Thinks

What are their wants, needs, hopes, and dreams? What other thoughts might influence their behavior?

The type of

equipment you

need depends on

the type of

business you open.



Estimating business expenses is an important step in determining how much money you need to start and keep your business

running without

encountering cash flow

problems

What have we heard them say?

What can we imagine them saying?

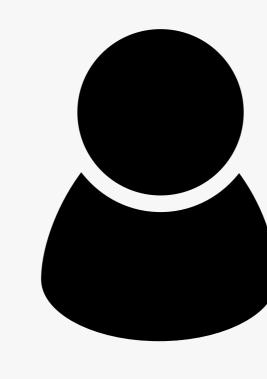
depending on the type of products or services it sells, the size of the company, and the stage of growth of the business.

most business ongoing expenses required to keep operations going.

expenses are either one-time costs or

Estimate the costs of getting people to buy your company's offerings, including design of your logo, business cards, website, and a brochure or flyer that outlines your products or services

Most businesses need to buy computers, a printer, fax machine, copier and a phone for each desk



Estimation of business Expenses

Estimation helps set a profit margin and sales price.

evaluate the expenses involved in the manufacturing of a product or service.

In project management, this method gives investors an idea of the approximate expenses incurred in the completion of the project.

Build Better Client Relationships

Determine If You Have Enough Cash Help Estimate a Completion Date



Does

What behavior have we observed? What can we imagine them doing?



What are their fears, frustrations, and anxieties? What other feelings might influence their behavior?



