

Chapter 1 : Strategic Plan | Free Strategic Plan Templates

Flowchart for Creating a Business Plan No Yes Yes StartMarketing Decide on a product or service you think might have potential as a business. It does not need to be.

Location and Facilities optional 1. Company Overview There are many variations and approaches on how to lay out the various components of a business plan. The primer below is meant only to explain the broad differences between the most common company types. So for example, if you sell someone a cupcake and they sue you because they found a hair in it, and you lose in court, the creditors can legally go after your personal possessions – such as the roof over your head. Partnerships A partnership, according to the IRS: Each person contributes money, property, labor or skill, and expects to share in the profits and losses of the company. Corporations A corporation is a separate legal entity owned by shareholders. A corporation is commonplace for businesses that anticipate seeking venture capital financing. S-Corporations You can elect a special tax status with the IRS to have your corporation not be taxed at the corporate level instead, it would be taxed as a pass-through entity. If you have not yet incorporated Describe the type of company you plan to open, along with the registered name you plan to use. Explain your rationale – for example, if you are starting a company where you plan on seeking venture capital financing, then you will want to start a C-Corporation as majority of VCs will insist on this legal structure. Management Team For start-ups, and especially those seeking financing, the Management Team section is especially critical. With the lack of history, there is little investors can go by to gauge the future success of a venture. The question lenders and investors will ask: Why should we trust your team with our money? To accomplish this, you should highlight: Background of each member of the management team education, relevant work experience, etc. Roles and responsibilities within the company. For established businesses If you have an established business the information you want to present is the same. Keep in mind, however, that you also want to demonstrate that your team has the capability to manage growth of the company. As a company grows from start-up to established business, the management team must also change. What is a Board of Directors? In a publically trading company the Board of Directors is elected by the shareholders and is the highest authority in the management of the company. For our purposes context of a private company that is most likely a startup or small but growing business , a Board of Directors is comprised of investor s , founder s , CEO and independent board member s who have substantial business and industry experience. What is an Advisory Board? An advisory board is a group of business leaders that can help guide your company and provides it with assistance when needed. Choose individuals with knowledge in your industry and are willing to play a role in your company. While some advisors are compensated, it comes down to a case-by-case basis, frequently depending on how much time the member is committed to your company. Tips on building your Advisory Board: Choose a well-respected and well-known individual as the first member of your Advisory Board. This will help you to recruit other members of the Board. Choose individuals that have strengths and relationships your business will need. As your business evolves, so will the members of your Advisory Board. Feel free to shake up the line up over time. Required Funds In this section you will tell the reader how much money you need to raise, what you are going to use it for, and how you got to the requested amount. This is a complex question that you cannot answer until you complete your plan, so it is highly recommended you work your way through the entire writing process and in particular, complete the financial planning process. Only then will you be able to identify the amount of money you will need to raise There are two primary financing options: The primary difference between equity and debt financing is that debt financing is essentially a loan that is backed by your assets or via a personal guarantee. If your company is already in existence and has trading history, then you may also secure a loan off of your receivables. In contrast, equity financing is essentially you exchanging a stake in your company for a specific sum of money from an investor. Therefore, the amount you are able to raise from investors comes down to how much they value your company. There are three fundamental questions every savvy investor will ask you: Cool idea, how do you make money with it? How much money do you need, and why and when? What do you think your company is worth? If you are

seeking financing regardless of its equity or debt, that most likely means that your financial model shows your company taking a loss in the initial stages, followed by break-even and subsequent profitability. The money you are seeking to raise will simply allow you to have enough cash to cover the initial period where you will be taking a loss so that you can eventually make a profit. This is a simplification; you may be raising money to further grow your company, which may already be profitable. Or you might use the financing to get your product to the next stage in its product development lifecycle.

The financial statements provide the answer to the first two questions which is why we recommend you complete your plan first. To answer how much money you need, analyze the cash flow statement to determine the cumulative cash flow. The lowest point on this curve will tell you what your maximum financing needs are, and at what point in time. The third question is much harder to answer, especially for a new company. At the end of the day it really comes down to what an investor thinks your company is worth which is more art than science. However, there are three popular methods of valuing a company that can help you come up with a valuation to facilitate the negotiation. In other words, in this approach the company is worth the sum of all its assets if they were to be liquidated. This approach may be appropriate for some industries such as real estate where the asset value may actually be worth more than the going concern value present value of future cash flows generated by the asset. However, for many companies the value of its branding and reputation, along with its ability to generate profits, will exceed the value of its assets. This is a common approach in the real estate industry. Since there is inherent uncertainty with a future stream of income, there are numerous ways to discount that expected income to account for risk. Completing the equation Now you have all the pieces to complete the equation. You have the amount of money you need by looking at cumulative cash flow. You also have an idea of how much money your company will be worth. Equation to determine how much equity you should offer: Make sure you will be turning a profit that is both large enough and soon enough to ensure there is no delinquency on servicing the loan. Putting it all together For equity financing, answer the following: Loan amount needed When you will be able to pay back the loan The amount and frequency of loan payments Breakdown of funds: In addition to the information above, you should also summarize how you plan to use the funds. Example of a Breakdown of Funds: Construction of new kitchen: If based on your financial model you anticipate relatively small yet variable expenses month to month, a line of credit may be a good choice. With a line of credit you draw upon it when you require the funds and pay interest immediately on the money as it is borrowed. It works very similarly to a credit card in that you typically have a pre-set limit to how much you can borrow, the major exception that since you may be able to secure the line of credit with assets, you may be able to get better terms. Depending on your company, there are various exit strategies available, including: Angel investors and VCs demand a large return on their investment since they are taking a large risk by investing into your company. Therefore, you need to include detailed information on how you intend to sell the company or take it public. Demonstrating a large market opportunity If investors are going to take a big risk, they demand a big return. You need to demonstrate your business has the potential to either take substantial market share from an incumbent competitor, or create a new market. Being in a hot industry Investors like to be in hot, growing industries such as biotechnology, mobile e-commerce and healthcare. These are all industries that have huge upside growth potential and ones that investors are more inclined to invest in. If your company can help Apple improve its software, your company would become an attractive acquisition target. Mission Statement The mission statement reflects the core purpose and vision of the company. Some tips on writing a well-crafted mission statement: Make the statement mean something. Examples of Fortune firms that really get it right: In one short sentence, the company has managed to 1 describe what it sells 2 how it will win in the marketplace. It is a pharmacy retailer and it will solely focus on making itself easier for the customer to use that could mean so many things, such as innovating online to fulfill prescriptions to improved customer service within their stores. Example of poorly written mission statements A. It does not serve as a rallying call for employees, suppliers, or partners. Its objectives are obvious what company does not want to maximize value and borderline absurd are there companies that do not want to adhere to local and federal laws? Lastly, it does not mention what the company actually does. Company History This is predominately for businesses that have previous trading history, but can also be used by new companies that want to highlight relevant history on how

the company came to existence, work completed to date, milestones achieved, etc. Some information you may want to include: Every company is made of milestones. Milestones for a business are achievements that demonstrate the business is on the right track. They are best when quantifiable and measurable. For example, achieving a working prototype of your product, or getting to break-even, are both huge milestones that showcase your ability to execute and reduce subsequent risk of your company. The more uncertainty that you can take off from the table, the better valuation you can get for your business.

Location and Facilities

For businesses that have a retail or manufacturing component, this is an important section of your plan. Information you may want to include:

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Maybe you are on the road of creating a business flowchart and are searching the Web for flowchart templates. You're on the right road. Our website is ideal for you since we give a wide exhibit of Flow Chart Templates for you to look over and utilize.

The Executive Summary provides a summary shocking, eh? Note that, while the entire Business Plan should be well-written, this section must really demonstrate excellent composition and grammar. Try to answer some or all of the following questions: What products or services do you offer? What sector do you operate within? Who is your target audience? What is the future outlook of the marketplace? What makes your offer unique? Why did your company start? The Executive Summary is the place to succinctly describe your business. Do you need investment? How much money do you need? What is the money to be used for? How will your business become profitable? The last question is perhaps the most important. The Executive Summary is all about gaining interest, so that your recipient will keep reading.

Business Description This next section gives all the must-have details about your business. What is your interest in the market? Here are the major points you will want to make in the Mission Statement. A Goals Explain the end-result you seek from the business venture. Connect it to your customers and readers, in turn. B Objectives Explain the steps you will take to reach your goal. Be specific; demonstrate that you have a good idea of what it will realistically take to achieve your goals. C Customers Your target audience has to be well-defined. Here you need to explain exactly who your customer is. You should define your customer as specifically as possible. Is your customer the year old customer base? How about the 18 year old music consumers, as an example? Describe them to the finest level of detail possible. D Industry Why is your niche attractive? Is your industry growing? Will you shake it up with your offer? Are you a disruptor? Explain thoroughly in this section. E Strengths Here you want to outline what makes your company special. Answer why your business is different from the rest of the competition. F Status of Ownership Here you want to tell your prospective investors the legal status of your company. Is it a limited liability company LLC? Is it a sole proprietorship, or partnership?

Products and Services This section is extremely important to a successful Business Plan. This is where you describe what it is that you have to offer the world. There are actually two main parts of the Products and Services section. Be sure to include: Feel free to include pictures, as you deem appropriate. Remember that customers love benefits, and prospective investors want to know that you understand those benefits.

Marketing Plan The Marketing Plan is one of the most essential parts of your Business Plan; marketing is the thing that brings your business to its audience. The first thing to do in the Marketing Plan section is to prove that you know your target audience. Put the research, market analyses, and industry knowledge that you possess to work in this section. You are illustrating to your recipient that you know your audience better than anyone, and that makes yours the ideal business to serve the audience. This section can be broken into six distinct parts, as follows: Clearly define and explain your target audience Briefly describe your competition – particularly what makes you better at what you do than them Detail your niche. What particular area of your industry to you fit? Where do you squeeze in, in light of the innovation? List your distribution channels. Describe how you will promote the business. What media outlets will you use for advertisement? How much is your marketing budget? Your prospective investor will surely want to know. State your image or message. How will you present your business to the public? Tell your reader how your customers will see your business. The Marketing Plan is essential. Make sure you give it plenty of attention, in your Business Plan. Potential investors will surely be paying close attention to this section.

Operations Plan This section of your Business Plan should detail your day-to-day operation. Here are some of the things you will want to include in the Operations Plan section:

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The organizational flow chart is a combination of organization chart business plan flow chart and flow chart. A flow chart leadership term paper template is a type of diagram that represents the series of movements or actions of things

involved in a complex system.

Chapter 5 : Business Plan Process | Editable Flowchart Template on Creately

Business Process Flow Diagram is a graphical presentation of business processes and process flows. It is one of the main tool of business analysis and business process re-engineering that lets identify and easy understand process flows within organization.

Chapter 6 : Business plan flow chart " Welcome to Our Site :: Unique Computers

The objectives of the marketing plan must also be shown in the flow chart. This includes the expected output of the marketing program with regard to finances, marketing activities, and the customers to be tapped.

Chapter 7 : ConceptDraw Samples | Business processes " Flow charts

Business process flowcharts (audit and opportunity flowcharts, swim lane process diagrams) are created with ConceptDraw DIAGRAM v12 diagramming and vector drawing software enhanced with Business Process solution from ConceptDraw Solution Park. ConceptDraw DIAGRAM v12 provides export of vector.

Chapter 8 : How to Create Business Process Flow Charts With Excel | www.nxgvision.com

Business Process Mapping can be used to prepare for business audits or a sale, to reduce expenses, to plan for automation, to understand impacts of pending changes, to realign related processes, and to measure and realign the efforts of people involved in the processes.

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While both types of Cash Flow reports are important business decision-making tools for businesses, we're only concerned with the Cash Flow Projection in the business plan. You will want to show Cash Flow Projections for each month over a one year period as part of the Financial Plan portion of your business plan.