



ESFV-0309

The Office of Entrepreneurial Education

The Office of Entrepreneurial Education (OE²) is the educational arm of the NYS SBDC, promoting interest in entrepreneurship through educational programs. **OE²** provides early entrepreneurship training to high school students, preparing them to meet the challenges of owning their own business.

For more information, contact:

New York State Small Business Development Center

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What Skills Can Veterans Learn?

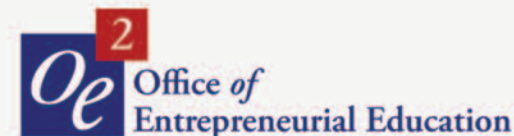
- **Communication** - Writing, verbal, and presentation skills
- **Analytical** - Applying concepts to solve practical business problems
- **Organizational** - Understanding how to put information and strategy into action
- **Strategic** - Setting direction and committing resources for anticipated outcomes, with an appreciation for the risks

*Funded in part through a Cooperative Agreement
with the U.S. Small Business Administration*



EntreSkills for Veterans

**Turning Your
Military Experience
into Business Success**



A unit of the NYS Small Business Development Center

What is **EntreSkills for Veterans™**?

EntreSkills for Veterans™ is a comprehensive, interactive Web- and CD-ROM-based educational tool **developed by veterans, for veterans** and members of the active Reserve and National Guard. It is a self-paced, easy-to-use guide that builds on the talents and skills you cultivated during your military career. **EntreSkills for Veterans™** will help you apply what you learned while you were in uniform to business ownership.

EntreSkills for Veterans™ is based on the Office of Entrepreneurial Education's highly successful **EntreSkills for Veterans™** program, which was developed in conjunction with SBDC business advisors and implemented in NYS high school classrooms. It has been used in New York schools since 2003. **EntreSkills for Veterans™** can help you start a business or improve the performance of an existing business.

EntreSkills for Veterans™ will be especially valuable to severely disabled veterans and those with limited travel capabilities. The CD- and Web-based versions of the educational program are available to veterans at the place and time that is most convenient to them.



What Business Concepts are Covered?

Each chapter of **EntreSkills for Veterans™** includes useful, business-related Web sites and veteran entrepreneur case studies that enable the veteran to study each subject area in depth. The information provided in each chapter builds cumulatively toward the preparation of a finished business plan.

In the military, thorough instruction in military topics plus practical experience in the field are key to completing successful missions.



The self-paced instruction contained in **EntreSkills for Veterans™** is designed to be combined with one-on-one business counseling with an experienced SBDC Veteran Business Advisor to help guarantee successful results. Each chapter contains discussion points that deepen and expand your knowledge and comprehension as you interact with an experienced SBDC Veteran Business Advisor.

Chapter Topics include: *Turning Your Military Experience into Business Success* • *So You Want to Be an Entrepreneur* • *What Type of Business Should You Start* • *Creating Your Business Strategy* • *The Law and You* • *Marketing* • *Managing Your Business* • *Sources of Financing* • *Building Your Business Plan*



The Veterans Business Outreach Program

The **Veteran's Business Outreach Program (VBOP)** provides targeted business counseling and training for veterans interested in starting a business as well as those who own existing businesses. Veteran business advisors at three SBDC regional centers serve Long Island and NYC, the greater Capital District, and Western New York, provide guidance for business advisors serving veterans in other parts of the state. All three of the SBDC Veteran Business Advisors are themselves veterans of the US armed services.

In the last five years, NY Veteran Business Advisors have counseled 5,937 veteran clients—486 of them service-disabled individuals—for an average of nine and one-half hours per client. In the same period, the Advisors have trained 4,766 vets, 503 of them service-disabled.

How Can Veterans Sign Up?

To request a CD-ROM, contact the Office of Entrepreneurial Education at **518-641-0616** or send an e-mail to contact@entreskills.org.

For more information about the SBDC's services for veterans and **EntreSkills for Veterans™**, go to the NYS SBDC website at www.nyssbdc.org. The website also contains contact information for SBDC's Veteran Business Advisors.