SCORE 1165 Herndon Parkway Suite 100 Herndon, VA 20170

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SPEECH TEXT

The Power of Mentorship and Bagels Blanka Bathory, Speaker

> Thank you all for being here tonight. I work for a company named SCORE that works with entrepreneurs. We help people with their dreams of creating a successful business through mentorship, classes, and problem solving. At SCORE we believe that it is never too early to start your business dreams. I am here today to encourage you to do just that, and for you all to know that SCORE is a tool that can help you succeed.

Leo Barnes was a high school student who wanted to give back to his community during the COVID-19 pandemic. Barnes had been donating bagels to his local food pantry, but he was disappointed by how small his contribution was to fighting hunger in the community.

Barnes asked himself if there was a way to encourage others to donate bagels to local shelters. With this idea, Barnes founded Charity Bagels. His concept was to send

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D-I-Y bagel kits with video instructions and the necessary supplies to customers. These customers then had the opportunity to make bagels and donate a portion of them to a local charity, first responder or emergency service in order to get half off their next kit.

Barnes looked to SCORE to help him succeed in his entrepreneurial endeavors. SCORE offers free mentoring by retired business owners from a variety of fields. Barnes said that when he heard about SCORE, he wanted to learn from someone who had accumulated business wisdom over his or her career. This is when Barnes met one of our mentors, Sally Wilson.

Wilson helped guide Charity Bagels in the right direction and helped Barnes establish local connections, and assisted in the design of the logistical side of the kit assembly.

Barnes felt that Sally was there for him, fighting to make his concept a reality. Now Charity Bagels is a successful company that has been helping the community since 2021.

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Through the highs and lows of building Charity Bagels, SCORE and his mentor Sally Wilson were there for him.

We want to be there for all young entrepreneurs like

Barnes. No matter how large or small your business idea might be, SCORE has the resources to help you. We have many advisors at our locations nationwide if you need mentorship. SCORE offers webinars and courses for free on our website. SCORE will help guide you through the ups and downs of starting a business and help to solve any problems you may encounter along the way.

If you are hoping to start a business but are not sure where to start, or just need a little help visit our website at SCORE-dotorg. It is never too early to start building your dreams of owning a business.

Thank you for your time and have a good night.

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