

MAKE IT *Your* BUSINESS

***THE DEFINITIVE GUIDE FOR
LAUNCHING, MANAGING,
AND SUCCEEDING IN
YOUR OWN BUSINESS***

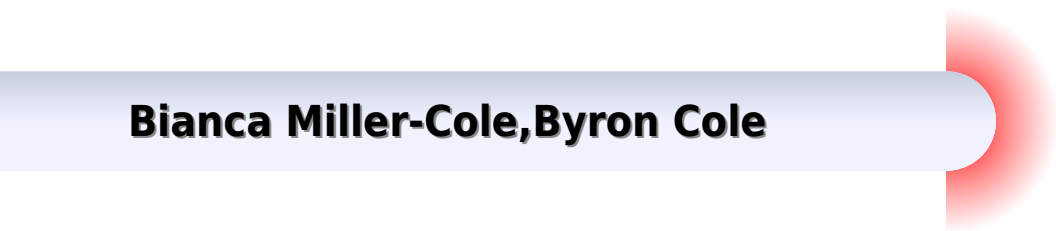


STEPHAN SCHIFFMAN

AUTHOR OF COLD CALLING TECHNIQUES (THAT REALLY WORK)

Make It Your Business The Definitive Guide For Launching And Succeeding In Your Business

Bianca Miller-Cole, Byron Cole



Make It Your Business The Definitive Guide For Launching And Succeeding In Your Business:

Make It Your Business Stephan Schiffman, 2012-09-29 The only goal you cannot achieve is the one you have not yet recognized More than twenty years ago entrepreneur Stephan Schiffman launched his own business D E I Management Group Inc and built it into a major financial success Since then Schiffman has taught more than 300 000 salespeople his internationally acclaimed methodology for high efficiency selling Now Schiffman reveals his innovative business building strategies from conceptualization to cashing out in one complete and concise guide written specifically for the entrepreneur Combining his revolutionary user friendly approach with real life examples of his methods at work Schiffman guides you through the four critical threshold experiences all entrepreneurs must cross to be successful **STARTING OUT** the most important early issues and key questions How to know if you have what it takes to be your own boss How much capital you need to begin The pros and cons of franchises manufacturing startups service startups and buying existing businesses **BRANCHING OUT** making the most of your resources Why you are your own best asset How to track progress and focus on goals How to create your own niche in the marketplace How to manage money people and time **FINDING OUT** knowing your customers and your marketplace How to sell even if you re a non salesperson The advantages and disadvantages of direct marketing advertising and publicity Understanding the sales cycle and maximizing profit **GROWING UP** the keys to managed change and growth Why growth is costly but worth it How to change with your business When to sell the business and for how much Strategies for moving on and attacking the next challenge Whether you re just thinking about starting a business or have already taken the plunge *Make It Your Business* is an essential resource you can use daily Complete with information on obtaining financing a concise guide to interviewing potential employees and long term planning tools it will ease your company s growing pains while helping you build the business of your dreams

90 Days to Launch Your Remote Business: The Ultimate Guide for Digital Nomads Rozan Spirit, 2025-08-26 Embark on your entrepreneurial journey with confidence In *90 Days to Launch Your Remote Business* Rozan Spirit guides aspiring digital nomads and side hustlers through a proven step by step process to build a thriving online business in just three months This comprehensive guide covers everything from defining your niche and crafting a compelling personal brand to creating engaging content mastering social media growth and automating your operations Learn how to validate your ideas attract loyal clients and develop passive income streams that set the foundation for long term success With practical strategies expert insights and motivational tips this book empowers you to turn your passion into a profitable remote business all while embracing the freedom and adventure of the digital nomad lifestyle Start today and transform your dreams into reality [Self Made](#) Bianca Miller-Cole, Byron Cole, 2017-10-05 **SELF MADE IS A TRULY DEFINITIVE GUIDE A GO TO BOOK FOR ALL ENTREPRENEURS AT ANY STAGE OF BUSINESS** This authoritative focused guide by two of the UK s brightest young entrepreneurs The Apprentice runner up Bianca Miller and serial entrepreneur Byron Cole is a comprehensive toolkit for

anyone who wants to make a success of running their own business Featuring interviews with well known entrepreneurs entertainers and industry experts the book covers every tier of the business development process from start up to exit offering practical implementable and global advice on the start up process De coding the jargon that is prevalent in business circles today this book provides straightforward advice on converting an innovative business concept into a commercially viable proposition It will help you to avoid the costly common mistakes of many who have gone before you and create a sustainable enterprise that will flourish Read Self Made and run your own business without fear of failure **The \$100 Startup: Reinvent the Way You Launch a Business** Shu Chen Hou, The 100 Startup Reinvent the Way You Launch a Business Do you want to start your own business but you don t have a lot of money Do you feel like the traditional way of starting a business is too risky and time consuming If so then you need to read The 100 Startup In this book Chris Guillebeau shows you how to start a profitable business with very little money and effort He provides a step by step guide on how to come up with a business idea validate it and build a business around it The book also includes a number of case studies of successful businesses that were started with very little money The 100 Startup is a great resource for anyone who wants to start their own business It is a well written and informative book that provides a comprehensive overview of the entrepreneurship process The book is also inspiring and motivating and it will help you to believe in yourself and your ability to succeed If you are thinking about starting your own business then I highly recommend reading The 100 Startup It is a great way to learn the basics of entrepreneurship and to get started on the path to success If you are ready to take the leap and start your own business then The 100 Startup is the book for you Order your copy today [The Unofficial Guide to Starting a Small Business](#) Marcia Layton Turner, 2011-08-24 The inside scoop for when you want more than the official line Want to be your own boss but aren t quite sure how to make it happen This savvy guide will show you the way Now revised and updated to cover the latest regulations techniques and trends it walks you step by step through the entire start up process from coming up with a business plan and lining up financing to setting up shop marketing to your customer base and dealing with accounting taxes insurance and licenses Packed with real world tips and tricks that you won t find anywhere else it delivers all the know how you need to declare independence from the 9 to 5 world launch your business and watch the profits grow Vital Information on real world entrepreneurship that other sources don t reveal Insider Secrets on how to secure financing and choose a winning location Money Saving Techniques including low cost ways to market your business Time Saving Tips for creating a business plan and handling legal and accounting basics The Latest Trends including how to launch a profitable home or Web based business Handy Checklists and Charts to help you plan your start up and succeed in the marketplace **Start Your Business in 7 Days** James Caan, 2012-03-01 Work for yourself in just one week with Britain s most dynamic entrepreneur Everybody wants to be an entrepreneur Every single day of my life I am bombarded by people with pitches But 90% of new businesses fail because their founders failed to ask themselves the simplest of questions I can

save you years of wasted time and thousands of pounds of wasted money by giving you the ammunition to ask the right questions and helping you make the decision that is right for you I will show you how to spend a maximum of seven days deciding if your idea is workable and bankable How to say I m in but equally importantly to have the courage to say I m out How to become your own Dragon Each piece of advice in this book is based on my thirty years of starting businesses You will find all the fundamental ingredients for any new company whatever sector you want to be in whatever size of business you have in mind along with the tools to make it work Answer all the tough questions I am going to get you to ask yourself and you will have a business that genuinely has a chance of success You can be one of the 10% of businesses that do make it James Caan James Caan is one of the UK s most successful and dynamic entrepreneurs having built and sold businesses since 1985 After dropping out of school at sixteen and starting his first business in a Pall Mall broom cupboard armed with little more than charm and his father s advice Caan went on to make his fortune in the recruitment industry founding the Alexander Mann Group a company with a turnover of 130m A 2003 graduate of Harvard Business School Caan s most recent endeavour has been to set up private equity firm Hamilton Bradshaw Caan hit our screens when he joined the panel of the BBC s Dragons Den in 2007 He is a regular in the national and business press advises on various Government programmes and initiates numerous philanthropic projects via the James Caan Foundation

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