

SCORE

Your Competitive Edge: Free Business Mentoring Through Lockheed Martin's STEP Program

Presented to Lockheed Martin's Small Business Suppliers
Supplier Training Excellence Program (STEP)

A resource partner of the U.S. Small Business Administration

WHO WE ARE

The nation's largest network of volunteer business mentors

SCORE is a 501(c)(3) nonprofit and a resource partner of the U.S. Small Business Administration. Since 1964, we've helped more than 11 million entrepreneurs start, grow, and successfully run their businesses.



Mentoring

Free, confidential, one-on-one guidance from experienced business professionals.



Education

Live and on-demand webinars, workshops, and online courses on every business topic.



Resources

A vast online library of templates, guides, checklists, and tools — all free.

WHY IT MATTERS TO YOU

Built for businesses like yours

As a Lockheed Martin supplier, you're already competing at a high level. SCORE helps you strengthen the foundation underneath that growth.



Access to capital

Navigate financing and SBA loan options to fund growth and fulfill larger orders.



Scale with confidence

Strengthen operations, cash flow, and strategy as you take on bigger contracts.



Expertise that fits

Get matched with mentors whose experience aligns with your business needs.



Every stage

From startup to succession — guidance for wherever your business is today.

MEET YOUR MENTORS

Meet your mentors — and our mission

 Corporate Executives Former leaders from aerospace, defense, and industry	 Finance & Accounting CPAs and CFOs to guide capital, cash flow, and growth	 Marketing & Sales Brand strategists, digital marketers, and sales pros
 Operations & HR Specialists in scaling teams, process, and operations	 Technology & AI Advisors on AI tools, automation, and digital strategy	 Access to Capital Guidance on financing, SBA loans, and cash flow

THE PROCESS

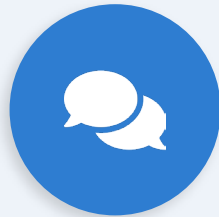
The process to identify and work with a mentor



STEP 1

Request a mentor

Tell us about your business and goals in a short online request.



STEP 2

Meet your mentor

Connect by video, phone, email, or in person — whatever works for you.



STEP 3

Get guidance

Work through your specific challenges with practical, experienced advice.



STEP 4

Grow with support

Ongoing follow-up sessions whenever you need them.

Whatever your challenge, we cover it

 Starting a Business Idea validation, business plans, legal setup, launch	 Financing & Capital SBA loans, business credit, why banks say no, funding	 Marketing & Sales Branding, social media, content, LinkedIn, pipeline
 Leadership & HR Hiring, classification, compensation, emotional intelligence	 Technology & AI Practical AI tools, automation, digital strategy	 Structure & Operations Process, systems, inventory, and scaling for growth

QUICK POLL

Which area would you pick first for mentoring?

Drop your number in the chat:



1. Starting



2. Financing



3. Marketing



4. Leadership/HR



5. Tech & AI



6. Operations

FREE RESOURCES

A full library of free tools



Templates

Business plans, financial projections, cash flow, break-even



eGuides & eBooks

Step-by-step guides on virtually every business topic



Checklists

Startup and operational checklists to keep you on track



Articles & Blogs

Expert how-to advice on running and growing your business



Webinars & Courses

Live and on-demand, plus self-paced SCORE Academy courses



Infographics & Videos

Quick visual references and short explainer videos

Year-round learning

**Live Webinars**

Interactive online sessions with business experts

**In-Person Workshops**

Hands-on local events across Brevard County

**On-Demand Library**

Watch recorded sessions anytime, at your pace

**Business Planning**

Build investor-ready plans and financial models

**Funding & Finance**

Banking basics, capital options, and cash flow

**Growth & Strategy**

Marketing, operations, and succession planning

GET STARTED TODAY

Connect through Space Coast in two steps



1. Request your mentor

Browse the mentor profiles to find the right fit. Once you've chosen, completing the request takes just two minutes.



2. Didn't find a mentor?

Select your Space Coast CIC (Client Intake Coordinator) when you request a mentor.

**They'll match you to the right mentor —
local or national**

Your Space Coast Client Intake Coordinator will connect you with the right mentor for your topic — from our chapter or SCORE's national network — and help track engagement for Lockheed Martin.

SCORE Space Coast — your program partner

We're hosting today's session — and we'd be glad to be your guide into SCORE. **Based in Brevard County, Florida**, our chapter is partnering with Lockheed Martin to make sure you can tap everything SCORE offers, wherever your business is located.



A single point of contact

One dedicated chapter to get you connected.
If the chapter doesn't have the right resource to support you, we will tap SCORE's national network.



Support that lasts

Ongoing follow-up sessions whenever you need them.

LET'S CONNECT

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score.org