

The Right Foot Workshop Series

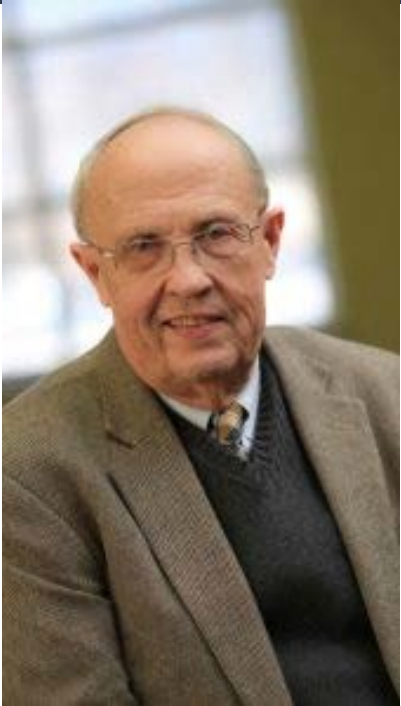
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RIGHT FOOT SERIES

- Session 1. Setting Up a Business
- Session 2. Business Models & “Lean”
Business Planning
- Session 3. Financial
- Session 4 Marketing
- Session 5. Other Business Lessons

The PRESENTERS

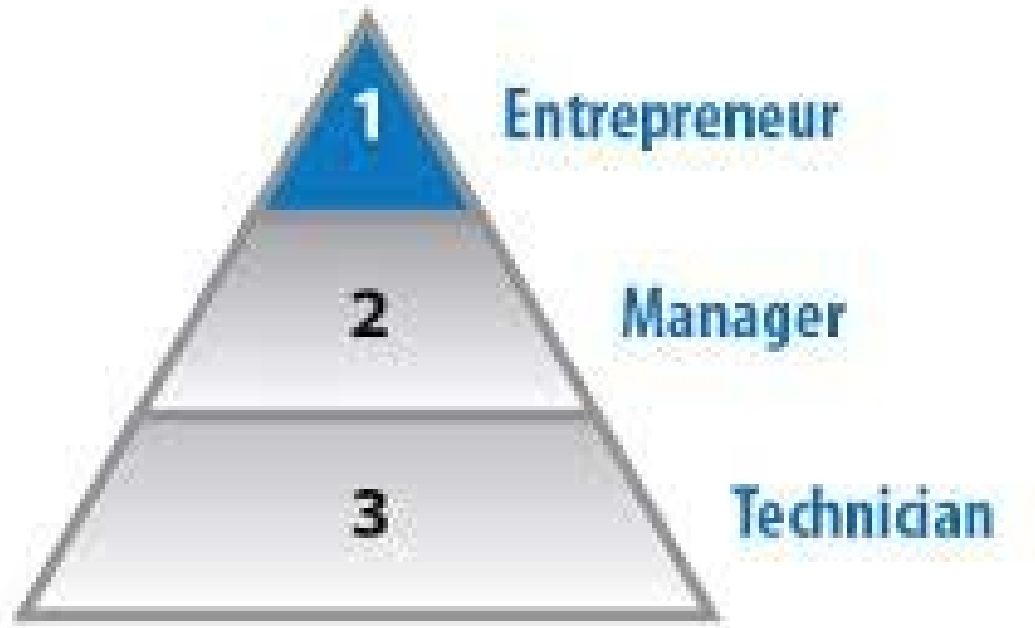


SETTING UP A BUSINESS

PART I

- Introduction
- Business Ownership
- Planning

Business Owner



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

- Technician
- Welder
- Engineer
- Graphic Designer
- Barista

E-Myth™ Model
of Entrepreneurial Development

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