

# [www.BusinessResourcesCenter.org](http://www.BusinessResourcesCenter.org)

*the newest business directory  
for Lake and Sumter counties*

## **What is the Electronic Business-to-Business Network?**

The Electronic Business-to-Business Network is an extension of the partnership between the Business Resources Center and SCORE and will provide new, existing, and upcoming businesses a resource directory to locate local tools needed to make their businesses succeed. These tools range from banks and accountants to consultants and employment agencies.

## **What is included in a resource directory listing?**

- Business Name
- Address/Phone
- Contact Information
- 150-word description of your business
- Link to email & homepage

## **How much does a directory listing cost?**

\$200 per year - Chamber Members

\$250 per year - Non-Chamber Members

## **What is the BRC?**

The Business Resources Center (BRC) is a partnership between Lake-Sumter Community College, the Lake County Board of Commissioners, the Sumter County Industrial Development Authority, and the Sumter County Board of Commissioners, as well as SCORE, municipalities, and agencies. To help small businesses succeed, the BRC is committed to providing the counseling, resources and training services needed. The BRC receives over 800 hits per month by people looking for answers to their business questions and needs.

## ***The BRC offers Seminars and Training Programs***

- American Management Association Courses
- Computer Skills
- Customer Service
- Employee Development
- Leadership
- Sales Training
- SCORE Business Training

## ***The BRC in partnership with SCORE provides counseling and guidance on:***

- Starting a Business
- Buying or Selling a Business
- Developing Business Plans
- Tax Reporting Requirements
- Marketing (including Internet Marketing)
- Human Resources & Management
- Financing Your Business
- Strategic Planning for Small Businesses
- Specific Operational Issues such as Inventory, Management, Advertising, etc.
- Training Grants

## ***The BRC provides the following resources:***

- A website that puts you in touch with organizations and sites to help you start or run your business.
- A resource directory on the website to locate professionals to help you when you need them.
- Business Information Center - free use of computers with business software. By appointment at the BRC.
- Direct help to assist you in securing financing.
- An electronic newsletter to keep you informed.
- Surveys & Testing

***Join the first county-wide  
Electronic Business-to-Business Network!***

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A listing in our directory is \$200 per year for chamber members and \$250 per year for non-members. Those financial institutions participating in the Micro Loan program get a listing for a year at no charge. Each listing consists of a brief business summary along with the company's name, address, contact information and web link.

## **STEP 1: BUSINESS AND PAYMENT INFORMATION**

Please fill out the form below and mail or fax it to LSCC Business Resources Center.  
Mail: 9501 U.S. Hwy. 441, Leesburg, FL 34788-8751 • Fax: (352) 435-5044  
*(If sending a check, please make check payable to: LSCC)*

|                                  |             |   |                 |
|----------------------------------|-------------|---|-----------------|
| Business Name _____              |             | Website _____   |                 |
| Contact Person _____             | Phone _____ | Email _____   |                 |
| Business Street Address _____    |             | <input type="checkbox"/> Check Enclosed <input type="checkbox"/> Visa <input type="checkbox"/> Discover |                 |
| City _____ State _____ Zip _____ |             | <input type="checkbox"/> Mastercard <input type="checkbox"/> American Express                           |                 |
| Billing Address _____            |             | Account Number _____  |                 |
| City _____ State _____ Zip _____ |             | Amount _____  | Exp. Date _____ |
| Authorized Signature _____       |             |   |                 |

## **STEP 2: 150-WORD DESCRIPTION OF YOUR BUSINESS**

All business descriptions must be provided to the Business Resources Center electronically via email to [hofft@lsc.edu](mailto:hofft@lsc.edu). Please use "Business Directory" as the subject and include your business name and contact information.

**Lake Sumter**  
COMMUNITY COLLEGE  
**Business Resources Center**  
9501 U.S. Hwy. 441, Leesburg, FL 34788-8751  
Phone: (352) 365-3579 • Fax: (352) 435-5044

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