

E-Coaching Program- E-Coach Application and Profile

Name _____

Address: _____

City _____ State _____ Zip _____

Telephone #: _____ Fax _____

Company/Employer Name _____

Title: _____

Company/Employer Address: _____

City _____ State _____ Zip _____

Company/Employer Telephone #: _____ Fax _____

E-mail: _____

Website: _____

Year Founded: _____ # of Employees: _____ Revenues/yr: _____

Company ownership: Minority _____ Women _____ Private _____ Public _____ Gov't. _____

Stage of your Business (Check one)

- _____ Business Conceptualization
- _____ Prototype Development
- _____ First Year
- _____ Early Stage with Reference customers
- _____ Expansion Stage/looking for funding
- _____ Other- Explain: _____

Briefly explain your core business in 50 words or less:

Check all CORE SKILLS, SPECIALTIES, and /or INDUSTRY EXPERTISE you currently have

CORE SKILLS

- Accounting, Audit, Taxation
- Contracting/Agreements
- Engineering/Science
- Finance/Banking/Investment
- General Management
- Human Resources
- Technology
- Legal/Law
- Marketing/Sales
- Public Relations
- R & D
- Tax
- Other _____

SPECIALTIES

- Benefits Planning
- Business Plans
- Commercial Loans
- Communications
- Compensation/Incentives
- Consulting
- Distribution
- Financial Planning
- Franchising
- Government Contracting
- Intellectual Property
- International Business
- Marketing Research
- Mergers & Acquisitions
- Partnering/Joint Venturing
- Private Placement
- Recruiting
- Software Development
- Strategic Planning
- Team-Building
- Turnaround
- Other _____

INDUSTRY EXPERTISE

- Advertising
- Aerospace
- Agriculture
- Architecture
- Automotive
- Banking (commercial)
- Banking (investment)
- Biotechnology
- Chemicals
- Computer Hardware
- Computer Software
- Construction
- Electronics
- Environment
- Food Management/Service
- Health Care
- Import/Export
- Manufacturing
- Medical/Pharmaceutical
- Publishing
- Real Estate
- Internet/E-commerce
- Telecommunications
- Transportation
- Venture Capital
- Other _____

Areas of Business and management Competence

Read through the skills listed and decide which areas where you can provide help or professional expertise, we will refer to these as your skills and will match you to an entrepreneur with gaps in these areas. *You do not have to indicate your expertise/competence in all the areas, but the more information we have, the more likely it is to match you a suitable entrepreneur. Please rate the following skills by indicating the level of guidance:*

1-No Guidance

2-Little Guidance

3-Some Guidance

4-Strong Guidance

5-Most Guidance

	1	2	3	4	5
Business Start-up and Planning	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Business Environment & Competitor Analysis	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Business Reputation Development & Management	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Writing Success Business Proposals	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Business Strategy Formulation	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Intellectual Property Protection	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Start-Up Legal Issues	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product & Service Marketing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Branding & Advertising	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Marketing research	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
International Marketing	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Regional Sales	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Sales Management	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Managing Strategic Alliances	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Channel Marketing

	1	2	3	4	5
Customer Focus	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Identifying Sources of Business Funding/Finance	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Fund Raising	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Incorporation, Tax, Bookkeeping, Payroll & HR	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Career & professional Development	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Conflict Resolution Skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Negotiation Skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Leadership & Management Skills	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>