

Silicon Valley SCORE Chapter 405
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Entrepreneur Center
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Visit our web site at: www.svscore.org

1. Business Plan Outline Sites

<http://www.sba.gov/starting/indexbusplans.html>
http://www.inc.com/guides/write_biz_plan/
<http://www.business-plan.com/outline.html>
http://www.inc.com/guides/start_biz/20660.html
www.bplan.com (you can read many plans here)
<http://www.bankofamerica.com/smallbusiness>
<http://www.jian.com>
<http://www.toolkit.cch.com/>
<http://www.Inc.com>
http://www.quicken.com/small_business
<http://smallbusiness.yahoo.com>
<http://www.guru.com>
<http://www.bizcoach.org/start.htm>
<http://www.Bplans.com>
<http://www.sba.gov/starting/indexbusplans.html>
<http://www.sba.gov/sbdc>
<http://www.businessplans.org>
<http://www.howstuffworks.com>)
<http://www.BizPlanIt.com>
<http://www.office.microsoft.com>
<http://www.myownbusiness.org>
<http://www.innovateurs.com/models.html>
<http://www.caycon.com>
<http://www.va-interactive.com/score/businessplan/businessplan.html>

2. Buying and Selling a Business

<http://www.freeman-assoc.com>
<http://www.mergernet.com>
<http://www.usbx.com>
<http://www.nationalist.com>
<http://www.lycos.diomo.com/index.asp?.cat=View>
http://www.scorepdx.org/pdf_4/BRC_4_K.pdf (Comprehensive SCORE chapter reference for this topic)
<http://www.bizbuysell.com>
www.aafd.org
www.sunbeltnetwork.com
www.bizben.com (California only)

3. California Only

License/Permit requirements for California Residents

www.calgold.ca.gov

California Business Startup Kit (fee involved)

www.startupkits.com

Limited Liability Companies and Single Person LLC's (primarily CA info)

http://www.ss.ca.gov/business/llc/llc_faq.htm

4. Consulting Business

<http://tenonline.org/sbc/sref/ap3.html>

<http://tenonline.org/sbc/sref/ap2.html>

<http://www.escus.org/flash/index.html> (Non-profits consulting)

<http://www.nwfusion.com/net.worker/research>

<http://www.Intranets.com>

<http://www.CPADirectory.com>

5. Demographics and databases

<http://www.melissadata.com/Lookups/>

6. E-Commerce (entry level)

www.godaddy.com Domain name service.

<http://www.bigstep.com>

<http://www.freemerchant.com>

<http://store.yahoo.com>

<http://www.gobizgo.com>

<http://www.vastweb.com>

<http://www.swapsmarts.com/home.asp>

<http://www.elance.com/>

<http://www.wilsonweb.com/art/ecommerce/window-display.htm>

7. E-Commerce

<http://www.IBM.com/smallbusiness>

<http://www.fedexcommerce.com>

<http://www.ec.ups.com>

<http://www.e-commerce.com>

<http://www.howstuffworks.com>

<http://www.internet.com>

<http://www.wilsonweb.com> (all-inclusive web marketing and e-commerce guide)

<http://sbdnet.utsa.edu/SBIC/e-com.htm> (detailed listing of e-commerce reference sites)

<http://www.dirtyworksolutions.com/> (traffic building aid)

<http://adwords.google.com>

8. Export Regulations, Partners, Contacts

Establish contacts, register and conduct global business – Dep't of Commerce

<http://www.myexports.com>

www.exportimportlaw.com

<http://Export.gov>

<http://USATrade.gov>

<http://www.tda.gov>

<http://www.SBA.gov/oit>

<http://www.globalpg.com>

<http://www.state.ma.us/export>

<http://www.Exporthotline.com>

<http://www.sbea.com>

<http://www.exportsbdc.org>

<http://www.iexportimport.com/resources/main.htm>

9. Federal /State Government Procurement, Contracts and Subcontracts, Compliance, Regulations

<http://pro-net.sba.gov>

<http://web.sba.gov/subnet>

<http://www.mac.doc.gov>

<http://www.sba.gov/hubzone>

<http://www.sba.gov/library/pubs.html>

<http://www.sba.gov/library/forms.html>

<http://www.comm-pass.com>

<http://www.state.ma.us> (Substitute any state letters to access that state's central info)

<http://www.business.gov> (Links to all Federal Government business services)

<http://www.rcacwv.com/home.html>

http://www.firstgov.gov/Business/Business_Gateway.shtml

<http://www.statelocalgov.net/index.cfm> (Local Government Directory)

<http://www.ccr.gov/> (Central contractor register National Registration)

<http://www.dnb.com/us/> (DUNS number free registration)

<http://www.fedbizopps.gov/> (e posting for government bids)

<http://www.gsa.gov/Portal/gsa/ep/home> (general services site for doing govt. biz)

<http://www.sba.gov/subnet> (SBA subcontracting network)

<http://www.neco.navy.mil/> (Electronic contracting navy)

<http://www.gsa.gov/> (buying from and selling to the government)

<http://www.govcon.com> (If a minority, get status certified by the government--SBA can help)

<http://www.tsn.wes.army.mil/> (services e bid site for tri services)

<http://www.exostar.com/> (Internet based procurement)

<http://www.ccr.gov/> (Government/Central Contract Register)

<http://www.gsa.gov/Portal/gsa/ep/home/> (General services admin.. guide to doing govt. biz)

<http://www.census.gov/epcd/www/naics.html> (NAICS look up guide)

<http://www.govcon.com/>

<http://www.sba.gov/GC/whatwedo.html>

<http://www.nwbc.gov/>

<http://www.nwbc.gov/>

<http://www.womenbiz.gov/>

http://www.usa.gov/Business/Business_Gateway.shtml

http://www.mbda.gov/?section_id=4&bucket_id=150&content_id=2362&well=entire_page (for minorities Small, minority and woman business access to GSA National Procurement Activities,)

<http://www.gsa.gov/oed>

www.pro-net.sba.gov

10. Financing

www.sba.gov

www.score.org

www.vfinance.com (Venture capital resource library)

<http://www.inc.com/guides>

http://www.score.org/workshops/business_angel.html

<http://www.inc.com/articles/details>

<http://www.sba.gov/financing/frprequal.html>

<http://www.sba.gov/financing/frcdc504.html>

<http://tenonline.org/sbc/sref/jg2.html>

<http://www.workingcapital.org>):

<http://www.seedcorp.com> (applies to SE MA area users)

<http://massdevelopment.com> <http://www.bankrate.com/>

<http://www.capital-connection.com>

<http://www.livecapital.com>

<http://www.businessfinance.com>

<http://www.garage.com>

<http://www.businesssek.org>

<http://www.bankofamerica.com>

<http://www.wellsfargo.com>

<http://www.fdncenter.org> (About foundations)

<http://www.blxonline.com>

<http://www.innovativebank.com>

11. Find Competition

<http://froogle.google.com> (Look for competitor's products and pricing)

12. Foreign-born residents – visas, relocation, immigration, INS, Customs, etc.

<http://www.foreignborn.com/>

13. Franchises - Info on products, services and support for anyone interested in franchising, buying a business and dealership businesses

www.theesource.com/rglenister (excellent franchise support for modest fee)

<http://www.howstuffworks.com/franchising.htm>

<http://www.frandata.com>

<http://www.startupjournal.com>

<http://www.bizstats.com>

<http://www.franchiseregistry.com>

14. Franchises for Sale

<http://www.franchise.org>
<http://www.bison1.com/acad/acad-assoc.html>
<http://www.frannet.com>
<http://www.franchisehandbook.com/directory/>
http://www.entrepreneur.com/Franchise_Zone/FZ_FrontDoor/0,4670,,00.html
http://www.score.org/cgi/third_party.cgi?url=http%3A/franchiseemporium.com

15. Government sites – access to all

www.firstgov.com

16. Grant source

<http://12.46.245.173/cfda/cfda.html>
<http://www.sba.gov/sbir/indexsbir-sttr.html>
<http://www.sba.gov/expanding/grants.html>
<http://fdncenter.org>
<http://www.lib.msu.edu/harris23/grants>
<http://www.escus.org>
<http://www.guidestar.org>
www.grantwriters.com
<http://www.sba.gov/services/financialassistance/index.html>
<http://www.cfda.gov> (Guide to government programs)
<http://www.sba.gov/expanding/grants.html> (SBA grant programs)
<http://www.hud.gov/grants/index.cfm>
<http://www.lib.msu.edu/harris23/grants/>
<http://www.fdncenter.org>
<http://govbenefits.gov/govbenefits/index.jhtml>
<http://www.kauffman.org>
<http://www.monkeyfunding.com> (Lots about grants but some links are off topic)
<http://agwa.us>
<http://www.stellargrants.com>
<http://www.niaid.nih.gov/ncn/grants/default.htm>
<http://www.learnerassociates.net/proposal/>
<http://www.proposalwriter.com/grants.html>
<http://www.lindasanchez.house.gov/index.cfm?section=services&service=grants>
<http://www.un.org/Depts/dhl/sflib/libmgnt/grantproposals.htm>
<http://foundationcenter.org/getstarted/tutorials/shortcourse/index.html>
<http://www.research.ku.edu/kucr/howto/writing.shtml>
<http://tiger.uic.edu/depts/ovcr/research/proposals/>
<http://www.willamette.edu/dept/saga/carson/tips.htm>
<http://www.umass.edu/research/ora/dev.html>
<http://www.research.microsoft.com/Users/simonpj/papers/Proposal.html>
http://www.scorepdx.org/pdf_4/BRC_4_Ha.pdf
<http://www.ripoffreport.com> grant rip-offs research, relief, help

17. Guides for Small Businesses (free)

<http://www.unzco.com/basicguide/toc.html> (16 page Guide to Exporting)
<http://www.entrepreneur.com/howto/0,5967,,00.html> (How-To Guides for Small Business)
<http://www.microsoft.com/smallbusiness/resources/marketing/market-research.msp?xid=OVPI555> (Small Market Business Research)
www.actionplan.com (Marketing Newsletter)

18. Home page for any state – replace the xx with your state two letter designation
www.state.xx.us

19. Insurance references

<http://www.iii.org> (Click on: Business)
<http://www.nfib.com>
<http://www.AIG.com>
<http://www.EHSmanager.com>
<http://www.hiaa.org/consumer/guides.htm> (Small-Group Health Insurance Guide)
<http://www.healthinsuranceinfo.net> (“ By States)
<http://www.eHealthInsurance.com> (Research, Compare, apply and Purchase Health Ins)
<http://www.workerscompensation.com/businesscenter>

20. International Cultural and Etiquette Information

<http://www.kwintessential.co.uk/resources/country-profiles.html>

21. International e-commerce, cross border business, guide to B2B international markets

<http://globaledge.msu.edu>
<http://www.emarketservices.com>

22. International Trade - Excellent reference site – sign up for free bi-weekly newsletter

<http://www.fita.org/webindex>
<http://fita.org/tools/index.html>

23. Investors

<http://www.fastangels.com/> (Technology investments only)
<http://www.inc.com/articles/2001/09/23461.html> (INC Directory of Angel Investors)
<http://www.vcfv.com/>
<http://www.privateequitycentral.net/splash.cfm>
<http://www.vfinance.com/home.asp?ToolPage=venca.asp>
http://www.cardinalfund.com/links_venture_capital.asp
<http://www.vcaonline.com/database/?OVRAW=venture%20capital%20firms&OVKEY=venture%20capital%20firm&OVMTc=standard>
http://www.angelcapitalassociation.org/dir_directory/directory.aspx

24. Law Advice

<http://www.businesslaw.gov/>
www.freeadvice.com
www.nolo.com

www.learnaboutlaw.com
<http://www.findlaw.com>
<http://www.corporate.com>
<http://www.willitsell.com>
<http://www.SmartAgreements.com>
<http://www.legalzoom.com> (Complete standard legal services on-line including fixed pricing lists)
<http://www.insiderreports.com/LEGALFRM/B10193.HTM>
<http://www.usda.gov/rus/water/ees/englib/pdf/C-410-02a.pdf>
<http://virginiadot.org/business/const/forms-main.asp>
<http://store.construction-businessforms.com/coprfofocobidf.html>
<http://www.smallbizresource.com/financelegal/>
<http://www.abanet.org> (American Bar Association home page--References to legal profession)
<http://www.acinet.org/acinet/licensedoccupations> (All States Occupation Licensing Information)

25. Library of Congress

www.loc.gov

26. Lending sources - borrow money from individuals not banks

www.prosper.com

www.zopa.com

27. List Sources

<http://www.GreatLists.com>

<http://www.hdml.com>

<http://www.caldwell-list.com>

<http://www.mnileads.com>

<http://www.infousa.com>

<http://www.thomasregister.com>

28. Magazine - for a small fee plus many free articles.

www.entrepreneur.com

29. Manufacturers, ~Asian and/or products and Outsourcing

www.globalsources.com

www.alibaba.com

<http://www.ezgoal.com/outsourcing/>

<http://www.outsourcing-center.com/>

<http://www.vendorseek.com/>

www.outsourcing.com

30. Marketing, Advertising Sales

<http://.www.score.org/intranet/resources/fundamentals.html>

<http://.www.score.org/intranet/resources/10comm.html>

<http://www.knowthis.com>

<http://www.imarketinc.com>

<http://www.marketitright.com>

<http://www.sprinks.com>
<http://www.justsell.com>
<http://www.getpress.com>
<http://www.yudkin.com>
<http://www.gmarketing.com>
<http://www.gmarketingcoach.com>
<http://www.bcentral.com>
<http://www.bizweb2000.com>
<http://www.SmallTownMarketing.com>
<http://sbs.dnb.com>
<http://www.bettermanagement.com>
<http://www.marketresearch.com>
<http://www.quirks.com>
<http://www.marketsegment.com>
<http://www.bni.com>
<http://www.presentations.com>
<http://www.zdnet.com/presentations>
<http://www.zoomerang.com>
<http://www.supersurvey.com>
<http://www.intellicontact.com/index.php>
<http://www.wilsonweb.com> (excellent authoritative source for all e-commerce marketing questions)
<http://www.independent-sales-reps.com/> (Source for connecting with sales reps)
<http://www.sellingselling.com>
<http://www.marketingprofs.com/>
<http://www.marketingpower.com/>
<http://www.gmarketing.com/>

31. Minority and Disadvantaged Business Assistance

<http://www.mbda.gov>
<http://www.usbcc.com>
<http://www.website1.com/aamb>
<http://www.gsa.gov/oed>

32. Miscellaneous good web sites

www.smallbusiness.yahoo.com
www.bizstats.com (Small business profitability)
www.smallbizbooks.com (Guide book by business type)
www.entreworld.com (Quick facts and resources)
www.toolkit.cch.com (Business Owner's Tool Kit)
www.startupjournal.com (Wall Street Journal Small Business site)
www.thomasregister.com (American manufacturers)
<http://www.smetoolkit.org/> (**Excellent free business tools**)

33. Non-Profit Organizations

www.nonprofits.org/npofaq/ A long list of frequently asked questions
<http://www.benevon.com/>

<http://www.idealists.org/>
<http://www.lvdv.com/>
<http://www.sos.state.tx.us/corp/nonprofit.shtml/> (enter your own state)
<http://www.nonprofits.org/if/idealists/en/Home/default>

34. Outsourcing Services

<http://www.ezgoal.com/outsourcing/>
<http://www.outsourcing-center.com/>
<http://www.vendorseek.com/>
<http://www.blogsource.org/>

35. Partnerships and How to Form them

<http://www.vakilno1.com/howto/partnership/contentpartnership.htm>
http://www.ehow.com/how_1842_form-partnership.html

36. Patents, Trademarks, Copyrights and Inventions

<http://www.tenonline.org/sref/jp1.html>
<http://www.uspto.gov/web/offices/pac/doc/general/whatis.htm>
<http://uspto.gov>
<http://www.ftc.gov>
<http://www.loc.gov> (click on "Copyright Office")
<http://www.patentcafe.com>
<http://www.willitsell.com>
<http://www.iplex.com>
<http://www.pl-x.com>
<http://www.aipla.org>
<http://www.howstuffworks.com/patent.htm>
<http://www.micropatent.com>
<http://www.trademark.com>
<http://www.nolo.com>
<http://www.patentpending.com>
<http://www.cpl.lib.uic.edu>
<http://www.cpl.li.uic.edu/cpl.html>
<http://www.loc.gov> (click on Copyright Office)
<http://www.patents.com/copyrigh.htm>
<http://www.patents.com/weblaw.htm>
<http://www.fplc.edu/tfield/copynet.htm> - TOC
<http://www.les.org>
<http://tenonline.org/art/0402.html>
<http://www.loc.gov/copyright>
<http://www.gettyimages.com/>
<http://www.inventorsalliance.org/index.cgi?ba>
<http://www.inta.org/info/faqs.html>
<http://www.copyright.gov>

37. Read summaries of business books before you purchase

<http://www.summary.com/cgi-bin/Soundview.storefront/43d792f300a6df5e27170a0000f8063a/UserTemplate/401?pub=SCORE&refid=137>

38. Retail Sales

<http://www.retailowner.com/>

http://websearch.about.com/od/invisibleweb/a/invisible_web.htm

39. Run your business on-line (Low cost support sites)

Microsoft and Oracle sites for customer management, sales and marketing

www.bcentral.com

www.oraclesmallbusiness.com

40. Sales Territory Management Software (not free)

http://www.empower.com/territory_management.htm

41. Sales Reps and Agents)

www.manaonline.org (a fee site)

<http://www.mep.nist.gov>

<http://www.independent-sales-reps.com>

<http://www.unitedsalesagents.org>

<http://www.greatrep.com>

<http://www.MANAonline.org>

<http://www.Replink.com>

<http://www.mrpusa.com>

42. Small Business Administration On-Line Library – Download helpful business booklets

www.sba.gov/library/pubs.html

43. Small Business sites, marketing plans and ideas, contracts, agreements, incorporate on-line

<http://www.aarp-smallbiz.com>

www.morebusiness.com

www.smalltownmarketing.com

www.soho.org

www.allbusiness.com

www.ideacafe.com

www.improvemybusiness.com

<http://smallbusiness.sbc.yahoo.com/resources>

www.corporate.com (Incorporation site)

44. Starting a Small Business

<http://www.sba.gov>

<http://app1.sba.gov/training/sbprimer/index.html> (Primer course for startup from concept to operation)

<http://www.score.org>

<http://tenonline.org/sbc/>

<http://www.isquare.com/>
<http://www.nfibonline.com/>
<http://www.corporate.com>
<http://www.workz.com>
<http://www.bizmove.com>
<http://www.allbusiness.com>
<http://www.members.tripod.com/houbc>
<http://www.entreworld.org>
<http://www.office.com>
<http://www.about.com>
<http://www.entrepreneur.com>
<http://www.smbtn.com>
<http://www.chamberbiz.com>
<http://www.startupjournal.com>
<http://www.hud.gov/groups/smallbusiness.cfm>
<http://msbdc.som.umass.edu>
<http://ww.smalloffice.com>
<http://www.onvia.com>
<http://www.sba.gov/library/pubs.html>
http://smallbusiness.yahoo.com/r-mainCat-m-1-getting_started-i
<http://smallbusiness.yahoo.com/>

45. Tariff & Tax Information

<http://www.ita.doc.gov/td/tic/tariff/>

46. Trade Show Information

<http://www.globalsources.com/TRADESHW/TRDSHFRM.HTM>
<http://www.apparelnews.net/TradeShows/index.html>
<http://www.buyerzone.com>
<http://www.tsnn.com>
<http://www.exhibitions-world.com>
<http://www.idgworldexpo.com>
<http://www.techweb.com/calendar>
<http://www.websitestates.com/tradeshows.html>
<http://www.tradegroup.com/resources/showdirectories.htm>
<http://www.tradeshowadvisor.com/resources/directories.html>
<http://www.mmaweb.com/meetings/Directory/tradesearchnfr.html>
<http://www.arhs.net/related/trade+show+directory>
<http://www.pcma.org>
<http://www.conventionplanner.com>
<http://www.creative-expos.com>
<http://www.e3expo.com>
<http://www.comnetexpo.com>
<http://www.guerrilla-guide.com>
<http://www.festivalnet.com/index.html> (Crafts Fairs and Events)
<http://www2.tradepub.com/free/fq/>

<http://www.dmnews.com>

47. Venture Capital

<http://www.garage.com>

<https://ace-net.sr.unh.edu./pub>

<http://vfinance.com>

<http://www.venturereporter.net>

<http://www.dfi.com>

<http://www.focusventures.com>

<http://www.3i.com>

<http://www.humwin.com>

<http://www.battery.com>

<http://www.jafco.com>

<http://www.trinityventures.com>

<http://www.atv.com>

48. Women's Business Sites; Center for Women & Enterprise

<http://www.onlinewbc.org>

<http://www.sba.gov/womeninbusiness/wbcs.html>

<http://www.sba.gov/services/specialaudiences/index.html>

<http://www.onlinewbc.gov>

<http://www.cweboston.org>

<http://www.discoverbusiness.com>

<http://www.nawbo.org>

<http://www.springboardenterprises.org>

<http://www.nwbc.gov>

<http://www.wfn.com>

<http://www.womensventurefund.org>

<http://www.wtc-sf.org>