

Cost of business

It includes both fixed and variable costs like labor; material and capital .

An estimated cost in approximate projection of future expenses incurred in goods production or completion of a project,

calculate the cost of filling orders for the first few months, starting with how much money you need to keep your products in stock.

Getting and Fulfilling ordes

calculate shipping and packaging costs if you mail items to customers.

Estimated of business expenses

Legalities

You also need ongoing liability insurance to protect yourself and your employees.

Add on automobile insurance if you deliver products or services.



Hiring Employees

- such as accounting ,reception or the manufacturing process, calculate their salary, tax obligations and the cost of benefits to help estimate the business expenses.

- paying your sales stall a commission as they bring in orders is another cost to include in your budget

Thinks

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

