

Typical Issues Facing the Business Owner

Accounting software	Hiring: how to find good people
Advertising	Incentive programs
Break even analysis	Leadership
Budgeting	Leasing equipment
Business communications	Lost sales & customers
Business financing	Management
Business growth	Managing profitability
Business planning	Marketing
Business valuation	Marketing plans
Buying & selling a business	Motivating employees
Cash flow	Negotiation
Collections	Office organization
Compensation	Personnel manuals
Competitive analysis	Personnel policies
Confidentiality & NDA	Position descriptions
Cost controls	Production incentives
Customer service	Productivity
Customer surveys	Quality control
Delegation	Recruiting & interviewing
Direct mail marketing	Sales
Employee accountability	Sales commissions
Employee benefits	Sales organization
Employee benefits	Sales strategy & planning
Employee retention	Sales training
Employee reviews	Selling processes
Employee types	Sexual harassment
Exit planning	Software for small business
Families in the business	Supervision
Family problems in the business	SWOT analysis
Financial planning	Team goals
Generating new business	Time management
Goals: track & measure	Total quality management
Health insurance	Training & skills improvement
Hiring & firing	Working capital