



A Better Solution Home Care & Nursing

Service with Excellence for Over 16 Years!
(877) 585-9011 | www.absihc.com

How I Built This

What it means to be a business owner and how to grow your business

Lia Smith, CEO

A Better Solution Home Care & Nursing

ABS Franchise Systems

Score Mentor



Lia Smith

- Began my Career as a CNA working in Facilities and Private Homes
- Worked my way into Private Duty Home Care for over 17 years
- Opened my own Agency in 2000
- We Service Seniors,
- 2015 Developed a Medicare Certified Home Health
- 2016 Began to Franchise the Concept
- Published Author of 4 books:
 - Just Saying, The Home Care Bible, Smart Steps to Big Dreams, Aging with Dignity,

DO

— *what* —

YOU

— *love* —

LOVE

— *what* —

YOU

— *do* —

My Passions~ Why Home Care? Why Franchise? Why SCORE?

- I had experience in home care
- I have a love for Seniors ~ Home Care was a perfect choice for my personality type.
- I have a passion for success
- a drive to conquer the marketplace, Medicare and Franchise were a great fit.
- I have a passion to help that's why Score was a great fit.

Giving Back... Why I mentor others...

- I had no experience in Accounts Receivables and Billing
- 20+ years ago I went into the SCORE offices
- I spent two hours in a small workshop learning about quick books and accounts receivables,
- My workshop leader spent an extra hour with me; I am a slow learner :-)
- I never forgot the kindness of that workshop leader and how they helped me have faith that I could do this, I could run a business.
- As I moved through success, I wanted to do that exact same thing for others.
- I truly had no idea how long SCORE can help with the process, through the success of your business and beyond.
- today I am in a CEO roundtable Group with SCORE learning from other owners, being mentored on a higher level.



My Advice for success



- Grab a Mentor to bounce Ideas off that isn't in your industry at first.
- Start where you are not where you want to be
- Have a plan
- Build what you know, not what you don't
- Have faith in yourself
- Work harder than you ever dreamed possible
- Make sure there is room for you in the marketplace
- Understand your business fully
- Have a budget and have a plan.

Book Giveaway: Fun Facts Challenge

Smart Steps to
Big Dreams.
L.Smith Pratt
[amazon.com](https://www.amazon.com)

- Questions:
- What is the most important thing when starting a business?
- How Many Small Business Fail in their first year?
- How many women owned small business are there today?

Hooray! It's time for a
GIVEAWAY!