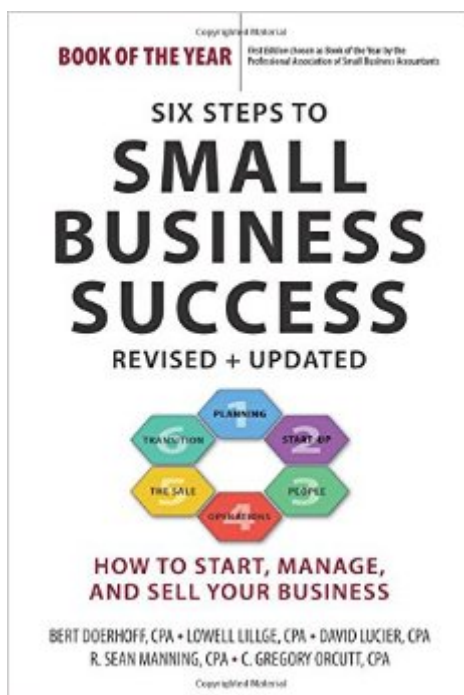


The book was found

Six Steps To Small Business Success: How To Start, Manage, And Sell Your Business



Synopsis

* The first edition of this book won the prestigious Book of the Year Award presented by the Professional Association of Small Business Accountants. Many entrepreneurs fail, not because they have bad ideas, but because they don't have the knowledge it takes to convert their ideas into success. In *Six Steps to Small Business Success*, five seasoned CPAs provide practical advice, step-by-step guidance, and proven ideas to help you dream big, think realistically, and plan and manage carefully, ultimately achieving more than you ever imagined. Take these six simple steps to convert your dreams into reality:

1. **PRE-BUSINESS PLANNING.** Learn from others who have succeeded how a little front end planning can ensure your success.
2. **START-UP: FINANCES, BUDGETS, AND NUMBERS.** Discover the key fundamentals that must be put in place for your business to grow.
3. **HUMAN RESOURCES (PEOPLE).** Learn best practices in hiring, training, managing, and terminating employees.
4. **OPERATIONS: WORK FLOW, CUSTOMERS, AND SALES.** Learn how to make good decisions about products and customers.
5. **BUILDING A SALABLE BUSINESS AND THE SALE.** Learn how to plan for your eventual sale.
6. **TRANSITIONING TO LIFE AFTER BUSINESS.** Finally, learn how to plan for life after work - personal adjustments, wealth management, leaving a legacy.

Book Information

Paperback: 249 pages

Publisher: Maven House; Rev Upd edition (July 1, 2014)

Language: English

ISBN-10: 1938548213

ISBN-13: 978-1938548215

Product Dimensions: 0.8 x 5.8 x 8.8 inches

Shipping Weight: 1 pounds (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 stars [See all reviews](#) (4 customer reviews)

Best Sellers Rank: #1,938,170 in Books (See Top 100 in Books) #109 in [Books > Business & Money > Small Business & Entrepreneurship > Franchises](#) #2955 in [Books > Business & Money > Small Business & Entrepreneurship > Home Based](#) #12123 in [Books > Business & Money > Small Business & Entrepreneurship > Entrepreneurship](#)

Customer Reviews

As a small business owner it is often difficult to find good resources to help me run my business, not because they don't exist, but because of the massive number of books in print on the subject. What

I love most about this book is the straight forward approach and the rich information on key issues I run into every day. I keep this book on my desk and reread it often.

As a financial analyst working with small businesses everyday, I've read numerous books pertaining to business operations and decision-making. This book fills an important niche--it's a basic primer of all things small business related, from planning and creation, through management and ongoing operations, all the way to issues related to a sale of a business and retirement. Moreover, the book does not try to be the absolute authority on all subjects. Rather, the authors have carefully pulled out the key issues of which small business owners need to be aware, provided just enough information so that owners can have the proper direction to make critical decisions, then each chapter has clear references to more authoritative works on specific issues. I can see this book being a valuable part of many small business owners library--not just as a one-time read, but as a reference guide as they struggle to grow and build their business throughout the many trials and tribulations that all entrepreneurs encounter.

I've read college level textbooks on business, but this will be my "go to". It's an easy read, but written with great competence. I'll recommend it to others I know who are starting small businesses. I love the way it covered both the 'hard' and 'soft' topics needed for success.

Everything you need to know about starting a business, written by experts on their fields. I am buying another copy for my son. Great investment.

[Download to continue reading...](#)

Six Steps to Small Business Success: How to Start, Manage, and Sell Your Business Business Plan: Business Tips How to Start Your Own Business, Make Business Plan and Manage Money (business tools, business concepts, financial freedom, ... making money, business planning Book 1) Small Time Operator: How to Start Your Own Business, Keep Your Books, Pay Your Taxes, and Stay Out of Trouble (Small Time Operator: How to Start Your ... Keep Yourbooks, Pay Your Taxes, & Stay Ou) Directed by Purpose: How to Focus on Work That Matters, Ignore Distractions and Manage Your Attention over the Long Haul (Six Simple Steps to Success Book 5) Photography Business: Sell That Photo!: 10 Simple Ways To Make Big Bucks Selling Your Photography Online (how to sell photography, freelance photography, ... to start on online photography business) Sell & Re-Sell Your Photos: Learn How to Sell Your Photographs Worldwide Agile Product Management and Product Owner Box Set: 27 Tips to Manage Your Product, Product Backlog and 21 Tips to

Capture and Manage Requirements with Scrum Agile Product Management: Product Owner (Box set) : 27 Tips To Manage Your Product, Product Backlog: 21 Tips To Capture and Manage Requirements with Scrum ... development, agile software development) Home Staging for Profit: How to Start and Grow a Six Figure Home Staging Business in 7 Days or Less OR Secrets of Home Stagers Revealed So Anyone Can Start a Home Based Business and Succeed Social Dance: Steps to Success (Steps to Success Activity Series) Social Dance Instruction: Steps to Success (Steps to Success Activity Series) Social Dance: Steps to Success, 2nd Edition (Steps to Success) Event Planning: Plan Events Like a Professional, Impress Your Clients and be Your Own Boss in 12 Simple Steps (event planning, experience, organise, manage, ... be your own boss, work from home Book 4) How to Start an Online Business: A Step by Step to Make Money from Your Computer Even If Your Starting from Scratch! (How to start an Online Business, ... Startup, Online Business for Beginners) Lean Six Sigma: The Ultimate Beginners Guide - Learn Everything You Need To Know About Six Sigma And Boost Your Productivity! (Lean, Six Sigma, Quality Control) Lean Six Sigma: and Lean QuickStart Guides - Lean Six Sigma QuickStart Guide and Lean QuickStart Guide (Lean Six Sigma For Service, Lean Manufacturing) Sewing to Sell - The Beginner's Guide to Starting a Craft Business: Bonus - 16 Starter Projects - How to Sell Locally & Online Lean Six Sigma: The Ultimate Guide To Lean Six Sigma With Tools For Improving Quality And Speed! (Lean, Six Sigma, Quality Control) Quickbooks: A Simple QuickBooks Guide to Best Optimize Bookkeeping for Your Small Business (2nd Edition) (Quickbooks, Bookkeeping, Quickbooks Online, Quickbooks ... Business Taxes, Small Business Accounting) Lean Six Sigma: Value Stream Mapping: Simplified Beginner's Guide to Eliminating Waste and Adding Value with Lean (Lean, Six Sigma, Quick Start Beginner's Guide, Quality Control)

[Dmca](#)