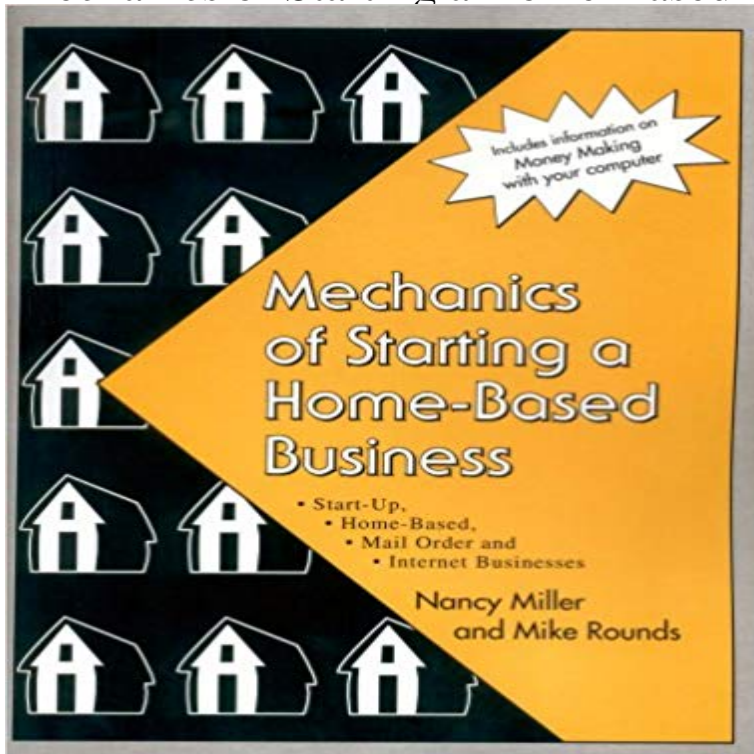


## Mechanics of Starting a Home-Based Business



Americas work force went home and stayed there! Every day you re inundated with e-mails and late night television commercials claiming that you can get rich overnight because there are more businesses than ever that can be operated from your home, using your computer. But what do you really need to do to start a business without losing your shirt? How do you separate the hype from the facts? The answer to building your business lie in the street smart how-to material presented in these pages. Creating start-up, home-based, mail order and Internet businesses, either full or part-time, doesn t take a lot of money. It just takes the knowledge of what to do and how to do it. This comprehensive book shows you: How to watch for trends for new products and where to get them Where to find product without having a warehouse full of inventory Home-based businesses that utilize your computer and skills How to use a web site as an effective business tool (going beyond the hype) What type of legal structure your business should be The benefits of home-based business tax deductions Step-by-step procedures for setting up a merchant account to accept your customer s credit cards How to place newspaper ads (space, display and classified ads) economically The elements necessary for an effective ad How to select the benefits over the features of your product or service This book is equally applicable for start-up, home-based, mail order and Internet businesses that offer services or products.

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