



SCORE
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PROFILE

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SCORE EMPLOYEE ARNOLD DUNN HELPS CHAPEL HILL BUSINESS COMMUNITY, YOUNG ENTREPRENEURS



For retired businessman Arnold Dunn, helping local Chapel Hill businesses has been a passion for him the past seven years. After retiring from decades in the business industry, Dunn moved to Chapel Hill. Since this, he has served as a volunteer at a non-profit organization called SCORE.

Dunn has helped ensure that SCORE is a place for entrepreneurs to receive help and guidance in their business ventures. He currently serves as a certified mentor and instructor as well as the volunteer intake coordinator.

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SCORE is a nonprofit organization that strives to help small businesses become successful. The organization offers free classes on various business topics that are taught by mentors who work at SCORE and other business professionals. Mentors work one-on-one with entrepreneurs and business owners to guide them in the right direction.

Before working at SCORE, Dunn had been a successful businessman in the retail industry as well as an accountant for over 30 years. In the late 90's Dunn and his business partners sold their children's clothing company for over \$100 million. He worked as an accountant after selling his company. When Dunn retired, he needed a new passion to put hard work into. He ended up discovering a new organization that he fit into perfectly.

"Someone had mentioned SCORE to me. I looked it up, and the rest is history," said Dunn. Along with the other mentors at SCORE, Dunn brings decades of business and life experience to the table. Dunn added that the mentors at SCORE come from all walks of life and from all across various types of business sectors.

After having a successful career in business, Dunn only hopes he can help others achieve the same goal. Working at SCORE has allowed him to do this. When it comes to mentoring, Dunn can help people sharpen their business ideas, launch businesses and stick by owners and entrepreneurs as they grow their businesses. In an interesting twist, Dunn said that sometimes the best part of mentoring is telling people their business idea may not be the best. He explained that he and his fellow mentors at SCORE would never want to lead anyone down a path where they could lose their life's savings on a business venture. Dunn added: "If you have another idea, come back. We are here, and it costs you nothing."

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Dunn takes pride in making SCORE a place where people can express their ideas freely and know they are getting genuine advice.

“It is a service provided to individuals before they get lost at sea and before they get ripped off by lawyers, accountants, and unsavory people in business. SCORE is a safe haven for people to come to at no risk.”

Dunn always gives his contact information to anyone who comes into SCORE. He wants them to be able to contact him anytime, ask any questions and ensure that the ball is fully in their court.

Through mentoring and teaching, Dunn has found immense gratification. However, Dunn has found that being able to teach people about businesses is the best part of his job.

Dunn was offered to be a guest lecturer at UNC-Chapel Hill starting in the fall semester of 2021. He now teaches a course, Welcome to Entrepreneurship at the Kenan-Flagler Business School at UNC-CH.

This course is offered along with an economics course at the business school and only has around 20 students in it. With such a small class size, Dunn is able to make close connections with his students. According to Dunn, his class allows him to share real-life business advice with students to help prepare them for the real world. He believes that it is important to teach a class that does not explain theories or formulas, but one that helps set his students up to be successful once they graduate.

“The best part is at the end of the class when the students come to say thank you, and I feel that they really mean it,” said Dunn.

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Dunn has gained friendships and gratitude through SCORE, but won't be stopping anytime soon. For the foreseeable future, Dunn will continue to inspire young business minds and help mentor entrepreneurs in the Chapel Hill and Durham area with SCORE.

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