

SCORE MISSISSIPPI CLIENT WORKBOOK

Introduction to Simple Steps to Start or Grow YOUR Well Run Business!

***Attend this workshop
to develop your new business idea
or refocus and advance your existing business model!***

SCORE Simple Steps to Start or Grow YOUR Well Run Business
will help strengthen your business concept, customer acquisition, financials,
and more. This workshop is suitable for all business stages.

Each participant is expected to leave the workshop with:

*Better understanding of business planning processes and tools
Update your written business and strategic action plans
Optional follow-up business mentoring included*

For information contact:

SCORE Mississippi Training

scoreMStraining@gmail.com / 601.589.0949

www.score.org

c/o Michael Harris, Associate Manager

Entrepreneur Center@ Mississippi Development Authority



Mississippi



Client Workbook- Intro to Simple Steps

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1. **SCORE Mississippi Client Workbook**
2. [Simple Steps for Growing Your Business](#)
3. [Simple Steps for Starting Your Business](#)

4. Prepare written answers to these questions for each chapter
 - a. What is the chapter about?
 - b. What are one or two important points?

You're Invited: SCORE Client Intro Call - Calendar and Worksheets



Mississippi

If you have not already registered for a Mentor on the SCORE website, please do so now. There's no cost for basic services.

[Register for a Mentor](#)

NOW, LET'S GET STARTED. Please complete the following three steps:

Step 1: Schedule SCORE Calls - Select two dates and times from our client Call Schedule that fits your schedule and send them with your name, to [SCORE MS](#). Then at your selected times call **(712)770-4598 and use access code 637671#** or you can join by computer, click this online meeting [SCORE Client Call](#)

[Call Schedule](#)

Step 2: Business Planning Worksheets -Start working on your business and financial planning worksheets, beginning with "My Business Basic Ideas". Please schedule your calls asap. ***YOU DON'T NEED TO FINISH WORKSHEETS BEFORE YOUR SCHEDULED CALL WITH MENTORS.***

[Mississippi Client Workbook](#)

[Worksheet 1 - My Business Basic Ideas](#)

[Worksheet 2 - One -page Business Plan](#)

[Worksheet 3 - Financial Estimates](#)

[Worksheet 4 - Basic Action Plan](#)

Step 3: Download Free "Simple Steps for Growing Your Business". If you prefer, we can mail you a copy for \$15 to cover printing and mailing. Just let us know.

[Download "Simple Steps..."](#)

If you have any questions [contact us](#). We are looking forward to serving you.

CLIENT INTRODUCTION and ASSESSMENT

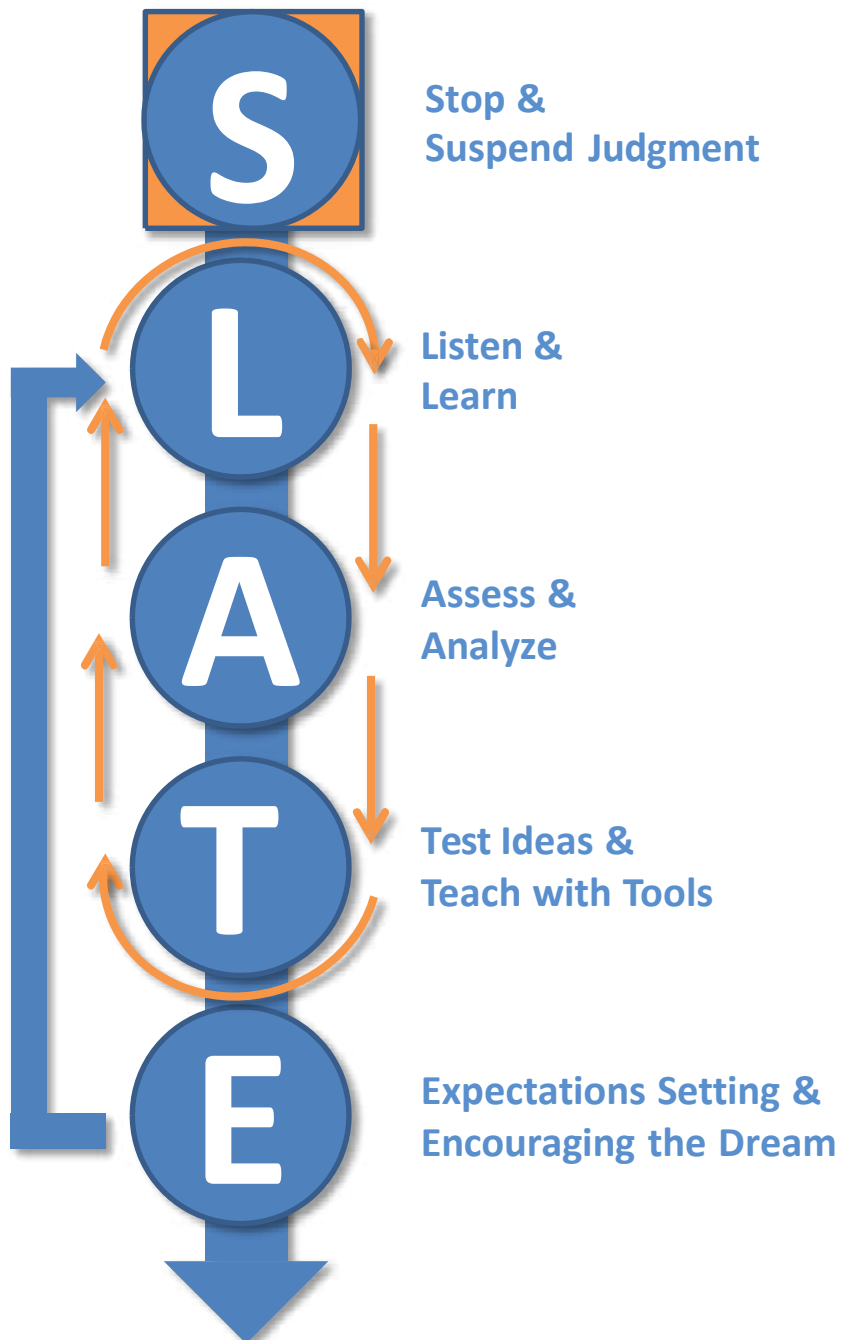
Business Education, Training, and Assistance

Monthly Conference Calls - 2021

Client Calendar

Conference calls are on the 1 st Monday, 2 nd Tuesday, 3 rd Wednesday, and 4 th Thursday of each month. Please see calendar below to select the correct date for the current month.		
DAY	TIMES	CALL NUMBER/LOCATION
1 st Monday	4:00 – 4:45pm	<p>Instructions to Connect</p> <p>To join by computer, click this online meeting link. https://join.freeconferencecall.com/scoremsstrain</p> <p>Online meeting ID: scoremstrain</p> <p>To join by phone, dial this Conference number: (518) 263-8159</p> <p>For Information Contact</p> <p>SCORE Mississippi Training 601.589.0949 scoremstraining@gmail.com</p> <p>NO TRAINING CALLS ON or NEAR MAJOR HOLIDAYS</p>
	6:30 – 7:15pm	
2 nd Tuesday	10:30 – 11:15am	
	4:00 – 4:45pm	
	6:30 – 7:15pm	
3 rd Wednesday	10:30 – 11:15am	
	4:00 – 4:45pm	
	6:30 – 7:15pm	
4 th Thursday	10:30 – 11:15am	
	4:00 – 4:45pm	
	6:30 – 7:15pm	

2021 Conference Call Calendar – Days and Dates by Month												
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
1 st Mon	XXX	1	1	5	3	7	XXX	2	XXX	4	1	6
2 nd Tue	12	9	9	13	11	8	13	10	14	12	9	14
3 rd Wed	20	17	17	21	19	16	21	18	15	20	17	15
4 th Thu	28	25	25	22	27	24	22	26	23	28	XXX	XXX



Thank you for choosing SCORE! SCORE provides expert guidance and assistance to thousands of start-up and existing businesses, just like you. Below you will find a few points that we believe may be helpful as you engage us. Our goal is for you to receive the help you seek and be successful in your business.

What you can expect from SCORE

- SCORE will **attempt to contact you at least 3 times** via email or phone, or both, over the next 2 weeks. If you have not connected with a mentor at the end of this time, please contact mentoring@score.org.
- SCORE **mentoring services are provided at no cost** to you, regardless of the number of times you visit a SCORE mentor.
- The **discussion with your SCORE mentor is strictly confidential**. Our mentors sign a Code of Ethics and Conduct that addresses the protection of your information and business idea.
- At the conclusion of your session, your mentor should ask **“Did I help you today?”** If you did not feel that you received valuable advice or assistance, please discuss this with your mentor. Our #1 goal is to provide you with a positive experience and help you with your business needs.
- SCORE will work to assign you to the perfect mentor, based on your need, industry, and location. If your initial **mentor is not a good “fit” for you**, we will work with you to locate another mentor. We have thousands of mentors across the country and no doubt do have the perfect person just for you. In this case, you may contact your local SCORE office or mentoring@score.org to request a new mentor.

How to maximize your experience with SCORE

- Your mentor will likely also **recommend different services** to better meet your needs, including a small group workshop or on-line materials, to accentuate mentoring. Take advantage as they are supplemental to the advice you are receiving.
- SCORE does not provide grants, business loans, CPA services, or legal services, but your mentor may be able to suggest outside resources to assist you in those areas. Keep an open mind about what you think you may need initially, and work with your mentor to try to find a solution.
- Your business is not built in a day. Similarly, you benefit most from SCORE by meeting with a mentor for more than a one-hour appointment. Before the conclusion of your initial session, your mentor (or someone from the local SCORE office) will **schedule another appointment** for you or assist you in finding the correct resource. You should meet with your mentor regularly to maximize your chances of success.

What we expect from you

- Our mentors are volunteers. Their time is given freely to help you and others achieve your goals and dreams with a small business venture. Out of respect of your time and our mentors' time, we ask that **you follow through on any scheduled appointments** or provide notice of a change.
- Both you and your mentor will work together to identify key areas to focus on to build to your business success. While your mentor will always be there to help you, they will not do the work for you. **You are responsible for moving your business forward.**
- After you first meet with your mentor, you will receive an electronic survey from SCORE office about our service. The survey will take you about 1 minute to complete. **We ask for your feedback in order to continue to improve our service.** Our Client Satisfaction Survey results are reviewed continuously at all levels in SCORE.

Again, we **thank you** for becoming a Client. We look forward to working with you!

Corporate Governance Business Roundtable Redefines Purpose of a Corporation

Aug 19, 2019

Statement on the Purpose of a Corporation

Americans deserve an economy that allows each person to succeed through hard work and creativity and to lead a life of meaning and dignity. We believe the free-market system is the best means of generating good jobs, a strong and sustainable economy, innovation, a healthy environment and economic opportunity for all.

Businesses play a vital role in the economy by creating jobs, fostering innovation and providing essential goods and services. Businesses make and sell consumer products; manufacture equipment and vehicles; support the national defense; grow and produce food; provide health care; generate and deliver energy; and offer financial, communications and other services that underpin economic growth.

While each of our individual companies serves its own corporate purpose, we share a fundamental commitment to all of our stakeholders. We commit to:

Delivering value to our customers. We will further the tradition of American companies leading the way in meeting or exceeding customer expectations.

Investing in our employees. This starts with compensating them fairly and providing important benefits. It also includes supporting them through training and education that help develop new skills for a rapidly changing world. We foster diversity and inclusion, dignity and respect.

Dealing fairly and ethically with our suppliers. We are dedicated to serving as good partners to the other companies, large and small, that help us meet our missions.

Supporting the communities in which we work. We respect the people in our communities and protect the environment by embracing sustainable practices across our businesses.

Generating long-term value for shareholders, who provide the capital that allows companies to invest, grow and innovate. We are committed to transparency and effective engagement with shareholders.

Each of our stakeholders is essential. We commit to deliver value to all of them, for the future success of our companies, our communities and our country.

About Us

Business Roundtable is an association of chief executive officers of America's leading companies working to promote a thriving U.S. economy and expanded opportunity for all Americans through sound public policy.

12 Business

Growth and Sustainability Characteristics

for more information contact

Michael Harris, Associate Manager

Entrepreneur Center @ Mississippi Development Authority

601.359.3420 // mharris@mississippi.org

Characteristic	Yes	Some	No	What's This
Excellent management team				
Favorable demographic trends				
Enduring competitive advantage				
Long product life cycle				
Pricing power				
Recurring revenue stream				
Free cash flow				
High returns on invested capital				
Predictable growth				
Sustainable growth				
Dominant market share				
Established brand name				

Plans are Nothing, But Planning is Everything

Focus on the planning process, instead of the plan, and your business will be ready for anything.

OPEN Forum; Les McKeown, President & CEO, Predictable Success

Here are three ways you can make planning a powerful, vibrant process in and of itself—and get better plans as a result.

1. Embrace the process. See the planning process itself (not the resulting plan) as the main thing. Invest time to do it right. Get the right people in the room. Ask a great facilitator to help you. Roll around in the process. Luxuriate in it. Get good at it.

2. Plan to scenarios, not data points. Most people produce plans with, for example, a single projected revenue line—or if pushed, a "bad, better, best" range of projections. Sadly, life doesn't play out in single data points—it plays out in scenarios. When planning, start by putting together four or five likely scenarios as well as a few unlikely scenarios for your business next year: What happens if your key input cost rises 5 percent in a down market? Or your main customer goes elsewhere? Or you outgrow your existing store capacity? Plan against these, and rehearse likely responses, so when one of them does happen, you know precisely how you're going to respond.

3. Bring the accountants in at the end. Most people start with the numbers and work backward: "I want to see a budget that shows 10 percent growth this year." Nothing happens like that in the real world. The tills don't fill up before the customers arrive—quite the opposite. Make your scenario-based plans first, then have the accountants work up the numbers. When you see the results, you might need to go back and re-plan your responses to some of the scenarios, but that's a good thing.

Continuous Improvement

LEANability Apr 10, 2014

One of the leading success principles begins with creating a culture of continuous improvement. This goes way beyond the constraints of problem solving and ventures into a completely new mindset of permanently solving problems by *improving your systems continuously*.

With this mindset, there is no longer a beginning and an ending, but rather an **evolution** and progression of new solutions for new problems and the process continues... forever. It is a literal shift in thinking that allows more significant system improvements.

But how do we start a culture of continuous improvement?

Lean Principles and Processes

The thought process of lean was thoroughly described in the book *The Machine That Changed the World* (1990) by James P. Womack, Daniel Roos, and Daniel T. Jones. In a subsequent volume, *Lean Thinking* (1996), James P. Womack and Daniel T. Jones distilled these lean principles even further to five:

- Specify the value desired by the customer
- Identify the value stream for each product providing that value; challenge all of wasted steps (generally nine out of ten) currently necessary to provide it
- Make the product flow continuously through the remaining value-added steps
- Introduce pull between all steps where continuous flow is possible
- Manage toward perfection so number of steps, and amount of time and information needed to serve the customer, continually falls

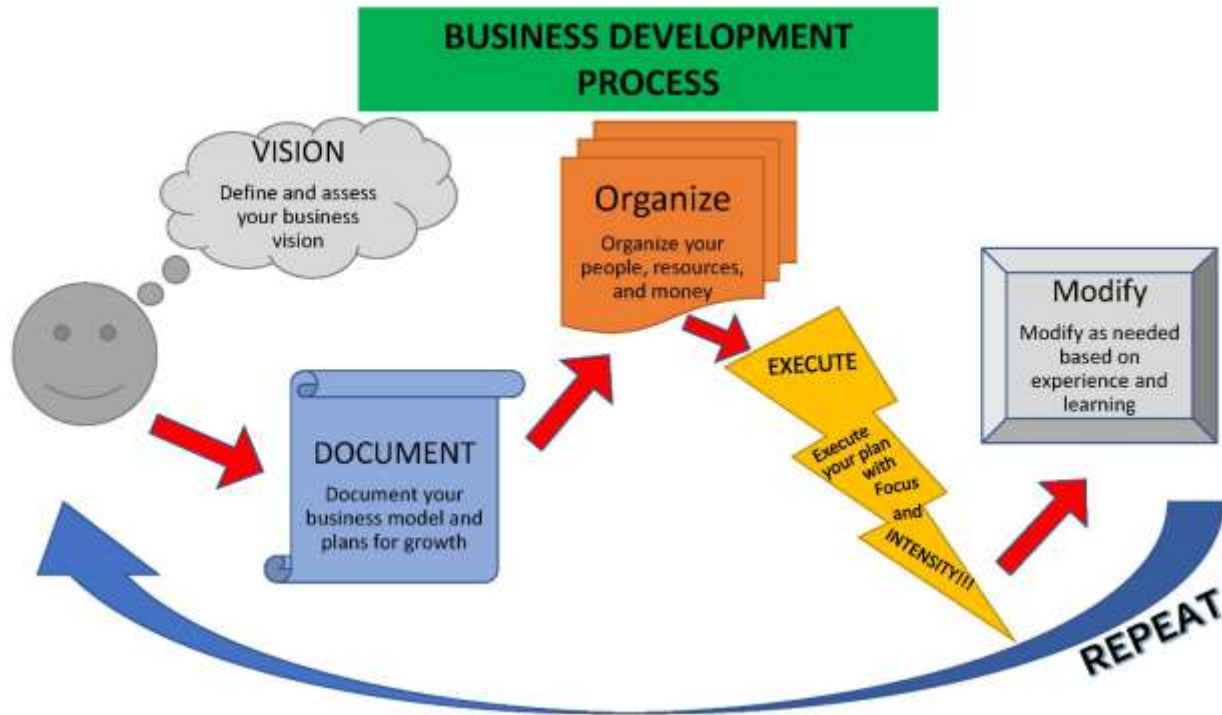
The five-step thought process for guiding the implementation of lean techniques is easy to remember, but not always easy to achieve:

1. Specify value from the standpoint of the end customer by product family.
2. Identify all the steps in the value stream for each product family, eliminating whenever possible those steps that do not create value.
3. Make the value-creating steps occur in tight sequence so the product will flow smoothly toward the customer.
4. As flow is introduced, let customers pull value from the next upstream activity.
5. Value is specified, value streams identified, wasted steps removed. Flow and pull are introduced. Continue the process seeking a state of perfection. Create value with no waste.





Mississippi

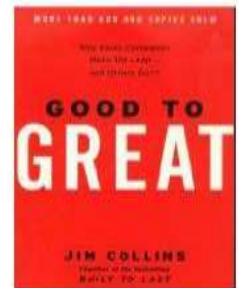


SCORE Mississippi Simple Steps

Our business development process is six interconnected steps:

1. Define and assess your business vision
2. Document your business model and plan for start-up and growth
3. Organize your people, resources, and money
4. Execute your plan with focus and intensity
5. Modify as needed based on experience and learning
6. Keep making progress

Business Success



Write your answers to these three questions:

1. What is it that you really, really want to do or be?
2. In what talent, knowledge, or skill are you better than others?
3. How can you connect to the money?

Business Planning Basics

1. Three Simple Steps to Business Success

- a. Clarify and focus my business objectives
- b. Organize my people and resources into functional systems
- c. Reduce my inefficiency; improve productivity

2. What is my Business Financial Formula for Success?

$$\text{Revenue} - \text{Expenses} = \text{Profit}$$

3. Core Business Functions

All business activities reduce to these four core business areas.

Planning and Management	Financing and Financials
Marketing and Sales	Products, and Services

4. Planning Tools

Which planning tools do you have and use?

Planning Tools	Don't Have	Use Sometime	Use Often
Notebook			
To-Do List			
My Business Basic Ideas			
Strategic Action Plan			
Business Plan Outline			
Organization Chart			
Budget			
Contacts List			
Business Email Account			
Calendar			
30 sec "Elevator" Pitch / Value Statement			
Draft Promo Flyer/Homepage			

My Business Basic Ideas

Please complete each of the following questions in ten words or less for your current/planned business. If not sure, write "TBD" (To Be Determined).

1. Why do I own, or want to own, my own business?
2. What does/will my product or service do?
3. How is it/will it be different from other products or services?
4. Who does/will buy it?
5. Why do/will they buy it from my business and not someone else?
6. How often do/will my customers buy, and at what average price?
7. Where is/will it be sold?
8. Where and how is/will it be made or purchased/
9. When will I be ready to sell it?
10. How do/will I identify, contact, and connect with my customers?
11. How much profit, in dollars per month, would I like to have earned after my next year in business?
12. What other information would I like to share about my business?

Completing the following test will help assess the areas of strength and weakness in your business. Please answer each question with an "X" under YES or NO/DON'T KNOW.

BUSINESS OWNER NAME:		
BUSINESS NAME:		
	YES	NO/ DON'T KNOW
GENERAL:		
1. Are you happy with the current performance of your business?		
2. Do you have detailed goals outlined for your business?		
3. Does your business have the following:		
a. Business Plan (as you might provide to a bank)		
b. Strategic Plan detailing where you are going and how you will get there		
c. Vision and/or Mission Statement and/or Value Proposition Statement		
SUBTOTAL:		
MANAGEMENT:		
1. Do you know your key employees' strengths and weaknesses?		
2. Do you have detailed job descriptions for most or all positions?		
3. Do you (and your managers, if applicable) know how to conduct effective interviews to find the best job candidates?		
4. Do you have a procedure in place for onboarding new employees?		
5. Do you have an evaluation method for your employees?		
SUBTOTAL:		
MARKETING:		
1. Do you have a marketing plan in place for your business?		
2. Do you set specific goals for each promotional campaign or ad?		
3. Do you regularly measure the results of your marketing and promotions efforts?		
4. Are your marketing and promotional efforts bringing in new business?		
5. Does your business have a unique brand?		
SUBTOTAL:		
SALES:		
1. Are you satisfied with your business's current distribution channels?		
2. Are you attracting enough of your ideal customers?		
3. Are you generating enough qualified leads?		
4. Do you set measurable goals for your sales team?		
5. Are you consistently hitting your sales targets?		
SUBTOTAL:		

Continued from previous page

	YES	NO/ DON'T KNOW
FINANCE:		
1. Are you achieving your financial goals for the company?		
2. Has your revenue grown steadily for the past three years?		
3. Is your cash position better than it was a year ago?		
4. Do you regularly monitor cash flow?		
5. Do you track actual expenses so you know why profits are up or down?		
SUBTOTAL:		
OPERATIONS:		
1. Do you regularly establish and document goals, strategies and objectives to run your company?		
2. Do you have documentation, process maps or operations manuals describing your business operations in detail?		
3. Does everyone in your business understand which operational activities have the greatest impact on your business goals and profits?		
4. Do you have systems in place to monitor and control your product costs/job costs?		
5. Are your products or services always delivered on time?		
SUBTOTAL:		
TOTAL:		

Scoring:

- 5 points for each YES
- 0 points for each NO/DON'T KNOW

Score: 0-50

It seems as if there's a lot about your business that you don't know or haven't yet developed. But there are also many opportunities for growth and improvement on which you can begin to capitalize. Think about what you want to achieve as an entrepreneur and develop a plan for accomplishing those goals. Take the time to examine each aspect of your business to identify weaknesses and opportunities for growth/improvement. Work with your SCORE mentor to further assess what's happening with your business.



Score: 55-100













You have a pretty good understanding of what's going on with your business but could benefit from a break from the day-to-day operational activities to develop some strategies for growth. Schedule an appointment with your accountant to examine your finances. Complete an inventory of your work hours to identify how you're spending your time. Perhaps it's time to hire someone to help so that you can spend more time working on your business instead of working in it.

Score: 105-150

You're on top of things. You are doing pretty well and have taken the time to develop plans to ensure you stay profitable. You don't need any help to keep your doors open, but may need some fresh ideas to expand and grow in ways you may not have considered. Meet with your SCORE mentor to help you identify ways to take your business to the next level.

Get help from SCORE mentors. Visit www.score.org to find a mentor near you or get advice online.

<div> IDENTITY</div> <p>Describe your business in one sentence. What do you do and who do you do it for? For example, a bike shop's identity might be: "We offer high-quality biking gear for families and regular people, not just gearheads."</p> <p>Your identity is what sets you apart from the competition. It's how you define who you are as a business.</p>	
<div> PROBLEM WORTH SOLVING</div> <p>Describe the problems that your potential customers have. Why do they need your products or services?</p>	<div> OUR SOLUTION</div> <p>What is your product or service? Describe it here and how it solves your customer's problem.</p>
<div> TARGET MARKET</div> <p>Who are your customers? Describe your ideal customer here and, if you know, how many of them there are.</p>	<div> THE COMPETITION</div> <p>What other products and services do your potential customers use today to solve their problems? How are you better than the competition?</p>
<div> SALES CHANNELS</div> <p>Describe how you will sell to your customers. Will you sell directly to them at a storefront or with a website? Will you use a sales team or distributors? Describe your sales process here.</p>	<div> MARKETING ACTIVITIES</div> <p>What are the primary ways you will reach your customers? If you will be advertising or using PR, describe those activities here.</p>
<div> REVENUE</div> <p>What are your primary revenue streams? Don't worry about listing specific revenue goals when you are early in the process. Instead, describe how you will make money and what products or services will generate that revenue.</p>	<div> EXPENSES</div> <p>List your major expenses here. There's no need to go into a lot of detail in the early stages. Just list the areas that you expect to spend the most money on.</p>
<div> MILESTONES</div> <p>List the your primary goals and objectives that you hope to achieve over the next few months. What do you need to get done to take your business from idea to reality?</p>	
<div> TEAM AND KEY ROLES</div> <p>If you have business partners or need to hire key people to help you launch the business, list those people and positions here.</p>	<div> PARTNERS AND RESOURCES</div> <p>Some businesses need key partners in order to launch. Other businesses may have intellectual property or other resources that will help them get up and running. List those partners and resources here.</p>

 IDENTITY	
 PROBLEM WORTH SOLVING	 OUR SOLUTION
 TARGET MARKET	 THE COMPETITION
 SALES CHANNELS	 MARKETING / SELLING ACTIVITIES
 REVENUE	 EXPENSES
 MILESTONES	
 TEAM AND KEY ROLES	 PARTNERS AND RESOURCES
	18/26

MY BUSINESS

FINANCIAL SUCCESS FORMULA

$$R - E = P,$$

where $R = N * F * Q * U$

_____	R	= Revenue
_____	N	= Number of Customers
_____	F	= Frequency of Purchase
_____	Q	= Transaction Quantity
_____	U	= Unit Price

and, $E = SU + FC + VC + OB + AD + TF + CR$

_____	E	= Expenses
_____	SU	= Start-Up/Upgrade Costs
_____	FC	= Fixed Costs
_____	VC	= Variable Costs
_____	OB	= Optional Benefits
_____	AD	= Amortization/Depreciation
_____	TF	= Taxes and Fees
_____	CR	= Cash Reserves

and, $P = \text{PROFIT}$ _____

Money or financial gain remaining after all expenses are paid

SAMPLE BUDGET

[Be sure to review and adjust all field entries and formulas as needed.]

Timeframe:

Item	Explanations/Details/Notes	Avg./Mo	Per Year	%
Revenue 1	Number X Frequency X Quantity X Price	\$10	\$120	33%
Revenue 2	Number X Frequency X Quantity X Price	\$10	\$120	33%
Revenue 3	Number X Frequency X Quantity X Price	\$10	\$120	33%
1. Total Revenue			\$360	100%
Employee 1	# Positions * hrs/mo @ \$/hr x mos	\$2	\$24	8%
Employee 2	# Positions * hrs/mo @ \$/hr x mos	\$2	\$24	8%
Employee 3	# Positions * hrs/mo @ \$/hr x mos	\$2	\$24	8%
2. Payroll			\$72	24%
Social Security/Medicaid	7.65% X Total Wages		\$6	
Unemployment Insurance	1.3% X Total Salary and Wages		\$1	
Retirement	5% of payroll		\$4	
Other benefits	5% of salary		\$4	
3. Fringe Benefits			\$14	5%
Provider 1		\$2	\$24	
Provider 2		\$2	\$24	
Provider 3		\$2	\$24	
4. Professional Services			\$72	24%
Supplies/Services 1		\$2	\$24	
Supplies/Services 1		\$2	\$24	
Supplies/Services 1		\$2	\$24	
5. Supplies/Services			\$72	24%
Other 1		\$2	\$24	
Other 2		\$2	\$24	
Other 3		\$2	\$24	
6. Other Costs			\$72	24%
Total Costs			\$302	100%
Net Revenue	and as % of total revenue		\$58	16%
v.2021.07.26				

Why Owners Should Start With *My Business Strategic Action Planning*

Many business mentors and advisors advocate writing a business plan as soon as possible. In fact, most current and aspiring business owners don't have the skills or experience to simply sit down and flat out write a business plan.

This can be true even if businesspeople have deep knowledge and expertise in the technical work being done.

For most people, ***business strategic action planning*** is more important and relevant to start the business planning process. This approach starts closer to the earlier, more general business concept stage that reflects their actual position in the process. It provides an actionable pathway to build and test their business model to connect their vision, information, insights, and resources to grow their business success.

We strongly recommend everyone become very familiar with, ***and extensively use***, the strategic **action** planning process in early stages and throughout business model development and operations.

Being proficient in strategic action planning helps us and our clients more easily develop and advance our business models.

As importantly, it also helps our teams operate from the same page, using similar procedures as we plan and develop our business activities.

In both practice and practical application, take some quality time to do these three things, and discuss with your co-founders, mentors, or someone else you trust.

1. Study the following one page description of strategic action planning
2. Review and analyze your personal and business goals, and business environment, to decide what you want to improve
3. Create ***your own personal business strategic action plan*** for how you will improve your business; include one or more of the following three areas-
 - a. expand your knowledge and use of business principles and practices
 - b. attract and engage customers and advocates
 - c. increase your business revenue, profit, wealth, and/or quality of work

Business Strategic Action Planning

Strategic plans incorporate the business vision, mission, goals, and objectives as a guide for action. Success of any business or organization can often be tracked directly to time spent on and quality of their planning process and documents. The basic and essential elements of your plan can be derived by focusing your efforts on answering **three simple questions**. The answers to these questions are the most important elements of your strategic plan and constitute the “backbone” of your business plan.

The goals and objectives of the strategic plan should be **SMART**:

Specific / Straightforward

Measurable / Meaningful

Actionable / Achievable

Relevant / Reasonable

Timed / Timely

1. What is the vision and mission of your business or organization? (the “big picture”?)

The vision statement gives the long-term picture of what success looks like at some future point in time. The mission statement is more action oriented as to what the business does, for whom (or what) it does it, and how it does it.

Initial Thoughts:

2. What are the key strategic goals for your business? (What are you going to do?)

What must you/your business do to be successful and improve - what special skills, organization, and resources need to be in place in order to thrive? These critical success factors, or **strategic goals**, are fundamental conditions that absolutely have to be satisfied if your business is going to win in the marketplace. You must focus most of your time and attention on getting these right.

A strategic plan demands you to express clearly the results you intend to achieve. For most businesses, focus on no more than 3-5 goals that are tied directly to your businesses vision/mission. As you complete one goal, then move on to others.

Initial Thoughts:

3. What specific objectives will help you to achieve those goals? (How will you to do it?)

Identify steps, processes, actions, milestones and person responsible for every objective.

Initial Thoughts:

My Business Strategic Action Plan

Project Title:

Organization Name:

Project Timeframe:

Project Manager:

Project Supervisor:

Vision	
Mission	
Primary Beneficiaries/ Customers	a. b. c.
Key Stakeholders	a. b. c.
Outcomes/ Results	a. b. c.
Outputs/ Activities	a. b. c.
Key Financial Issues	a. b. c.
Risks and Challenges	a. b. c.

My Business Strategic Action Plan

Goals & Objs	Activity	Lead Person	Start Date	Due Date	Done Date
Goal 1					
Goal 1. Obj 1a					
Goal 1. Obj 1b					
Goal 1. Obj 1c					
Goal 2					
Goal 2. Obj 2a					
Goal 2. Obj 2b				-	-
Goal 2. Obj 2c					
Goal 3					
Goal 3. Obj 3a					
Goal 3. Obj 3b					
Goal 3. Obj 3c					

Mississippi Business and Entrepreneur Development Resources

Partial List

**Office of Technology, Innovation, and Entrepreneurship
@ Mississippi Development Authority**

<https://mississippi.org/services/entrepreneurs/>

Business Financing Assistance Programs

<https://www.mississippi.org/home-page/business-services/minority-women-owned-business/financing-programs/>

Minority Business Certification

<https://www.mississippi.org/minority-certification/>

Mississippi Small Business Development Centers

<http://mssbdc.org/>

SCORE Mississippi

<https://mississippi.score.org/>

U.S. Small Business Administration

www.sba.gov/offices/district/ms/Jackson

Innovate Mississippi

<http://innovate.ms/>

Mississippi Alliance of Nonprofits and Philanthropy

<https://alliancems.org/>

Mississippi Secretary of State Business Services

<https://www.sos.ms.gov/business-services-regulation>

Southern Entrepreneurship Program

www.thesep.org

list compiled by

Michael Harris, Associate Manager
Office of Technology, Innovation, and Entrepreneurship
@ Mississippi Development Authority
601.359.3420 / mharris@mississippi.org



Community Based Local Business Development Strategies

... helping start and grow business vitality in Mississippi...



The Entrepreneur Center @ Mississippi Development Authority offers guidance and assistance to plan, start, finance, market, operate, and grow our businesses.

We are dedicated to nurturing Mississippi's entrepreneurial spirit.

Please contact us as your primary resource for information and technical assistance to help start and grow our local businesses and entrepreneurs.



Michael Harris, Associate Manager
mharris@mississippi.org
601.359.3420

the Entrepreneur Center
@ Mississippi Development Authority
www.mississippi.org/tec

Opening windows of opportunity
...for Mississippi entrepreneurs and small business owners...

The Mississippi Development Authority's mission is to foster a strong state economy and vibrant communities through innovation, use of talent, and resources to improve our citizens' lives.