

Small Business Spotlight



Exploring what it takes to be
a successful small business.

Small Business For DummiesR

Richard D. Harroch



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Starting an Online Business

All-in-One Desk Reference For Dummies Shannon Belew, Joel Elad, 2006-10-02 Eleven minibooks comprising nearly 800 pages offer would be online entrepreneurs all the information they need to launch an e business and succeed in today s marketplace Unlike competing guides this book explains how to redesign a site retool marketing strategies and run a nonprofit site as well as offering in depth coverage of how to secure a site and move from retail to e tail Minibooks cover online business basics legal and accounting matters Web site design operational issues once a business is up and running Internet security how to boost sales taking a brick and mortar business online storefront selling at eBay and elsewhere fundraising at a nonprofit site running a niche e business and advanced e commerce techniques and strategies

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Starting A Business For Beginners & Dummies Giovanni Rigters, If you have a great idea why not turn it into a lucrative career path Starting your own business is possible and this book will give you all of the tools and advice necessary You will learn how to craft your idea from its beginning stages into a business that is successful and functional By following these steps you can make sure that you are putting all of your time and effort into the business correctly No matter what your dreams are or what you envision for your business it is possible if you are willing to put in the work This book makes it easy for you serving as a guideline to follow so you always know what to do next

Small Business for Dummies/Business Contracts Kit for Dummies John Wiley & Sons Ltd,2001-02-15

Branding Small Business for Dummies Aaron,2012-11-12

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Small Business Marketing For Dummies Barbara Findlay Schenck,2011-03-04 Having your own business isn t the same as having customers and one is useless without the other Whether your business is a resale store or a high tech consulting firm a law office or a home cleaning service in today s competitive environment strategic marketing is essential **Small Business Marketing For Dummies**

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Getting Results for Dummies/Small Business for Dummies IDG Books,IDG Books Staff,2000-01-01 *Small Business For Dummies - Australia & New Zealand* Veechi Curtis,2016-06-15

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Business Development For Dummies Anna Kennedy, 2015-02-04 Growing a small business requires more than just sales Business Development For Dummies helps maximise the growth of small or medium sized businesses with a step by step model for business development designed specifically for B2B or B2C service firms By mapping business development to customer life cycle this book helps owners and managers ensure a focus on growth through effective customer nurturing and management It s not just sales In depth coverage also includes strategy marketing client management and partnerships alliances helping you develop robust business practices that can be used every day You ll learn how to structure organise and execute an effective development plan with step by step expert guidance Realising that you can t just hire a sales guy and expect immediate results is one of the toughest lessons small business CEOs have to learn Developing a business is about more than just gaining customers it s about integrating every facet of your business in an overarching strategy that continually works toward growth Business Development For Dummies provides a model and teaches you what you need to know to make it work for your business Learn the core concepts of business development and how it differs from sales Build a practical step by step business development strategy Incorporate marketing sales and customer management in general planning Develop and implement a growth enhancing partnership strategy Recognising that business development is much more than just sales is the first important step to sustained growth Development should be daily not just when business starts to tail off or you fall into a cycle of growth and regression Plan for growth and make it stick Business Development For Dummies shows you how

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