

What have we heard them say? What can we imagine them saying? What are their wants, needs, hopes, and dreams? What other thoughts might influence their behavior?

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.

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

The federal Internal Pevenue Service determines if an expense is deductible by considering if its ordinary, or common within the industry and necessary.

Ordinary means the expense is common to most businesses in the same trade or industry.

Some expenses categories are tax-deductible, helping a company reduce its liability.



Necessary means the expense helps to conduct your business operations and is appropriate for your organization.



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?

An expense that meets the definition of ordinary and necessary for business purposes may be expensed for the tax purposes.

A tax professional can provide further information on specific deduction regulations and industry standards.

The down fall in the business is due to the lack of confidence in one's abilities and fear of not being able to meet the expectations of others.

In the limited scholarly work available on the subject, business development is conceptualized as or related to discrete projects, specific modes of growth, and organizational units, activities and practices.

Estimate is business refers to the value or quantity of something that is approximate and not exact.

Business development is defined as the tasks and processes concerning the analytical preparation of potential growth opportunities.