



How To **Really** Start Your Own Successful **Business**



By Shaunta Pleasant

Building a life of pure financial success
can be yours....

We are in the middle of a time in the economy;
that most large corporations are showing
us that small business ownership is
the best bet; if you want to end up with a positive
cash flow for your retirement....

It's up to you to get started, Now!

Free YBP Home Based Business **Start Up** Secrets

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YBP Home Based Business Start Up Secrets Newsletter are for people that are **Absolutely Fed Up** with **working for someone else**. They are **ready** to get started on developing their own business. And **ultimately** make their business **Super Successful**. So that one day they can walk into their boss's office and tell him/her these two words... "**I Quit!**"

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Table Of Contents

Chapter 1 Reality Check.....	4
Chapter 2 Picking Your Future Life.....	7
Chapter 3 Business Plan.....	12
Chapter 4 Financial Planning.....	16
Chapter 5 Check It Out.....	18
Chapter 6 Marketing Plan.....	22
Chapter 7 Final Steps.....	27
Business Start Up Articles.....	30
Notes.....	33

Chapter 1

Reality Check...

Over the course of my life I have met thousands of people. The vast majority of them are working class people. **For the most part, they hate their jobs.** Well, they don't really hate their jobs in the traditional sense of the word **hate**, which means an extreme dislike of something. Actually, they like their jobs a little bit. This is because their jobs are paying their bills.

What they really hate is the fact that they are **not** doing in life what they really want to do, which is, **just simply to be healthy, have fun, have more time for their families and enjoy life totally.**

Most people really don't enjoy their lives. They just kind of float through it without a clue of what it is they really want. They do know that the job they are employed at is not it. **So what do they do about it? Nothing!** They just keep on floating away, hoping; maybe they will win the lottery or something.

Building their future is the last thing on their mind. **Why is that?** This is because we as people were never taught by our parents or our schools or from anyone that we should plan our **Futures.** **Why didn't they tell us to save?** This is simply, because they did not know themselves that savings is the **key** to wealth building.

This is a grim statistic that I have read about over and over again. And personally it does not make any sense to me, at all.

Out of 100 people at the age of 65;

- **36 will be Dead...**
- **54 will be Broke, Dependent on Family or the Government...**
- **5 will still be Working...**
- **4 will be Financially Independent...**
- **1 will be Rich...**

Only 5 out of every 100 will be affluent or wealthy. What is the difference between a **rich** person and a **poor** person? The answer to the question is, just simple planning and/or not saving. Basically the **rich save, plan and use leverage. The poor don't.**

So how do we get to the point in life where we can take advantage of the things the rich people get to take advantage of?

1. We have to **absolutely** decide that we want to be rich.
2. We have to **set goals** for what we want to achieve.
3. We have to **plan** the steps to obtain these goals.
4. We have to **take the steps** to reach these goals.

What are some ways you can ensure you have a prosperous future?

Are you going to take the steps to make sure you have a financially successful future?

Are you a Five percent person?

Or

Are you a Ninety Five percent person?

Sometimes it takes real life experiences to make you understand what life is really about. When I was younger, I was considered to be a very smart person. I went to high school and somehow received two years of college credit before I graduated from high school.

When I entered college I simply skipped the first two years and started in my junior year. I was eighteen and not really ready for the mental aspect of studying to get good grades. So I did okay. Basically, I did not study, so I got a lot of **C's**.

I was becoming burned out with all of that college mess so I joined the United States Army Reserve (USAR). Actually, at the time I thought that was a good idea because it really helped me out financially. Plus, when I came back home from the Army I was more serious and ready to finish my degree. I went from a weak **C** student to a solid **A** student in no time flat.

I received my degree and I was ready to get a job. I got one. It was a good one too. I was making really good money. It had great benefits. I was finally making a good living.

But, as time went on, I felt like **I was trapped**. I felt like **I really wanted to be my own boss**, to be the one making all of the key decisions and to somehow help other people start their own business, as well.

Working for someone else was not working for me. So I had to come up with a plan for how I was going to make things happen for me. This was the point in my life that I started to really live.

When are you going to start really living?

Chapter 2

Picking Your Future Life...

You need to make sure business ownership is really what you want. **It's not for everyone.** And it may or may not be for you.

You need to take time and make sure that you have chosen the right type of business for your personality.

For example; if you are not a people person, I suggest you go into a business where you are not dealing with people. A mail order or a net auction business would be a better choice for you.

When people think of home business ownership, there is, for the most part a **big misconception**. That it is easy, no problems and that there isn't anything to it; but that is not true. Business ownership is one of the hardest things that a person will ever do.

Actually, for you to succeed in business or anything for that matter, you will have to decide exactly what it is you really want to do, take the actions to get it done and finally stay in there even if you have to struggle.

Well, I'm sure that someone has thought of a business, started it, started making a lot of money, everything went smooth, and they loved every aspect of their business and finally were able to retire in no time flat.

That's a great story, isn't it? **Chances Are This Will Not Happen To You!** Most people who start any type of business don't succeed. According to a 2001 report by the National Federation of Independent Business (NFIB) the median life span of the termination of a small business is between three (3) and five (5) years, with only one (1) in ten (10) surviving twenty (20) years or more.

What is it that sets a successful entrepreneur apart from the rest of the entrepreneurs? The answer is their **entrepreneurial spirit, competitive drive** and their **willingness to persevere** through the good and bad times is what sets them apart. **Do you have this type of spirit and entrepreneurial drive?**

Have you ever been invited to a home party? And once you arrived and viewed the product line you loved it. Everything about it just turned your entrepreneurial spirit into fast speed. At the end of the party the sales

person/distributor asked if anyone was interested in having a home party. And you replied, **"I will!"**

You wanted to have a party to see how everything would work out for you. So you had a party. You invited everyone you know. Just about everyone you invited came to your party. You all had a great time. You received lots of free gifts just for having a party.

Plus, you were eligible to receive a lot of discounts on any products you wanted to buy. You were so elated. You and your husband had been talking about maybe one of you getting an extra job to help out with the bills anyway; **so why not this?** If that sales person/distributor could do it; **why not you?**

So you signed up to join the company as a sales person/distributor. You paid your start up fees. You brought a start-up kit. You sent out newsletters to everyone that attended your home party. You started to book and have your own parties as well. Things were going great. It took you about six months to break even with the initial money you paid to join the organization.

All of a sudden, it seemed like everyone you know stopped buying from you. **You could not sell anything.** As time went on you just simply went out of business.

So why did it only work for a little while?

What did you do wrong?

Why did you run out of people to sell to, even though you really did enjoy what you were doing?

What could you have done differently?

Well the answer is simple. You should have **networked** with people you know a little more, and also with people you didn't know, as well. Most people know a small number of people, therefore limiting them to that number of contacts. You must contact and talk to more people. Or else, you will not succeed in selling anything on a long term basis.

How do you network? The first thing you must do is market the people you know; this is your warm market. Second you should market the people that your warm market is friends with. Third you should occasionally market people that you have met casually. You can talk to people where ever you go. You can join organizations that are related to your type of business.

If you take the time to **think, plan and organized** the type of business you want to be in and how you plan on marketing and selling your product for the long run, you can be one of the ones that will be successful.

When it cans to home business start up and ownership, there are a few things you might want to consider:

You need to know that it is not absolute smooth sailing with business ownership, if you really want to be successful in anything it is going to take time. It will take time to learn everything you need to learn so that you will become an expert at what ever it is you are doing.

Success will take its time, but it can and will come, **if you work at it, and continue to learn and read and make sure you are an expert at it.**

You have to decide if you want to take all of the time that you will need to do all of the things you will need to do to succeed.

You will need to manage your time.

You have to decide if you want to be the **main decision maker** or **have help with it**. You have to decide if you are going to create your own business or join one that already exists.

You have to decide if starting your own business is for you.

You Have To Pick The type Of Business You Want To Start...

How do you know the type of business you want to start?

[10 Best Home Based Businesses To Start](http://www.yourbusinesspal.com/10_best_home_based_businesses.html)

http://www.yourbusinesspal.com/10_best_home_based_businesses.html

We have compiled a list of **10 best home based business (es)** that are great choices to pick from if you are absolutely sure you want to start a business or add a multiple stream of income to your present business venture.

How do you figure out what will work for you?

There are several ways to decide on the type of business you want to start or become a part of:

1. Just picking one that you feel is **interesting...**

2. Picking one that you really **enjoy...**
3. Picking one that you have **inherited...**

More ways:

4. You can buy an **existing one...**
5. You can **create one...**
6. You can join a **business opportunity...**
7. You can join a **MLM/Network marketing...**
8. You can buy a **franchise...**

You can succeed in any one of these types of businesses. Just make sure you totally enjoy what you are doing. Make sure that it is one that makes you smile with excitement every time you think about it.

How do you pick the right business for you?

You have to have the right personality for business start up;
<http://www.tlmanage.com/pcheck.html> can help you figure this out.

You will need to ask yourself these two (2) statements:

Statement 1:

I would like to do _____ for the rest of my life.

Statement 2:

When I think of _____ as a career, it just excites me.

1. You can ask and answer these statements as many times as you want to.
2. Do it every day until you can decide the answers that best fit your future plans.
3. Write each of your answers down on a blank sheet of paper.

4. Make sure that the answers you choose are the things you really want to do mostly and that they are the things that excite you.
5. You need to narrow it down somewhere between two (2) and five (5) answers. You really don't need more than that to help you make a good decision.
6. Rate all of your choices on a scale from one (1) to ten (10). One (1) being the worst and ten (10) being the best.
7. The closer you are to the number ten (10), the better you will enjoy your choice.

This whole process should help you to choose a business that will work for you.



Note: That even a ten (10) can become a zero (0) after you try it out. And you find out you really don't enjoy doing it.



Chapter 3

Business Plan...

At this point you should know whether you want to start a business or not. There is always a chance that you will be the next Bill Gates. If you don't get started; **how will you ever know the answer to that question?**

Once you have made the decision and totally understand that it is **not all smooth sailing**, but actually more work than you can imagine.

If you are really ready; let's get started... The next thing you will need to do is write a **business plan**. The reason you need to write one, is because, it will help you plan your business. Just the simple act of writing it really helps you to take the idea of business ownership seriously.

It forces you to take an unemotional look at what you are putting together, on what you are planning and it helps you to properly and effectively work toward your business success.

You can put it together yourself or have one professionally prepared for you.

What Is Included In It?

A Business Plan conveys your business goals and the strategies you'll use to meet them. Your goals should include ways to confront potential problems, the organization structure of your business and the amount of capital required to finance your venture and keep it going until you break even and ultimately move into a positive financial future.

[Writing A Business Plan](http://www.yourbusinesspal.com/writing_a_business_plan.html)

http://www.yourbusinesspal.com/writing_a_business_plan.html

Writing a business plan is one of the most important aspects of starting a business in today's every changing environment. **Why is writing a business plan so important?**

It should include an:

- Executive **Summary...**
- Business **Description...**
- **Marketing** Strategies...
- Competitive **Analysis...**
- Design and Development **Plan...**
- **Operations and Management Plan...**
- **Financial** Strategies...

Executive **Summary...**



It outlines and describes the product or service you will sell. This is the first thing the readers should see. The executive summary describes the business and its legal form of operation. It should be short and brief. It should be between a half and a whole page.

Business **Description...**



The business description should describe the business in great detail. Here are a few things that should be included in your business description:

- **Wholesale or retail.**
- **Food service.**
- Why is it **popular?**
- **Target** market.
- Products or **service.**

Market Strategies...



What is a target market? It is the section of the **population** that you plan on **marketing** specifically.

What is your market?

- It is the **size**,
- the **growth**,
- the **prospects**,
- the **trends**,
- the **sales potential**,
- the **people** you're targeting.

Competitive Analysis...



You can use market research to understand the strengths and weaknesses of your competitors.

In every business there is competition. You must recognize this and have a strategy to deal with and overcome it.

Design And Development Plan...



It describes your product's design and charts its development. This section should describe the product design and the materials used in its development.

Operation And Management Plan...



This section describes the day to day operations of the business. It should explain the responsibilities of everyone that is involved with it. It should also include their experience and qualifications.

Financial Strategies...



The **Financial Statement** is the **heart** of your business plan. It shows the profitability of your business.

The **Income Statement** explains the **business cash generating abilities**. It projects such items as the revenue, expenses, capital and cost of goods sold.

The **Cash Flow Statement** explains the **amount of money going into and leaving your business**.

The **Balance Sheet** includes the **assets, liabilities** and **equity** of your business.

The **Business Plan** is one of the most important things you will need to do before you get your business started. With a good **Business Plan** you may be able to obtain a business loan, or other financial help. This is the heart of your business. It can chart the success of your business.

Chapter 4

Financial Planning...

You need to make sure your personal finances are in order; I have read article after article about people who overcharged all of their credit cards to start a business.

Most of the people I read about ended up becoming very successful. But, on the other hand, there were people who attempted the same thing and did not succeed. **What works for someone else may or may not work for you.**

So, **be real**, and realize that you must be reasonable with everything you do that's related to your money. You can take risks, but be reasonable. **If you are not reasonable you could end up dead broke.**

When it comes to starting a business, **it takes a little money to make money.** The reality is you need to somehow obtain a little money to get started. Maybe you can get a loan, or borrow from your family or friends or come up with the money yourself to get started.

Okay, let's say you become a member of a MLM company. When you join, you have to pay **\$25.00 to sign up**. Then you buy a **start up kit**. It cost you \$159.00. You then buy all of the paper and pencil supplies you need. That cost you \$80.00.

You then need to buy a computer, a printer and a fax machine; because this equipment will help you with all of your word processing, accounting, making fliers, making brochures and so on. This will cost you at least \$1500.00. The cost of day to day operations, the cost of entertaining your prospects and the cost of classified ads will all accumulate as well.

Do you get the point? You are going to spend some money to start a business.

I think it is a good idea to start small and work your way up to the big time. **The big winners in business are mostly self-made. People who want to succeed at anything must first learn the ropes of their business. Business ownership is very risky.** It is best to make sure that you have a sure thing before you leave your job, but if you decide to do so anyway.

You will need to cover your assets. Make sure you have enough money to live off of for at least 6 to 12 months.

I recommend you:

- Paying off all of your bills.
- Make sure you have 6 to 12 months put aside to cover all of your personal and business expenses.

**6 to 12 months of Personal Expenses
6 to 12 months of Business Expenses**

This is the minimum amount of liquid assets you will need to cover your life for 6 to 12 months. There are no guarantees that your business will make it, so you need to make sure you don't go broke trying to start one. You need to make sure your finances are absolutely in order before you start.

What Ifs Can Get You Every Time...

- **What if** your business **doesn't** make it?
- **What if** your **finances** are in bad shape?
- **What if** you just **can't** make it work?
- **What if** you are just not making it as a **business owner**?
- **What if** you feel like there is **no hope** for you?

But chances are; if you have **studied** and become an **expert** in the **type of business** you are starting. **You will be way ahead of most others business owners.** I waited until I knew for sure that I had a good thing before I left my real job to venture out on my own.

Credit Check...



So how good is your credit? If it's good, you are in great shape. **But, if it's not** very good, you need to take the actions to correct it.

There are some steps to help you to become successful:

- **Saving** at least **10%** of your **income**, maybe more...
- **Stop spending** more then you make...
- Get a **copy** of your **credit report** and **make sure everything is correct** on it...
- If everything is not correct, **take actions** to correct it...
- Determine what you are doing wrong and **fix it...**
- You may be able to negotiate with your creditors...



Some of the secure credit cards may be a rip off. Make sure you are getting a good deal. Some are good, but, on the other hand, some are bad.



The standard cost of a credit report is some where from \$2 to \$8 depending on where you live. Residents in Main paid \$2; the residence in Connecticut paid \$5; and the residence in Minnesota paid \$3. The standard fee in most other states is \$8.

This is a list of the three most popular credit reporting agencies:

Experian
Consumer Assistance Department
PO Box 2104
Allen, TX 75013-2104
<http://www.experian.com>
1-888-397-3742

Trans Union Corp.
Consumer Disclosure Center
PO Box 403
Springfield, PA 19064-0403
<http://www.tuc.com>
1-800-685-1111

Equifax
PO Box 105496
Atlanta, GA 30348-5496
<http://www.equifax.com>
1-800-685-1111



You may request one free report every year if you certify that you are unemployed but actively seeking work; on welfare; or believe your credit file contains inaccuracies resulting from fraud. You may also request a free report if you were denied credit, employment, insurance or rental housing based on or in part because of your credit report.



Chapter 5

Check It Out...

If you are starting a business from scratch, I am sure you are going to do every thing you can to make sure you know everything possible there is to know about your product(s) or service(s), or even if you are thinking about buying into a franchise, you are going to **check everything out, right?**

So why is it when most people buy into a business opportunity they get got? This is because they just don't take the time to make sure it is a reputable company.

- You need to make sure you are dealing with a company that is not out to **cheat you...**
- Make sure that they have **quality product(s)...**
- Make sure that they have a **good marketing plan...**
- Make sure that they have a **good stock of items (inventory)...**
- Make sure that they have **dependable delivery...**
- Make sure that it is something **you want to do...**
- Finally, make sure that you **don't get got...**

Here are some places you can use to investigate and research information about starting a business:

- The **Library...**
- **SBA** Resource Center...
- **Better Business Bureau...**
- The **Internet...**
- **The Company** you are interested in.....

Just make sure you are dealing with a company that is in it for the long run and not trying to get over on you.

Chapter 6

Marketing Plan...

This section is crucial to the future success of your company. **Why? Because if you don't plan and take steps to achieve your Marketing Plan. You will not achieve anything.**

Your **Marketing Plan** should focus on your customer's needs; **not yours.**

Your plan should include:

- Define your **product...**
- Describe your **target market...**
- Define a **communication plan...**
- How are you going to **advertise...**

Define Your Product(s)...

- The first thing you will need to do is **define** your **product or service...**
- You will need to **show how** you are **different from your competitors...**
- **Analyze** your **product features...**
- **Think** of the type of **person who will buy it...**

Describe Your Target Market...



- **Develop** a **profile of the type of person** who will buy your product or service...
- **Male, female** or **both...**
- **Leader** or **follower...**
- **Old, middle age** or **young...**
- **Teenage, children** or **baby...**
- **Rich, middle class** or **poor...**
- and **so on...**

Define A Communication Plan...



Communications includes everything from **logo design and advertising** to the **public relations and promotions** of your business.

Find out what your target market read and listen to. This can help you to understand them and to relate to them; so that you can market them in the correct manner.

How Are You Going To Advertise?



Direct Marketing (DM) - This is where a sales person is the one that is selling something directly to the consumer.

Most companies use this form of selling at **some point or another**. This is the most popular way to sell and you will eventually use it to get your product moving. A lot of companies have come up with a great way to market using Direct Marketing.

For example, there are a lot of companies that sell cosmetics, baskets, lingerie and insurance. They, for the most part are marketing women to buy and sell their product line. Putting together a good target of people or marketing a certain type of person is a good idea.

For example, if you are trying to market only men, you would need to put your advertisements in places where men could read it.

The way a lot of these companies market their products is; they have their sales people individually recruit new sales persons and to also sell their product line. Any time you go to a major department store, or just a regular person selling something to you, you are dealing with a **Direct Marketer**.

Home Party Plan (HPP) - This way of marketing is where the sales person has clients to have a party at their home for their product line that they are marketing to sell.

A lot of these companies, that market this way, for the most part markets females to sell their product(s). The way they work is a hostess invites you to their home and the direct marketer shows you their product line for the purpose of trying to convince you to buy their wonderful product line.

Usually when the party is over the DM of the HPP business also tries to see if you are interested in selling their products as a business opportunity for you to consider. HPP has been working for years and is a good way to introduce people you know to your product line.

Network Marketing and Multi Level Marketing (NM or MLM) - This is where the sales person either sells you a product and/or attempts to recruit you in their down line of their sells force.

NM and MLM are the **second fastest growing** industry today. The **technology** and **computer industry** is in **first place**. MLM is growing at a rapid pace; this is because of the way it is marketed. It is marketed in levels or one (1) person recruits, other people, and then those people also recruit other people and so on.

If you become good at it, it can become an endless stream of residual income for you. You also get a percentage, up to a certain amount of levels down from people that you have recruited from your personal sells. With a lot of NM and MLM companies you can also get a commission from people that sell the product line under you.

Therefore, you can make money from your own sales and also from sells of others.

So I'm sure you can see how this industry is growing rapidly.

Mail Order - This is selling a product via the US or international mail system.

The next three things we are going to discuss are all popular ways to market via the mail systems. **Catalogs, Flyers** and **Brochures** are all good ways to market your business.

- **Catalogs** are a group of products displayed in the form of a book.
- **Flyers** are one (1) or more sheets of paper that display or invite you to purchase a product or service.
- **Brochures** are a single page that is divided into sections. It explains and displays the product that is being marketed.

The way most of these things are sent to people is by using bulk mail which is mailing a large amount of catalogs, flyer or brochures at one time, another way to market using mail order is to use mailing list that you purchase from a mailing list broker. This is a very successful way to market. Most of all of the department stores uses the catalog method and they have been around for a long time and are still going strong. **Need I say more about it?**

Classified Ads - is a small ad in a **newspaper, magazines**, on the **Internet**, in small local papers and so on.

Classified ads are a very inexpensive way to market when you are starting out. This is probably the best way to market in the beginning of your business career, mostly because of the cost.

Space Ads at the beginning of your career should be pushed off for later or until your business is becoming more successful. The cost on these ads is very expensive compared to classified ads.

Plus, if you have access to the Internet the cost to advertise on it is just as reasonable as newspaper classified Ads.

I recently researched the prices to run ads on one of the more popular Internet servers. The cost of an Internet classified ad was as follow for a two-day ad for a product under \$100.00 was free. For a two-week Ad the cost was \$12.95 and the cost for a year of your ad on this server was \$160.00 which is only about \$3.00 a week to advertise your product or service. **This is really not that much to pay for advertising your product.**

The **Internet** is a way to; in a sense you create your very own store front or display ad by having your very own web site.

Mass communication, computer and technology is the fastest growing industry today. Just about all of the companies, now a days, are creating their own web sites.

Web Site is a way to display your products or services so that anyone with Internet access can upload your site to view it.

You also have access to millions of people all over the world to market your product or idea to. I'm telling you with the Internet if you just **Market, Market, Market** correctly; you will eventually **Sale, Sale, Sale**.

Chapter 7

Final Steps

Get A Fictitious Business Name

You need to file a **fictitious business name (DBA)**, doing business as. You file it with the **Secretary of the State for the state you live in**. Once you have filed it, **you are basically in business**. You have the title of your business.

What Do You Need To Do To Get One?

You need to call the **Secretary of the State** for your state. Ask for the forms that you will need to file your fictitious business name. They will mail them to you. You will need to fill them out, get them notarized, get a money order for the fee and send it back to them to be filed.

The fee is \$7.00 in the state of MO, but can range from about \$7.00 to \$100.00 to get one, depending on your state. About a week later they will mail you a copy of your registration. And you are registered.

This is only a name. It is not protected. To protect your business name you will need to trade mark it with the Patent and trademark office at:
<http://www.uspto.gov/>

Your name is also protected if you become incorporated.

Take Care Of Your Taxes

It is always best to make sure you have qualified persons handling your business activities. But it is also good to know a little bit about it yourself so that you can

have an idea about what is going on with your business. Call your state IRS, they will have all of the applicable forms you will need. Plus they can help you with free government publications about this subject. You can obtain these publications by calling 1-800-829-1040. Some of them are free and some cost a few dollars or visit their web site at: <http://www.irs.ustreas.gov> .

Make sure you get a Tax ID number from your state. This will make it possible for you to pay the applicable taxes from your customers that are due from your business sales. Call your states IRS and they can direct you to filing for you State Tax ID number.

Keep good records of all of your **business expenses...**

Hire a qualified [Account/CPA...](#)

Get A Separate Bank Account



This is simple. Even if you are a sole proprietor and your business activities are all covered under your personal Income Tax. It is still best to have a separate bank account. Good record keeping is a form of organization. You want all of your personal and business activities organized.

The Checklist For Keeping Good Business Records can help you organize your business records: <http://www.tlmanage.com/checklistbusrecords.html> .

Make sure you separate your personal records from your business records. Set up a Federal Tax ID# or EIN and get a separate business credit card. This makes it easier at tax time to keep track of your personal and business records if they are separated from each other.

Other Necessary Licenses



Depending on the type of business you have, you may need a business license or permit. Call your local government office and ask them if you need any licenses to do business at your location.

Here is a list of licenses you may need to obtain depending on the type of business you start.

- **Business**
- **Liquor**
- **Cigarettes**
- **Food**

Get A Business Lawyer

A **lawyer** is a must. They can help you with every aspect of starting and running your business. They can help you with writing a contract and any legal questions and problems you might have. They will be able to make sure that any legal problems would be handled in the proper manner.

Get Commercial Business Insurance

This **insurance** is for people that are in business. This insurance can cover you if someone is suing your company. It kind of works like car insurance: If someone sues you, it will protect you. It will protect you up to the amount of coverage you have taken out. They will fight to protect you, just like car insurance does.

Contact a commercial insurance agent. They will be able to answer any questions you may have on this subject.

Set Up Your Inventory

Setting up inventory depends on the type of business you are a part of. You may or may not need to have inventory.

Market! Market! Market!

Bonus... Business Plan Stuff...

So What Are The Steps To Get Started Writing Your Business Plan?

YourBusinessPal.com has put together a **three fold process** to help you get your **business plan** written in an expedient amount of time.

The **first fold** of the process is to work on and complete the YourBusinessPal.com **Business Plan Work Shop**. This is a **printable worksheet** that will ensure that you keep notes and write your plan correctly.

The **second fold** of the process is to review the YourBusinessPal.com **Sample Business Plan**. This plan will help you write your **Business Plan** in the correct manner.

The **third fold** of the process is to review the YourBusinessPal.com **Business Plan Checklist**, it will make sure you have not forgotten anything that should be included in your **business plans**.

After you have completed the YourBusinessPal.com **Three Fold Business Plan Process**, you will be ready to write your **business plan** to help you succeed in business in today's ever changing tough business environment.

[Writing A Business Plan ...The first fold...](http://www.yourbusinesspal.com/writing_a_business_plan.html)

http://www.yourbusinesspal.com/writing_a_business_plan.html

Writing a business plan is one of the most important aspects of starting a business in today's every changing environment. **Why is writing a business plan so important?**

[Small Business Plan Sample ...The second fold...](http://yourbusinesspal.com/small_business_plan_sample.html)

http://yourbusinesspal.com/small_business_plan_sample.html

This **Small Business Plan Sample** will help you write your **business plan** in the correct manner. You will get to see what a business plan really looks like. And also see how it can help you.

[Business Plan Checklist ...The third fold...](http://yourbusinesspal.com/business_checklist_plan.html)

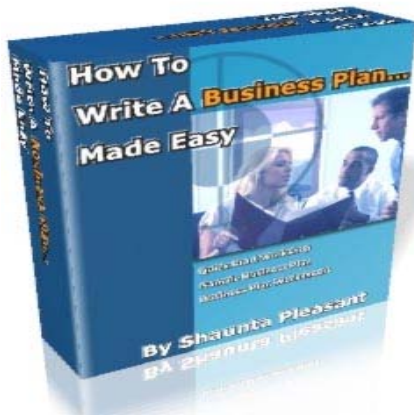
http://yourbusinesspal.com/business_checklist_plan.html

Business Plan Checklist, will make sure you have not forgotten anything that should be included in you business plan.

Do You Think A Business Plan Will Help Your Business Advance To The Next Level?

Most people assume that it is difficult to prepare a business plan. Nothing could be further from the truth. It is easy to do...

Writing your business plan is one of the most important aspects of starting your business in today's ever changing business environment...



Your business plan can help with;

Saving on accounting fees...

Saving on attorney fees...

How can your business plan help with some of these fees?

Well, with a properly prepared business plan it will point you in the right direction to help you avoid overpaying those fees...

But, what are the steps you need to take to get your business plan written in a manner for a lender to give you a second look?

These steps will be included in your Financial Strategy...

Your business plan can provide potential lenders with details that may help you with getting financed.

So how do you get started?

So many entrepreneurs are jumping into business ownership without first planning their new venture. A business plan is one of the first things you will need to write before you get to far alone into business ownership.

How To Write A Business Plan... Made Easy

Everything banks, lenders and the SBA look for! Produce your business plan quickly and easily... For entrepreneurs and small-business owners.

<http://www.business-plan-made-easy.com>