

The Business Plan



South-West Texas Border
**Small Business
Development Center Network**

UTSA Small Business Development Center

UTSA.



SBDC: Who We are

Largest network for management and technical assistance program serving the U.S. small business community

Confidential, no-cost business advising

Low cost Workshops

Resources to help grow your business



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Our Programs at a glance



SBDC

International Trade Center

**SBDC-Procurement Technical
Assistance Center**

SBDCNet

...and 6 other programs



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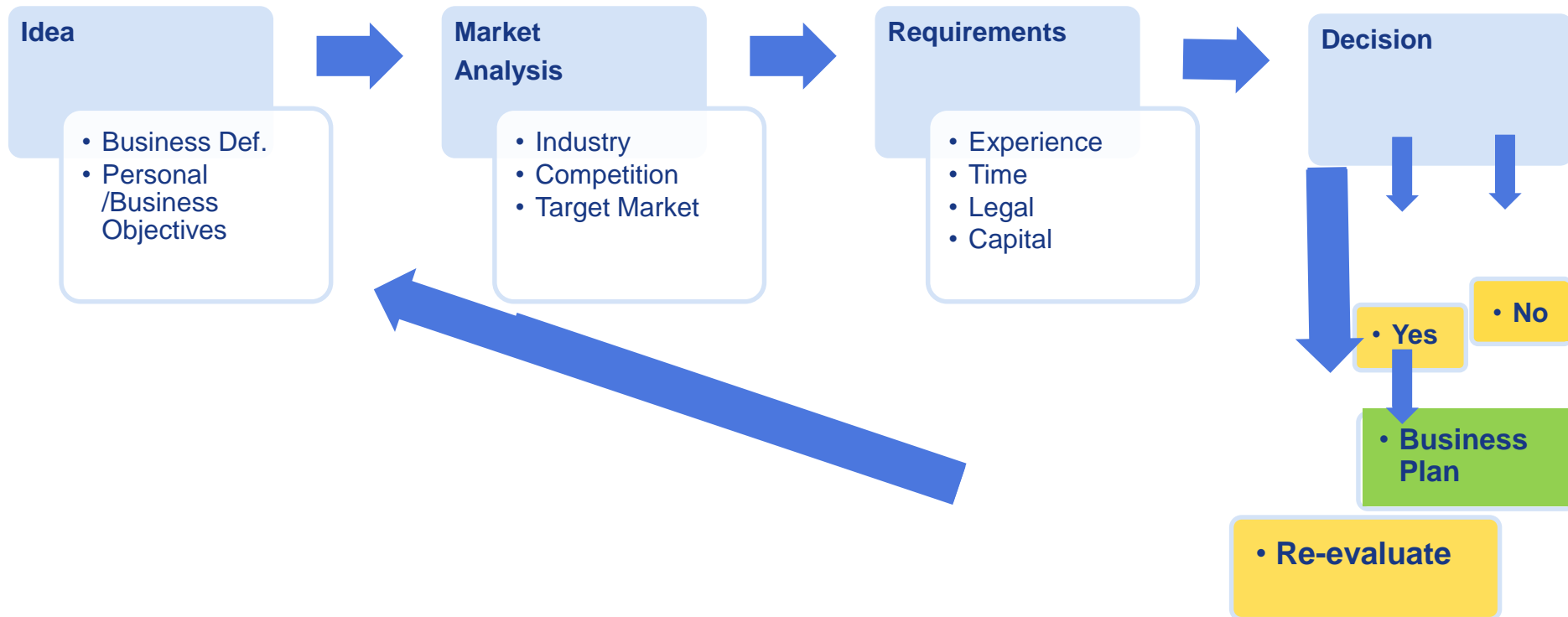


Business Plan Development

- Feasibility First
- What is your goal and who are you writing it for?
- Things to consider:
 - How long should it be?
 - How much time can I expect to devote to it?
 - Business plan Vs. Financial proposal
 - Can I get 100% financing?

Your goal impacts the content and length of the business plan.

The Feasibility Process



Structuring Your Plan

- Cover Letter
- Table of Contents
- Plan
- Financials
- Appendices



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Business Plan Outline

- Executive Summary and Mission Statement
- Business Description
- Operations Plan
- Market Analysis
- Sales Strategy
- Management Profile
- Financial Analysis



UTSA Small Business Development Center

We're here for you!
Confidential Business Advising
Cost Friendly Workshops

UTSA SBDC
501 W. Cesar Chavez Blvd.
San Antonio, Texas 78207
(210) 458-2460
www.sasbdc.org

facebook.com/UTSASBDC
twitter.com/utsasbdc
<http://www.linkedin.com/company/utsa-small-business-development-center>



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