



<p><b>August 2013</b></p>	<p><b>Self-Employment: <i>The Success is in the Numbers</i></b></p>
<p><b>Questions to Ask When Considering Self-Employment</b></p>	<p>Success in business is most always about the numbers. The good news is that it does not have to be complicated. There are a range of available free and low-cost resources that can help to develop financial projections on the front end, determine breakeven and track performance over time!</p>
<ul style="list-style-type: none"> <li>• How well <a href="#">am I suited?</a></li> <li>• Do I have <a href="#">a good idea?</a></li> <li>• <a href="#">Will people buy</a> what I offer?</li> <li>• What are <a href="#">my qualifications?</a></li> <li>• What <a href="#">types of costs</a> are involved?</li> <li>• Can I <a href="#">make more than it costs?</a></li> <li>• Can I <a href="#">maintain revenues</a> over time?</li> </ul>	<p><b>Bookkeeping Templates</b></p> <p>Using the <a href="#">5 Steps to Successful Self-Employment</a> process will assist anyone considering going into business or already in business to examine the numbers from a pragmatic and rational perspective. For example,</p> <ul style="list-style-type: none"> <li>• Understanding the <a href="#">Forecasting Model</a> components</li> <li>• <a href="#">Forecasting</a> to determine profitability for a single product or service (Excel)</li> <li>• <a href="#">Forecasting</a> to determine profitability for multiple products and services (Excel)</li> <li>• Determining <a href="#">Breakeven</a> Levels by revenue objectives and by units of output (Excel)</li> <li>• Proactively <a href="#">Managing Cash Flow</a></li> </ul>
<p><b>Other Helpful Small Business Resources</b></p>	<p><b>Bookkeeping Tutorials</b></p>
<ul style="list-style-type: none"> <li>• <a href="#">Ask Gary</a>   Gary Chabot, Dept. of Economic Dev.</li> <li>• <a href="#">Small Business Development Centers</a> (SBDC)</li> <li>• SBDC <a href="#">On-line Learning Classes</a></li> <li>• SCORE Counselors to America's Small Business <a href="#">Chapters</a></li> <li>• SCORE <a href="#">on-line and local</a> low-cost workshops</li> </ul> <p>Marketing Venues:</p> <ul style="list-style-type: none"> <li>• <a href="#">NH Made Memberships</a></li> <li>• <a href="#">Hannah Grimes Center</a></li> <li>• <a href="#">Women's Rural Enterprise Network</a></li> </ul>	<p>While there are a variety of approaches to bookkeeping, QuickBooks is a leader in the industry offering a range of cost-effective, easy to use solutions including desktop software and cloud-based applications. Through a key word search at YouTube.com, you can access over 9,000 different free tutorials on the topic of "How To" bookkeeping, such as:</p> <ul style="list-style-type: none"> <li>• <a href="#">Bookkeeping Basics 1</a></li> <li>• Visit <a href="#">QuickBooks: Exploring bookkeeping basics   lynda.com tutorial</a></li> <li>• Visit <a href="#">QuickBooks Tutorial - Lesson A Part 1 - Company Setup</a></li> </ul> <p><b>Bookkeeping Advisors</b></p> <p>Perhaps the BEST NEWS is that when it comes to the numbers, you don't have to go it alone! There are thousands of no-cost, confidential small <a href="#">business counselors</a> across the country to help individuals with understanding and proactively managing the numbers to support business objectives including...</p> <ul style="list-style-type: none"> <li>• <a href="#">SCORE</a> Counselors to America's Small Business (SCORE)</li> <li>• <a href="#">Small Business Development Centers</a> (SBDC)</li> <li>• <a href="#">Center for Women's Business Advancement</a></li> </ul> <p><a href="#">QuickBooks</a> also offers Free Trial options to test out the software.</p> <p>For any questions on this and other self-employment topics, please feel free to <a href="#">Ask Buz</a>. Thank you.</p>

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