The Right Foot Workshop Series

Presentation by: Dennis McCarthy
Email: dennismccarthy@uri.edu
RI Small Business Development Center
Director, Northern Region
RIGHT FOOT SERIES

- Session 1. Setting Up a Business
- Session 2. Business Models & “Lean” Business Planning
- Session 3. Financial
- Session 4 Marketing
- Session 5. Other Business Lessons
SETTING UP A BUSINESS
PART I

- Introduction
- Business Ownership
- Planning
Business Owner

- Manager
- Supervising
- Purchasing
- Human Resources
- Payroll
- Bookkeeping

- Technician
- Welder
- Engineer
- Graphic Designer
- Barista
ENTREPRENEURING

- BENCHMARK FINANCIAL DATA
- DEVELOP NEW PRODUCTS
- IDENTIFY NEW MARKETS
- MONITOR COMPETITION
- FIND NEW SUPPLIERS
- TRACK INDUSTRY TRENDS
YOUR FOCUS

- Primary Aim in Life
- Will You Love This Business
- Financial Needs Today
- Financial Goals Long Term
- Who Is On Your Team
- What Skills & Experiences Do You Bring To The Business
- What are the Gaps
- What’s Your Exit Plan
PROBLEM - SOLUTION

- Big Problem
- Growing
- Urgently Need
- Expensive Solution
- Mandatory
- Frequency: Does It Repeat