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order and structure in the way they analyse potential investment opportunities. The business plan is the starting point for all such discussions opportunities to progress matters further In essence business plans have become the entry point to funding markets This summary highlights that the key to winning funding with a business plan is to look at things from the potential investor's perspective and being able to make a viable case for the investment Added value of this summary Save time Understand key concepts Increase your business knowledge To learn more read Business Plans that Win and discover the perfect guide to building a successful business plan London Business School Small Business Bibliography, 1984-85 London Business School.1986 The Prentice Hall Encyclopedia of Model Business Plans Wilbur Cross, Alice M. Richey, 1998 Gathers sixty business plans covering a variety of types of businesses and offers advice on presenting one Inc. Magazine Presents how to Really Create a Successful Business Plan David E. Gumpert, 1990 This comprehensive step by step guide takes you through the critical business planning issues of company strategy What's your Identity Marketing issues Who are the buyers Product Service issues What are you selling Sales and promotion issues How do you sell and financial issues How are you doing Proceedings ,1992 Bibliographie der Wirtschaftswissenschaften .1987 Technology Review ,1987 Small Business Forum ,1990 Working Solo Sourcebook Terri Lonier, 1995 The essential resources you need for solo business successThis handy one stop reference is your ticket to more than 1 200 business resources each designed to help make your solo venture a smashing success From professional organizations and government agencies to magazines videos and more it gives you the lowdown on where to turn and whom to ask for expert advice guidance and support This thoroughly revised Second Edition includes a wealth of new material highlighted by expanded listings of Internet resources Web site addresses small business associations and publications as well as top educational opportunities for independent entrepreneurs This invaluable resource will show you how to Master new business skills Access free and low cost services Establish valuable professional contacts Tap into technology resources Locate quality business books and newsletters tapes and networks Track down special supplies Market and advertise effectively Keep your business fresh exciting and profitable Companion to the updated edition of the bestselling Working Solo **Cumulative** Index of Hospital Literature Library of the American Hospital Association, Asa S. Bacon Memorial, 1986

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