



# **How to Start a Home-Based Business: Create a Business Plan\*Build a Client Base\*Make Yourself Indispensable\*Create a Fee Structure\*Market Your ... Customers Want (Home-Based Business Series)**

*Bert Holtje*

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**From the series that has sold  
more than half a million copies!**

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**Available in October 2009**

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**Everything you need to set up a home-based business,  
create a demand for services, and make money**

Have you ever dreamed of starting your own home-based business? Of being your own boss? Have you been hesitant to put your business plans into action? With *How to Start a Home-Based Business*, you have what it takes to do so like a pro, step by step, even in tough economic times. Here are all the necessary tools and success strategies you need to launch and grow a business, whatever your specialty. The authors share their experience on how to:

- \*Define your specialty
- \*Develop a business plan
- \*Estimate start-up costs
- \*Create a fee structure
- \*Build a client base
- \*Find trusted subcontractors and specialists
- \*Stay profitable
- \*Become a sought-after expert
- \*Bid competitively
- \*Establish a daily schedule
- \*Organize your business
- \*Get paid
- \*And more!



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