**Resources Available by Client Need**

**\*Items available on South Metro Web Site**

**Client Need: Accountant**

www.mncpa.org-click on “[**Find a CPA**](http://www.mncpa.org/mn-tax-help/)” at the top of the page.

**Client Need: Lawyer or what legal entity**

[**http://www.mnfindalawyer.com/**](http://www.mnfindalawyer.com/)

**How to start a business in Minnesota book.**

\* [**Legal CORPS**](http://legalcorps.org/small-businesses/small-businesses)

**Client Need: Marketing**

[**http://www.ducttapemarketing.com**](http://www.ducttapemarketing.com/)

**Client Need: Cash flow**

[**Cash Flow Templates**](https://southmetro.score.org/local-sponsors-south-metro-SCORE)

**Client Need: Business plan**

[**https://www.score.org/resources/business-planning-financial-statements-template-gallery**](https://www.score.org/resources/business-planning-financial-statements-template-gallery)

[**http://www.sba.gov/writing-business-plan**](http://www.sba.gov/writing-business-plan)

[**http://www.liveplan.com/southmetro**](http://www.liveplan.com/southmetro) **(Special SCORE price of $50 for 6 months use)**

**See SCORE Resources for volunteers’ handout to set up free account for mentors.**

**Client Need: Competition analysis**

[**https://www.score.org/resources/swot-analysis-worksheet**](https://www.score.org/resources/swot-analysis-worksheet)

**Client Need: Employment Law**

[**https://mn.gov/deed/assets/an-employers-guide-to-employment-law-issues-in-minnesota-13th-ed-2016\_tcm1045-133700.pdf**](https://mn.gov/deed/assets/an-employers-guide-to-employment-law-issues-in-minnesota-13th-ed-2016_tcm1045-133700.pdf)

**Client Need: Web site development**

[**https://www.score.org/resources/create-website-your-business**](https://www.score.org/resources/create-website-your-business)

Get domain names at GoDaddy.com or other providers

**Client Need: Use of social media**

[**https://www.score.org/workshops/social-media-demystified**](https://www.score.org/workshops/social-media-demystified)- not working

**Client Need: Funding**

[**https://www.score.org/workshops/small-business-funding-options-todays-credit-environment**](https://www.score.org/workshops/small-business-funding-options-todays-credit-environment)

**Client Need: Sales**

[**http://theprospectingexpert.com**](http://theprospectingexpert.com/)

**Client Need: Insurance**

\* [**Insurance Types Document**](http://score-mn.org/SSM_Docs/2d-Insurance.doc)

**Client Need: References**

[**Reference for Business: Encyclopedia of Small Business**](http://www.referenceforbusiness.com/index.html)

[**US Bureau of Labor Statistics**](http://stats.bls.gov/)

[**Minnesota Department of Employment and Economic Development**](http://mn.gov/deed/newscenter/publications/)

[**https://www.eonetwork.org/minnesota/**](https://www.eonetwork.org/minnesota/)

Users can open the website by pointing to the links above, right click and select “Open Hyperlink” on the popup menu in Microsoft word.

**Email suggestions to Ron Kipp at** **ron.kipp@yahoo.com**