

## THE 8-STEP MODEL

### Step 1: Define the Business Opportunity

Identify the business opportunity and assess its potential. This step involves:

#### Market Research

Conduct market research and analysis to determine if the market is growing, saturated, or declining. Identify key players and their strengths and weaknesses. Assess the overall market environment.

#### Competitive Analysis

Identify your competitors and analyze their strengths and weaknesses. Determine their market share, pricing, and distribution channels. Assess their financial performance and growth prospects.

#### Business Model

Define your business model and value proposition.

#### Revenue Model

Determine how you will generate revenue. Identify your target market and their willingness to pay. Assess the overall market environment.

#### Operational Plan

Develop a detailed operational plan, including a timeline, budget, and resource requirements. Identify key milestones and risks.

#### Marketing Plan

Develop a marketing plan, including a target market, messaging, and promotional activities. Identify key channels and tactics.

#### Financial Projections

Develop financial projections, including a profit and loss statement and cash flow statement.

#### Implementation

Execute the business plan, including launching the business, marketing, and sales. Monitor progress and adjust as needed.

#### Evaluation and Review

Regularly evaluate and review the business plan, including performance metrics and key risks.

#### Exit Strategy

Develop an exit strategy, including a timeline and key milestones.

# Mlc Study Guide

**Terry C. Jones**



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