

Lord Fairfax Small Business Development Center

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Middletown, VA 22645
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**Small Business Reference Library
All materials can be found in the SBDC.**

BUSINESS PLANNING

Anatomy of a Business Plan, 3rd
Automate Your Business Plan, software
Business Planning Guide, 7th
Business Planning Guide, 8th
Business Planning Guide, template (disk)
Business Planning Guide Video
Business Planning Guide Worksheets
Cases in Small Business Management
Cash Flow Control Guide, 2nd
If You're Clueless about Accounting and Finance
If You're Clueless about Selling
If You're Clueless about Starting Your Own Business
Leading Edge Business Planning
Strategic Planning for the New and Small Business
Ted Nicholas Small Business Course

FINANCE

Borrowing to Build Your Business, 2nd
Cash Flow Control Guide, 2nd
Financial Essentials for Small Business
Finding Money for Your Small Business
How to Buy a Business
Keeping the Books, 4th
Managing by the Numbers
Small Business Survival Kit

INDUSTRY SPECIFIC

From Kitchen to Market, 2nd
Owning & Managing An Antiques Business
Owning & Managing A Bar/Tavern
Owning & Managing A Bed & Breakfast
Owning & Managing A Consulting Business
Owning & Managing A Desktop Publishing Business
Owning & Managing A Floral Business
Owning & Managing A Mail Order Business
Owning & Managing A Newsletter Business
Owning & Managing A Restaurant
Owning & Managing A Resume Service
Owning & Managing A Travel Service

Six Figure Consultant
The Restaurant Planning Guide, 2nd

MARKETING

Creating Customers
Letting Your Customers Do The Talking
Make Your Connections Count
Market Planning Guide, 4th
Market Planning Guide, 5th
Marketing: Mastering Your Small Business
Point & Click Business Builder
Priced to Sell
Talk With Your Customers
Target Marketing, 3rd

OPERATIONS

Being An Independent Contractor
Business & Legal Issues: Mastering Your Small Business
Business Agreements Kit (w/software), 2nd
Complete Guide to Consulting Contracts, 2nd
Complete Guide to Consulting Success, 3rd
Complete Guide to Consulting Success
Corporate Forms Kit (w/software) 2nd
How to Form Your Own "S" Corporation
Human Resources: Mastering Your Small Business
Problems & Solutions in Small Business Management
Strategic Planning for& .. 2nd
Total Quality Management: Mastering Your Small Business

SPECIAL INTEREST

Buy the Right Business At The Right Price
Complete Guide to Selling Your Business
Export Profits
Franchising 101
Going Public
How to Form Your Corporation Without a Lawyer, 3rd
How to Make Big Money on TV
Inner Game of Entrepreneurship
Marketing Your Invention, 2nd
Millionaires Across The Street
Proven Proposal Strategies
Real World Entrepreneurs Field Guide
Real World Entrepreneur Video
Smart Staffing
Successful Family Business
Surefire Strategies for Growing Home Based Business
The Under 35 Guide to Starting/Running A Business
The Upstart Guide to Buying, Valuing & Selling Your Business
What No One Ever Tells You
Work At Home Wisdom

START UP

Home Office Know How
How to Form Your Own LLC
Launching New Ventures
Launching Your Home-Based Business
Restaurant Start-Up Guide
Small Business Legal Guide, 2nd
Smart Steps: Entrepreneur Learning Kit
Smart Steps: Testing Your Business Idea
Start Up Guide (CD-ROM)
Start-Up Guide, 2nd
Start-Up Guide, 3rd
Start Your Own Business for \$1,000 or Less
Starting From No
Steps to Small Business Start Up, 3rd
Successfully Self Employed

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