

## **The CORE FOUR Business Planning Course® Index of Worksheets**

- Business Owner Resume
  
- Cash Flow Projections
  
- Cash for Goods or Services
  
- Cash for Operations
  
- Commercial/Industrial Customer Profile
  
- Commercial/Industrial Customer Satisfaction Survey
  
- Competitive Analysis
  
- Competitor Evaluation 1
  
- Competitor Evaluation 2
  
- Competitor Evaluation Summary

- Create Your Marketing Plan
- Creating Your Sales Presentation
- Distribution
- Features and Benefits
- Image/Packaging/Signage
- Individual Customer Needs Survey
- Individual Customer Profile
- Individual Customer Satisfaction Survey
- Industry
- Insurance
- Location
- Market Position

- Market Research
- Marketing Plan
- Operations Planning Checklist
- Personal Financial Statement
- Personal Income and Expenses
- Pricing: Identify Your Cost Types
- Professional Development Plan
- Projected Sources and Uses of Funds
- Questionnaire - For Interviewing a Business Owner
- Sales to Cash Breakeven
- Sample Business Readiness Assessment Checklist

- Startup Cash Assumptions
  
- Work Plan Outline