

## Yearly Sales by Region

	Northeast	Southeast	Midwest	South	West Coast	International
1 <sup>st</sup> Quarter	11,011	123	1,111	4,000	10,100	12,345
2 <sup>nd</sup> Quarter	12,012	234	2,222	3,000	9,900	23,456
3 <sup>rd</sup> Quarter	13,013	345	3,333	2,000	8,800	34,567
4 <sup>th</sup> Quarter	14,014	456	4,444	1,000	7,700	45,678

## Business Plan Outline

1. Describe your products and services.
  - A. What products do you sell?
    - i) Where are they manufactured?
    - ii) Where are they available for purchase?
  - B. What services do you offer?
    - i) Where are they offered?
    - ii) How does someone purchase your services?
2. Describe the history of your business (if it is an existing business), or how you developed your idea to start a new business.
3. Describe the legal structure of your business.
  - A. sole proprietorship
  - B. partnership
  - C. corporation
4. Describe your experience in this business and how it will help you succeed.
  - A. Work history
  - B. Work history related to this business