



Presenter:

Larry Davis

Vice President of Community Relations
SCORE

Work Experience:

- Xerox
- ROLM
- IBM
- Siemens
 - National Director, Public Sector
 - Director, Siemens One
 - Manager, Premier Global Accounts
- The Chapman Group, Executive Vice President

Education:

- B.S., University of Delaware
- Executive Leadership certificate from Northwestern University, Kellogg School.

Memberships/Awards:

- Harvard
 - Committee member on Government and Entrepreneurship
 - Speaker on Corporate Business Culture
 - Speaker on technology in the workplace
- Florida A&M University
 - Board of Corporate Leadership
- Urban School of Math and Science
 - Advisor, Bronx, New York
- MIT Enterprise Forum Baltimore/Washington DC MIT
 - Howard Community College

Presents

The Raymond V. Haysbert, Sr. Entrepreneurship Lecture

**SO YOU WANT TO BE AN ENTREPRENEUR?
YOU WANT TO OWN YOUR OWN BUSINESS?
YOU WANT TO IMPRESS A POTENTIAL EMPLOYER?**

SO WHO CAN HELP YOU? WHO ARE YOU GOING TO CALL?

**Come hear from the organization of executives who are
Counselors to American Business - SCORE**

We are America's premier source of free and confidential small business advice for entrepreneurs. We offer advice online and in person at one of our 364 offices nationwide. We have helped companies like Vermont Teddy Bear, Jelly Belly Candies, Vera Bradley Designs and many companies in our area who are currently working on their own or who are housed at incubator centers in Maryland. We offer resources with diverse backgrounds and diverse experiences in business. We have resources to discuss all aspects of business: Marketing, Human Resources, Manufacturing, Export, Finance and, of course, "where is the money?". If we don't have the resources we can give you direction on where to go to obtain what you need to begin your business.

Recently UMBC has partnered with SCORE to provide SCORE counselors to meet with students on campus to discuss their business ideas about forming a business, and to give them a perspective on opening and succeeding in business. Come join us to learn the myths and the realities about starting your own business. What business tools do you need? What legal status and documents do you need? Where is the capital to start your business? Also a few tips for those who are looking for jobs. Companies today want individuals who are educated, understand their disciplines and can work with an entrepreneurial spirit.

March 30, 2011

12 - 1 p.m. • UC Ballroom Lounge

Contact Vivian Armor at armor@umbc.edu for more information
or visit us at www.umbc.edu/entrepreneurship/speakers.

Speaker Series

The Entrepreneurship Speaker Series provides a monthly platform for successful entrepreneurs to candidly share their experiences and insights with UMBC students, faculty, staff, alumni, and the Baltimore business community. The series highlights experiences, lessons learned, and unique issues and challenges faced by entrepreneurs in the creation of a new enterprise.

Co-sponsored by The Career Services Center

UMBC

AN HONORS UNIVERSITY IN MARYLAND