

Preparing your business plan

Reading and digesting a plan and then assessing its merits takes time, so anything over and above this length is more likely to lose the reader's attention, when what you're really trying to do is convince them to set up a face to face meeting with you. Assuming that the investor's desk is piled high with other such documents, getting yours right in terms of length goes some way to ensuring it is read from cover to cover.

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William R. Osgood, Dennis P. Curtin



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