

Business Plan Workbook #6	
Course	Making Your Dream
Topics Addressed	The “What” Questions

## Key Points

### Materials and Supplies

Once you’ve defined your product or service offerings, you can start thinking about the materials and supplies that you need to run your business.

### Raw Materials

If you make a product, you’ll want to think about the materials or ingredients that go into your product. These materials or ingredients are called “raw materials”.

If you were making clothing, the raw materials would be fabric, thread, buttons, zippers, and things like that. If you were making furniture, the raw materials would be wood, nails, varnish, and other things.

### Characteristics of Raw Materials

In your business plan, you will want write down all the raw materials that go into your products. Then, describe any special characteristics of those raw materials.

You’ll want to think about the raw materials you are using and how they help your products stand out from the competition.

### Supplies and Equipment

If you provide a service, you will want to think about any supplies or equipment you need to perform your service.

In your business plan, you will want to list any supplies or equipment that you need to perform your service, and explain how these supplies help make your service distinct.

**Related Business Plan Questions**

Below, you will see a list of business plan questions related to the topics noted above. If you print this worksheet, you can use the space below each question to write down some initial thoughts and ideas.

When you're ready to start working on your business plan, return to the course, and select "Open My Business Plan".

Q: Write down and describe all of the supplies or raw materials you will need to properly operate your business.