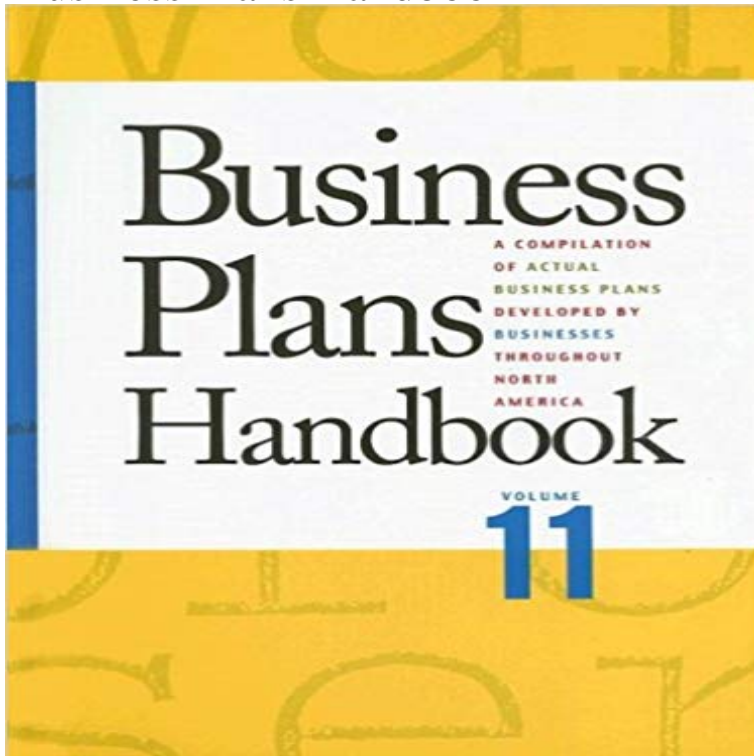


Business Plans Handbook



Business Plans Handbook is a collection of actual business plans compiled by entrepreneurs seeking funding for small businesses throughout North America. For those looking for examples of how to approach, structure and compose their own business plans, the Handbook presents 24 sample plans taken from businesses in the manufacturing, retail and service industries -- only the company names and addresses have been changed. Typical business plans include type of business; statement of purpose; executive summary; business/industry description; market; product and production; management/personnel; and financial specifics. This edition also contains a business plan template and two fictional business plans -- all of which can aid users in developing business plans of their own. Also featured is a listing of organizations, agencies, and consultants; a glossary of small business terms; and an updated bibliography.

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