



January 17th, 2017

**Distribution:** All Active Volunteers

**Jim Dallet -- SCORE Naples**



"I am always talking you up to everyone as the best thing that ever happened to my business as you completely helped me grow and run an actual profitable business (imagine that!)" - Barbara Rooch, ASID Barbara Rooch Interior Environments, Inc. (B.R.I.E.), Naples, Florida.

Contact Jim at [Jim.dallet@scorevolunteer.org](mailto:Jim.dallet@scorevolunteer.org).

**What keeps you coming back to volunteer each year?**

I have been a SCORE Volunteer for 10 years and served two chapters for nine years. I find it very gratifying to be able to share my knowledge with other entrepreneurs who wish to start a business, or are already in business. I think that the positive feedback that I receive from my clients is what keeps me coming back each year.

**Do you have any advice for current volunteers?**

I think that all volunteers are looking to "give back", that's why they are interested in volunteering. I feel that it is important to determine the areas in which you can help, based upon your skill set, and then become involved. Active volunteers are key to our Chapter.

## **What is the key to your success while mentoring clients?**

Just as my success in retail pharmacy was based upon providing customer service greater than expected, I try to provide my clients with more than they expect. I go the extra mile for them. Many do not know how to research, so I help them with links that I have found for them. A Business Plan is daunting for most clients. Most have no clue on how to begin the financial portion of their plan. I walk them through so that they understand. I have spoken with accountants and bankers on their behalf. So I try to offer advice as though the client is my son or daughter. I always try to be honest, even if my advice is that moving forward may be an exercise in futility. I also enlist the expertise of fellow counselors, especially in situations where I feel that the client has a good chance for success. The "home run" is helping a client successfully open their own business or offering advice to a client with an existing business that helps to solve a problem, or helps to turn around their business.

### **About Mentor Jim Dallet**

Jim Dallet was awarded the SCORE Naples 2015 Volunteer of the Year award. He celebrated his 10th anniversary with SCORE this year - the same year in which he achieved the SCORE rating of City Planner, having helped create 21 businesses and over 345 jobs from 2012 to 2015 in the Naples, Florida area.

[Read more about Jim here.](#)

### **Note for Future Chapter and Volunteer Spotlights!**

We've heard your requests for fewer emails!

Starting next month the Chapter Spotlights and Volunteer Spotlights will no longer be separate emails. They will be posted monthly in the following locations:

- The [Volunteer Center Home Page](#)
- In the Volunteer Center [Newsletter Archive](#)
- At the footer of the Leadership Update Newsletter
- At the footer of the News You Can Use Newsletter