Below is an example of a Business Plan content. This information can be flexible to suit the nature of <u>your</u> business proposal.

Title Page Executive Summary Contents Page

#### 1.0 Introduction

#### 2.0 Business Profile

- 2.1 Business Description
- 2.2 Mission Statement
- 2.3 Legal Structure
- 2.4 Short and Long Term Goals

#### 3.0 Market and Competition Analysis

- 3.1 Analysis of the market
  - 3.1.1 Strengths
  - 3.1.2 Weaknesses
  - 3.1.3 Opportunities
  - 3.1.4 Threats
- 3.2 Competition Analysis
- 3.3 Industry Trends
- 3.4 Competitive Advantage

#### 4.0 Marketing Plan

- 4.1 Target Market / Consumer profile
- 4.2 Product / Service description
- 4.3 Price
- 4.4 Place
- 4.5 Promotion
  - 4.5.1 Advertising
  - 4.5.2 Sales promotion
  - 4.5.3 Promotional partners

#### 5.0 Operations Plan

- 5.1 Description of the premises
- 5.2 Locations factors
- 5.3 Location of competitors and suppliers
- 5.4 Maintenance Control
- 5.5 Inventory Control
- 5.6 Quality Control

## 6.0 Human Resource Management Plan

- 6.1 Key staffing & responsibilities
- 6.2 Recruitment Policy
- 6.3 Training procedure
- 6.4 Retention
- 6.5 Legal considerations

# 7.0 Financial Plan

- 7.1 Estimated start up costs
- 7.2 Projected Income Statement
- 7.3 Projected Balance Sheet
- 7.4 Projected Cash Flow Statement
- 7.5 Credit collection policies
- 7.6 Sources of funds

## 8.0 Conclusion

## 9.0 Reference List

## 10.0 Appendices

Appendix A:	Survey & responses	
Appendix B:	Business budget	
Appendix C:	Market segmentation	
Appendix D:	Logo & Business name designs	
Appendix E: Examples of pricing		

Appendix F: Hierarchical organisational chartAppendix G:Premises floor planAppendix H:Projected Income StatementAppendix I:Projected Balance SheetAppendix J: Cash Flow StatementAppendix K:Start up costsAppendix L: Financing informationAppendix M:Advertisement exampleAppendix N:Map of locationAppendix O:Industry research data

Name of Business?	
What does it sell / provide?	
Mission Statement?	
Slogan?	
Goals?	
Potential target market?	
Planned / possible location?	

What factors will dictate the price of your product/service?	
Planned marketing/advertising techniques?	
Planned number of staff needed? Skills? Qualification?	
Potential sources of finance?	
What issues will you need to particularly consider in regards to operations?	