

(Free) How to Make a Good Living Running Your Own Business: A low-cost way to start a business you can live off

## How to Make a Good Living Running Your Own Business: A low-cost way to start a business you can live off

*Robin Bennett*

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**Robin Bennett : How to Make a Good Living Running Your Own Business: A low-cost way to start a business you can live off** before purchasing it in order to gage whether or not it would be worth my time, and all praised How to Make a Good Living Running Your Own Business: A low-cost way to start a business you can live off:

0 of 0 people found the following review helpful. Excellent read, great toolBy Matt"How to make . . ." was a superb,

engrossing read. Bennett gives good practical advice for anyone wanting to start up their own business. He covers a lot of ground including when to hire employees, pros and cons of doing your own accounting and where to apply for grants. I strongly recommend this to anyone looking to do a start-up.

This is a brilliantly revealing, often laugh-out-loud guide for every dreamer, college-leaver and second career-er who has ever thought about starting their own business but fallen asleep in the first chapter of a typical business book. Based on what entrepreneur Robin Bennett has found to work over the last 20-odd years in business, it is a frank, witty and revealing look at exactly how to become your own boss without going mad or broke. Discover:- what a real USP looks like (and why it doesn't have to change the world, unless you want it to)- the simple secrets of effective business planning (from a man who has started more than ten businesses)- all the places you can get money to start your business (often for free)- the ultimate guide to sales and negotiation (and how to deal with others haggling your prices down)- how to hire the right staff and get the best out of them (without coming across like David Brent)- how to run a business every day whilst keeping a beady eye on the future (so that you don't go broke, your competitors don't put you out of business and you can grow healthily). This book is a detailed description of how to start a small business from scratch, with relatively little money, and how that business can give you a comfortable standard of living with little or no risk in the long term. Read it and find out how you too can make a good living and still live the good life!

About the Author Robin Bennett came to business relatively late. No selling lemonade to neighbours from the front garden at age six, cleaning cars with rags or a 4am paper round. A cosseted existence lasted until he became a penniless graduate, which forced him to start his first company, aged 23. All of which goes to show that entrepreneurs are just as often made, not born. Since 1992 he has started eight separate companies - each for less than pound;5,000. Six still trade, always in the black and never at the expense of high borrowing or the really important stuff, like family and friends.