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Marshall is an entrepreneur and CEO coach who has spent her career making small business into successful venture. The experts at Entrepreneur provide a two-part guide to success. First, learn everything you need to know to become a successful event planner. Then, master the fundamentals of business startup including defining your business structure, funding, staffing and more. This kit includes: • Essential industry-specific startup essentials including industry trends, best practices, important resources, possible pitfalls, marketing musts, and more • Entrepreneur Editors' Start Your Own Business, a guide to starting any business and surviving the first three years • Interviews and advice from successful entrepreneurs in the industry • Worksheets, brainstorming sections, and checklists • Entrepreneur's Startup Resource Kit (downloadable) More about Entrepreneur's Startup Resource Kit Every small business is unique. 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- Pin point your target market
- Uncover creative financing for startup and growth
- Use online resources to streamline your business plan
- Learn the secrets of successful marketing
- Discover digital and social media tools and how to use them
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These pages provide a complete account of the many different approaches to online distribution including websites, social media, blogs, and mobile advertising. Every vital online marketing strategy is presented, with honest evaluations of the advantages and disadvantages of each, so you can take this information and immediately use it in your business. This eBook will help you start or improve the online presence of your business. This short, but thorough overview of online distribution platforms will help you plan and develop a marketing campaign that works. Future-proof your business today for stronger performance tomorrow The Stress Test Every Business Needs: A Capital Agenda for Confidently Facing Digital Disruption, Difficult Investors, Recessions and Geopolitical Threats provides a comprehensive approach to creating value and flexibility in an increasingly volatile business environment that presents both great risks and opportunities every day. The authors extend the banking "stress test" concept to a company's Capital Agenda — how executives manage capital, execute transactions and apply corporate finance tools to strategic and operational decisions. Having a static Capital Agenda, however appropriate for your current market position, is not enough in today's uncertain world. Long-term success comes from building resilience into each element and in the way those elements interact. The book uses a broader definition of business stress that includes traditional macroeconomic and geopolitical risks, as well as technological disruption, hostile takeovers and activist shareholders. Companies that make poor strategic decisions or underperform operationally will likely find themselves facing great stress. And that stress is symmetric; threats come from downside risks and

from missed opportunities. The chapters address the how and why of essential issues such as: Formulating corporate strategy in a digital world Pre-empting activist shareholders Restoring distressed companies to operational and financial health Ensuring effective collaboration among strategy, finance and operations Getting the most out of your advisors Proactively managing intrinsic value Rigorously allocating capital across the enterprise Acquiring and divesting for optimum value Syncing financing decisions with business strategy and capital market conditions Incorporating tax planning throughout the Capital Agenda Liberating excess cash with leading working capital management practices Aligning strategic goals and metrics to reach your company's full potential Companies that develop strategy and set operational priorities with a balanced Capital Agenda are best positioned to control their own destiny. The Stress Test Every Business Needs provides a roadmap to future-proof your business today for stronger performance tomorrow. Naked value is the ultimate value a product delivers to customers, or the benefits that remain when a product is stripped of most of the energy and material resources required to manufacture and deliver it. Technological advances, resource constraints, and emerging scientific knowledge are rapidly reshaping business. Future industry leaders will be the companies that succeed in providing the most benefits to customers with the fewest resources. The authors of "Naked Value" show businesses how to improve a product's competitive advantage in a dynamic marketplace, one where companies are delivering light without light bulbs, portable power without batteries, and warmth without insulation. They demonstrate why a company's success today depends on: Reducing resource inputs Identifying unrecognized competitors Understanding that customers don't really want products "Naked Value: Six Things Every Business Leader Needs to Know About Resources, Innovation & Competition" is a practical guide filled with cutting-edge examples and fresh perspectives on business strategy and sustainable design. It's an indispensable companion for business leaders, designers, architects, engineers, and investors. "FAST is a revolutionary approach to leadership that simplifies exactly what is needed in order to be successful. FAST is straight forward, pragmatic, and easy to follow, and will challenge you to think differently about the way you approach your business, your leadership-- and your life"--Cover. The quick-and-easy guide to effective social media marketing Social Media for Business is the essential guide to navigating the social media maelstrom and effectively promoting your business online. You'll learn how to develop a simple marketing plan, use social media effectively and measure the results of your efforts as you turn contacts and followers into customers. This new third edition has been updated to reflect the expanding influence of Instagram, and includes Snapchat, Security, Social Influence and updated case studies that illustrate the rapid evolution of social media as a business tool. You'll learn about the recent changes to Facebook, LinkedIn, YouTube and Pinterest and how to factor them into your strategy — as well as when to decide to transition toward or away from any specific platform. Social media can help you expand your networks, engage with your customers and help you grow your business, but not all platforms work for all businesses. 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Resource Kit. Get instant access to thousands of business letters, sales letters, sample documents and more – all at your fingertips! You'll find the following:

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- The Stress Test Every Business Needs: A Capital Agenda for Confidently Facing Digital Disruption, Difficult Investors, Recessions and Geopolitical Threats provides a comprehensive approach to creating value and flexibility in an increasingly volatile business environment that presents both great risks and opportunities every day. The authors extend the banking "stress test" concept to a company's Capital Agenda — how executives manage capital, execute transactions and apply corporate finance tools to strategic and operational decisions. Having a static Capital Agenda, however appropriate for your current market position, is not enough in today's uncertain world. Long-term success comes from building resilience into each element and in the way those elements interact. The book uses a broader definition of business stress that includes traditional

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The Stress Test Every Business Needs provides a roadmap to future-proof your business today for stronger performance tomorrow. Scaling Up - Beginner's Guide To Scaling Your Business (Economies of Scale) Knowing the right steps for your startup Would it not be great, if your business does not only grow at a rapid level, but its structure and system even support and enhance such a rapid growth rate? Every healthy business needs to grow – we know that. And it is in the interest of every business owner not only to grow his business at a very rapid rate, but to keep the costs at a fairly low level to excel revenues. But how can this work? What steps are necessary? This beginner's guide provides easy to understand answers on: ... what scaling really is ... how you scale your business ... how business funding will scale your business ... how to build a sustainable, durable, scalable and more profitable business ... risks that come from scaling your business. Take action now and start to scale your business! About the author, James King: James King is a successful business consultant. Even though he mostly consults global companies, his passion is to enable startup or long existing small-scale enterprises in becoming more successful. He knows from innumerable years of experience, that with the right mindset, the right tools and the right business foundation, every tiny business can be turned into an extremely successful and profitable high-scale company. His dream is, that every entrepreneur, who is willing to bring the necessary effort, can acquire the knowledge that is needed without overextending himself. Make sure to order this guidebook today to experience... ... what scalability is ... and how you scale your business. Content of this book: About the author Foreword What is scaling? How to scale your business?? Business funding will scale your business Build a sustainable, durable, scalable and more profitable business Risks that come from scaling your business Biggest risks of scaling up Opportunities to scale your business with data Conclusion The experts at Entrepreneur provide a two-part guide to success. First, learn how to skillfully navigate the web and turn your e-business dream into an online reality. Then, master the fundamentals of business startup including defining your business structure, funding, staffing and more. This kit includes: • Essential industry-specific startup essentials including industry trends, best practices, important resources, possible pitfalls, marketing musts, and more • Entrepreneur Editors' Start Your Own Business, a guide to starting any business and surviving the first three years • Interviews and advice from successful entrepreneurs in the industry • Worksheets, brainstorming sections, and checklists • Downloadable, customizable business letters, sales letters, and other sample documents • Entrepreneur's Small Business Legal Toolkit More about Entrepreneur's Startup Resource Kit Every small business is unique. Therefore, it's essential to have tools that are customizable depending on your business's needs. That's why with Entrepreneur is also offering you access to our Startup Resource Kit. Get instant access to thousands of business letters, sales letters, sample documents and more – all at your fingertips! 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Along the way you'll discover: How to create a strategic growth plan The benefits of buying market share Ways to hunt for business How to sell more to your current customers How to introduce new products The experts at Entrepreneur provide a two-part guide to success. First, learn how you can start a thriving wholesale operation in any industry from your kitchen table. Then, master the fundamentals of business startup including defining your business structure, funding, staffing and more. This kit includes: • Essential industry-specific startup essentials including industry trends, best practices, important resources, possible pitfalls, marketing musts, and more • Entrepreneur Editors' Start Your Own Business, a guide to starting any business and surviving the first three years • Interviews and advice from successful entrepreneurs in the industry • Worksheets, brainstorming sections, and checklists • Entrepreneur's Startup Resource Kit (downloadable) More about Entrepreneur's Startup Resource Kit Every small business is unique. Therefore, it's essential to have tools that are customizable depending on your business's needs. That's why with Entrepreneur is also offering you access to our Startup Resource Kit. Get instant access to thousands of business letters, sales letters, sample documents and more – all at your fingertips! 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There are about three million angel investors, and there's a huge market of entrepreneurs and would-be entrepreneurs who want to learn how to attract angels' interest—and their money. John May and Cal Simmons are at the forefront of this trend. Not only do they have years of experience in advising, managing, and investing in early-stage companies, they are also the originators of The Dinner Club, a Washington, D.C.-based group of successful businesspeople who hear pitches by entrepreneurs seeking funding and then decide whether to invest their own or the club's money in those entrepreneurial ideas. Every Business Needs an Angel offers a fly-on-the-wall look at how angel investors evaluate new entrepreneurial ideas, and provides a wealth of practical advice and insight for the countless entrepreneurs seeking help in their quest to find investors for their businesses. The book covers all phases of the process of finding angels and persuading them to invest, drawing on many examples of real-world companies that have pitched angels successfully—as well as unsuccessfully. These entrepreneurs are in a broad range of industries—from high-technology companies to more traditional businesses as diverse as breweries and concierge services—some quite well-known, like Nantucket Nectars and Preview Travel, whose founders had their own guardian angels. For entrepreneurs who need money and advice on how to find it, the authors offer enormous insight into this new breed of investor. As the title says, every business needs an angel; this book tells you how to find one. * Our summary is short, simple and pragmatic. It allows you to have the essential ideas of a big book in less than 30 minutes. *By reading this summary, you will discover the secrets of a small business that works, and understand why so many startups fail. *You will also discover that : working hard and being an efficient technician is not enough to build a viable business; a business needs a vision, clear goals and a rigorously defined method to achieve them; the franchise model, where every business is anchored in a clearly codified concept and operation, is a reference example; the core of a company's offering is not the product it seeks to sell, but the experience or benefit it offers to the customer; a business should not represent the center

of its creator's universe, but a means to achieve the life he desires and a reflection of the values that animate it. *Of the number of businesses that are being set up every day, many do not manage to survive. Yet many are based on interesting ideas and carried by competent and determined people. Unfortunately, their idea of entrepreneurship is sometimes inadequate. A good product and a lot of work is not enough to succeed. A company must be built as a true concept, which requires vision and method. *Buy now the summary of this book for the modest price of a cup of coffee! Are you ready to take the plunge and start your own spa? Now's the perfect time. Spas have become one of the fastest-growing industries around the globe. Whether you're interested in day spas, medical spas, spiritual spas, yoga centers or another variety, the expert advice in this guide helps you get started today. Learn all the business information you need to succeed--from choosing a location to setting prices to attracting new clients.Plus, get the hottest trends in the spa industry and expert advice on the creative elements that turn an ordinary spa into an extraordinary relaxation center. Researching the market Identifying a niche and attracting a target audience Creating the right atmosphere to enhance the spa experience Offering the hottest spa services Hiring talented and trustworthy employees 25 marketing tactics under \$50 And more! Pick up this guide to get started and succeed in this fun , profitable, and rewarding business. The First Three Years In addition to industry specific information, you'll also tap into Entrepreneur's more than 30 years of small business expertise via the 2nd section of the guide - Start Your Own Business. SYOB offers critical startup essentials and a current, comprehensive view of what it takes to survive the crucial first three years, giving you exactly what you need to survive and succeed. Plus, you'll get advice and insight from experts and practicing entrepreneurs, all offering common-sense approaches and solutions to a wide range of challenges. • Pin point your target market • Uncover creative financing for startup and growth • Use online resources to streamline your business plan • Learn the secrets of successful marketing • Discover digital and social media tools and how to use them • Take advantage of hundreds of resources • Receive vital forms, worksheets and checklists • From startup to retirement, millions of entrepreneurs and small business owners have trusted Entrepreneur to point them in the right direction. We'll teach you the secrets of the winners, and give you exactly what you need to lay the groundwork for success. BONUS: Entrepreneur's Startup Resource Kit! Every small business is unique. Therefore, it's essential to have tools that are customizable depending on your business's needs. That's why with Entrepreneur is also offering you access to our Startup Resource Kit. Get instant access to thousands of business letters, sales letters, sample documents and more – all at your fingertips! You'll find the following: The Small Business Legal Toolkit When your business dreams go from idea to reality, you're suddenly faced with laws and regulations governing nearly every move you make. Learn how to stay in compliance and protect your business from legal action. In this essential toolkit, you'll get answers to the "how do I get started?" questions every business owner faces along with a thorough understanding of the legal and tax requirements of your business. Sample Business Letters 1000+ customizable business letters covering each type of written business communication you're likely to encounter as you communicate with customers, suppliers, employees, and others. Plus a complete guide to business communication that covers every question you may have about developing your own business communication style. Sample Sales Letters The experts at Entrepreneur have compiled more than 1000 of the most effective sales letters covering introductions, prospecting, setting up appointments, cover letters, proposal letters, the all-important follow-up letter and letters covering all aspects of sales operations to help you make the sale, generate new customers and huge profits.

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