

## **Table of Contents**

The course is organized according to the standard elements of a complete business plan. Each topic is thoroughly developed in the SBA website:

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- **Executive Summary**
- Market Analysis
- Company Description
- Organization & Management
- Marketing & Sales Management
- Service or Product Line
- Funding Request
- <u>Financials</u>
- <u>Appendix</u>

Daily, each entrepreneur will post a draft of a segment of his or her plan in a small discussion group made up of selected peers. These peer reviewers will offer summary comments in discussion postings, along with attached editorial suggestions made using "track changes." Timeliness and content are important in discussions. Substantial contributions to peer's plans are required and will be evaluated.

everyone know the date and time of my availability.