

SmartStart

Your Iowa Business

BUSINESS/REFERENCE

Let SmartStart pave your way through today's complex business environment.

You may be like more than 35 million other Americans — you dream of owning a business. In fact, there has never been a better time to start a small business. According to a recent research study by the Entrepreneurial Research Consortium, one out of three U.S. households has someone who is involved in a small business startup. With statistics like these, the odds seem to be in your favor... until you start dealing with the many regulations, laws, and financial requirements placed on twenty-first century business owners.

SmartStart Your Iowa Business goes a step beyond other business how-to books and provides you with:

- ◆ Quick reference to the most current mailing and Internet addresses and telephone numbers for the federal, state, local, and private agencies that will help get your business up and running;
- ◆ State population statistics, income and consumption rates, major industry trends, and overall business incentives to give you a better picture of doing business in Iowa; and
- ◆ Checklists, sample forms, and a complete sample business plan to assist you with the numerous start-up details.

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SmartStart Your Iowa Business is your roadmap to avoid legal and financial pitfalls and direct you through the bureaucratic red tape that often entangles fledgling entrepreneurs. This all-in-one resource tool will give you a jump start on planning for your business and includes:

- ◆ State-specific information on issues like choosing a legal form, selecting a business name, obtaining licenses and permits, registering to pay taxes, and knowing your employer responsibilities;
- ◆ Methods to develop a powerful marketing strategy, create a favorable public relations plan, and confidently price your product or service;
- ◆ Guidelines for writing a smart and functional business plan;
- ◆ Federal and state options for financing your new venture;
- ◆ Tips for gaining control of your business' finances; and
- ◆ Advice on purchasing insurance, hiring employees, and defining your company's policies and procedures.

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