesses and major corporations and organizations to attend a session that matched "buyer" and "seller" so that each could describe their particular services and products needs and offerings. Similar sessions sponsored by local, state, and federal government agencies are frequently scheduled, so if you hear about similar match-making events in your area, we encourage you to make plans to attend and learn how to grow your business!

WHAT'S IN THIS ISSUE

The previous section spoke of networking, but there are other types of partnering that can create revenue and reduce costs. We've included two articles that illustrate how other businesses achieve both objectives.

We've also included an article on a subject with which many businesses have issues - cash flow. And there's an article on some new credit cards for small businesses, with advice on which might be better for your own needs.

And finally, there's information that can help you preserve your business investment and personal assets.

So read on, click on the links to learn more, and have a great autumn!

Small businesses sometimes start at home or in a small

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OTHER CONTACTS

Blount County Chamber of
Commerce
201 S. Washington Street
Maryville TN 37804
PH: 865-983-2241
www.blountchamber.com

Claiborne County Chamber of
Commerce
Suite #1
3222 Highway 25E
Tazewell TN 37879
PH: 423-626-4149

work area, but soon need more space or a quieter, less hectic environment. But their finances don't always allow them to rent or lease their own location. There are alternatives, which you can learn about in [Start-Ups Share Space to Shave Costs in Slump](#).

"Two heads are better than one" is an old but true expression, and sometimes two businesses teaming together can also be better than two separate businesses. This is not a new concept for start-up business owners, but in a soft economy many small businesses are not only trading services but also combining forces. [To Slim Down, Businesses Team Up](#) gives some examples of how this has helped some businesses not only survive, but grow.

Improving cash flow is an ever-present issue for all businesses. Typical areas to examine for improvement include slow payment of receivables, bad debts, or excessive labor costs. However, Norm Brodsky, a small business owner and contributor to INC magazine, details one other area that needs to be thoroughly investigated. See what this item is in [Street Smarts: How to Fix Cash-Flow Problems](#).

It's always important to separate business and personal transactions, particularly when it comes to credit cards. There are several new business credit cards on the market, and one may be just right your business. To learn about them, read [Five Great Credit Cards for Business](#).

One aspect of beginning a business is selecting a legal entity. Quite often a business owner utilizes a Limited Liability Corporation structure, believing that it protects their personal assets if there are financial issues leading to bankruptcy. This is not always true. Read [The Double Whammy of Bankruptcies](#) and learn whether you need to revisit your legal structure.

SCORE WORKSHOPS

"So You Want To Be An Entrepreneur?"

Presented on Saturdays from 10:30 to 11:30 AM on these dates:

October 24
November 14 & 28
December 12

www.claibornecounty.com

Farragut/West Knox Chamber of Commerce
 Suite 110
 11826 Kingston Pike
 Knoxville TN 37933
 PH: 865-675-7057
www.farragutchamber.com

Loudon County Chamber of Commerce
 318 Angel Row
 Loudon TN 37774
 PH: 865-458-2067
www.loudoncountychamber.com

Monroe County Chamber of Commerce
 Suite A
 520 Cook Street
 Madisonville TN 37354
www.monroecountychamber.com

Roane County Alliance
 1209 Kentucky Street
 Kingston TN 37763
 PH: 865-376-5572
www.roanealliance.org

Roane State Community College
 Crossville Campus
 Crossville TN
 PH: 931-456-4910



We want to thank our sponsors.

To visit them, click on their logo.

We encourage you to forward this newsletter to associates and other businesses by

These sessions are co-sponsored by Offices Suites Plus and will be held at their location at 200 Prosperity Drive in Knoxville. Space is limited so registration is required. Call the Knoxville SCORE office (865) 692-0717 to register.

Click [here](#) to learn more about the workshop and to find directions to Office Suites Plus.

"So You Want To Be An Entrepreneur?"

Thursday, November 25, 10:30 - Noon

Sponsored by Tennessee Career Center at their office in Talbott Alpha Square, 5067 W Andrew Johnson Hwy (US 11E)

To register, call Denise Carr-Frecka
(423) 317-1095

Roane County Workshops

"How To Delight Your Customers"

Learn How to Value, Keep, Satisfy, and Thank Customers

Click [here](#) to learn more about this workshop

Thursday, October 22, Noon - 2 PM

"Social Networking, Internet Marketing, and Mobile Productivity"

Learn to utilize tools like Twitter, Facebook, and LinkedIn

Click [here](#) to learn more about this workshop

Tuesday, November 10, Noon - 2 PM

Both sessions will be held at Roane Alliance Center, N. Kentucky Street, Kingston, TN

Each session is free for Chamber members, and \$35 for non-chamber members, and lunch will be provided.

Call (865) 376-5572 to reserve your place!

Claiborne County Workshop

"Prospering In Tough Economic Times- Marketing & Strategic Options"

How to analyze customers, competitors, products, & operations

Wednesday, November 11 10 AM - Noon

Claiborne County Chamber of Commerce
1732 Main Street, Suite 1, Tazewell, TN

Workshop is free

Call 423-626-4149 to reserve your place!

clicking the 'forward email' link in the bottom section.

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If you have an idea you'd like to share with us or a suggestion for future issues, click [here](#).

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Brought to you by the Greater Knoxville Chapter of SCORE, "Counselors to America's Small Business," a nonprofit association and resource partner with the [U.S. Small Business Administration](#). SCORE is dedicated to entrepreneurship and the formation, growth and success of small businesses nationwide. Since 1964, SCORE has helped more than 8 million entrepreneurs.

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