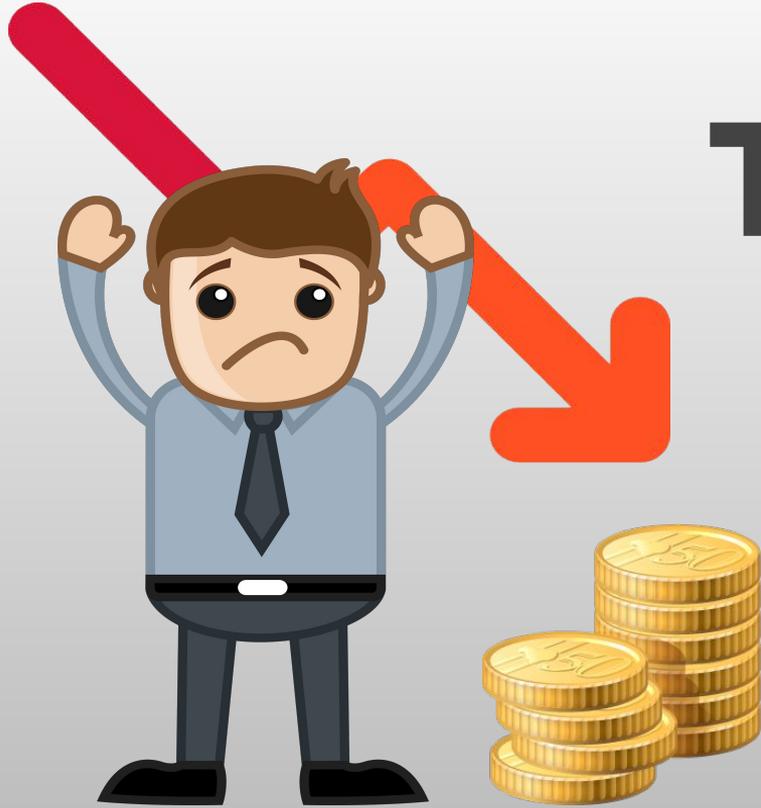


A Guide To Why 9 Out of 10 Business Fails

Dealerbaba guide you to overcome these business failure problem.

- About 80% of businesses will survive their first year in business. (The most recent data shows that of the small businesses that opened in March of 2015, 79.9% made it to March of 2016.)
- A bit more than 50 percent of small businesses fail in the first four years.
- Only one-third make it past their 10th anniversary.

“When your passion and purpose are greater than fear and excuses, You will Find a way”



Top 5 Reasons of Business Failure

1.

Lack of Planning

2.

You Start Your Business
For the Wrong Reason

3.

Worst Management

4.

Insufficient Funds

5.

No Online Presence

Tip#1 (Lack of Planning)

It's critical to have a business plan. The business plan should be realistic, accurate, current information and more.

Business Plan Includes

1. Business Description, Vision & Goal
2. Market Analysis
3. Workforce Needs
4. Financial details
5. Competitive Analysis
6. Marketing & Promotional Activity

Tip#2

(You Start Your Business For the Wrong Reason)

Make your primary reason to the below listed points

- Passion & love for your business :
- Determination & Positive attitude
- Don't give up after failure
- Show honesty, integration and interaction with others.

Tip#3 (Worst Management)

A great business management expertise in area such as finance, purchasing, selling, production, and hiring and managing employees. Unless they don't recognize what they don't do well.

Neglect of business can be dreadful. Business needs a proper care, management, control all the activities on daily or weekly basis. This needs a continuous market research.

Tip#4 (Insufficient Funds)

You should know that how much money will cost you the business, not for starting the business but for staying in the business.

More Years



More Money



Never forget that it may take 1, 2 or 3 years to run the business. That means you need more than enough money to cover all costs.

Tip#5 (No Online Presence)

A professional business has a great social presence to make them successful.

No Website = Loss Sales

81% of the customers look online before buying. 54% of business have website.

Proven Guide ↓

How To Start a Online
Business with the help of
dealerbaba.com

How to Save Your Business When It's Failing

So your business is struggling ?

Are you losing out of money, customers or both?

Startup fails but it's our duty to take it to the right ship. If there are problems, solutions are always ready for the same.

Take these 3 steps when your business is failing

1. What to do when you are losing customer?

If you are losing customer, may be this is a coincidence or a valid reason behind this. Find out the reason why they are giving up. Offer them something reasonable to save the relationship. At last , you will find some valuable reason from them that you can take away and can use this to curtail similar outcomes with other clients.

2. What to do when you are losing money?

If money seems to be major issue then it's time to look your expense hard and fast. You need to examine finance every week instead of every month. It will make a huge difference - 15% cost overruns are fast easier to fix than 50% cost overruns.



3. What to do when you are lacking behind in skills & technology?

Take a hard look on each of them, what are you doing and what others are doing? Are you not working on the latest technology? Ask these questions to previous clients

1. What is missing from your side?
2. Do they feel connected with you?
3. Are you cutting edge enough from them?

Best Advice Youtube Video From Successful CEO to Startup & Entrepreneur



What You Need To Know About The Successful Business

1. They make the product which market needs

Startup fails because “They make the product no one wants”. Make sure to market analysis before you are going to launch any product.

2. They know how to recover

Every business has a team for recover. Versatility is going to help here. Teams that should be able to recover together and work together through tough times. Startups with co-founders have a higher success than startup with single founder.

3. Company grows fast

Entrepreneurs crave for fast growth, investors and market. When the company grows fast, they get investors automatically. A startup cannot be satisfied with minimum growth after many months of operating. Startup ran out of cash because they are not growing. If they are not growing then they will not get investors.

4. Entrepreneur doesn't ignore anything

Successful business employees understand what is their duty. CEO thinks “it’s his job to lead”. CMO thinks “it’s his job to marketing.” and the developer knows “it’s their job to develop code. At startup duties get overlapped.

Steve Jobs was Fired from Apple

Steve Jobs was fired from apple bcoz of his too much believing that macintosh 1984 would be a success.

After macintosh failure all investors of apple were against jobs so he was fired and he founded NEXT where he did his innovations independently.

When Apple start losing in IT industry, they bought NEXT and automatically back at apple and soon become the CEO of apple.

He said “Getting fired from Apple was the best thing that could have ever happened to me”

“The true entrepreneur is a doer, not a dreamer.”

7 Offline Marketing Strategy that still work

1. Distribute Business cards Whenever Possible
2. Speak at Events
3. Celebrate Successes
4. Make Cold Calls
5. Participate in Trade Shows
6. Sponsor a Community Event
7. Low-cost newspaper ads

What is Business Automation & How It Works

Business Process Automation (BPA) is a process of managing information, data and processes to reduce costs, resources and investment.

Business Automation increases productivity through computing technology.

It is designed to maintain efficiency, increase the stability and operational productivity.

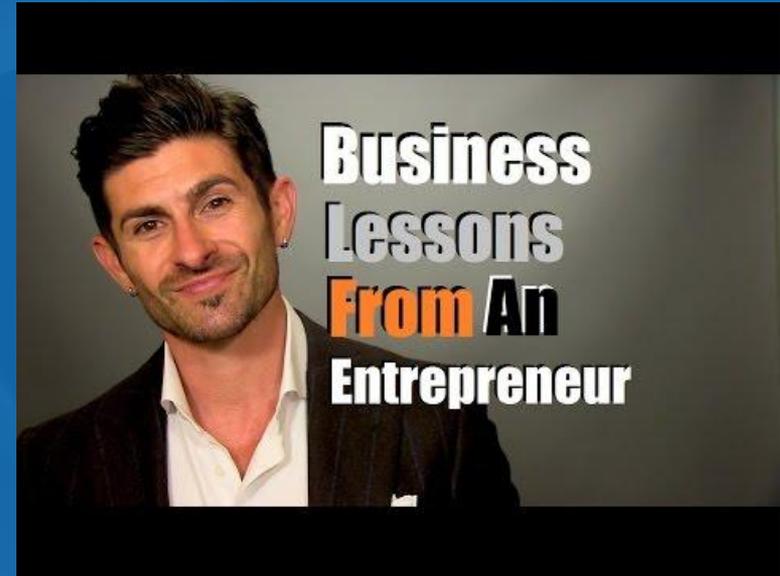
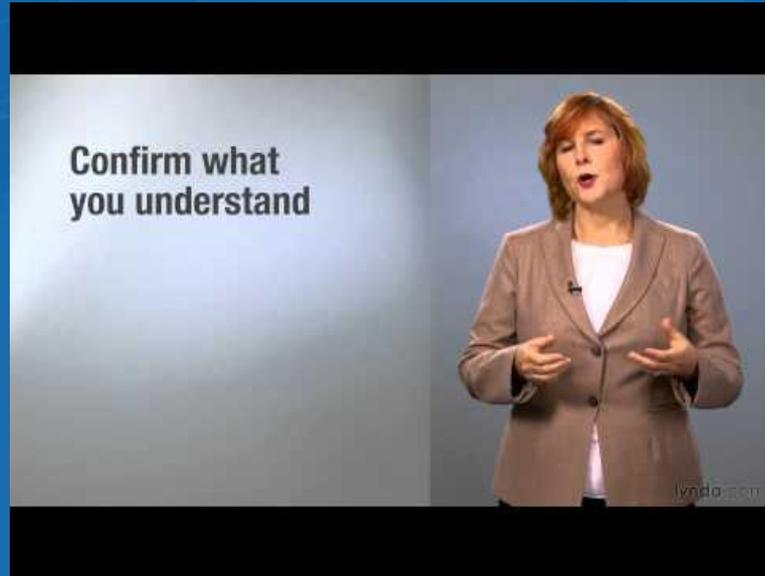
Key Benefits of Business Automation Process

1. Streamline Communications
2. Enforce accountability
3. Minimize costs and manual errors
4. Keep a tab on your business processes
5. Establish a clear approval hierarchy

Steps to Implement for Successful Business Automation

1. Make a list of most common tasks which can be done frequently.
2. Calculate a ROI by Resources and Time
3. Create Realistic Workflows
4. Set the Right Validations
5. Choose a Document and Process Management System
6. Start at the problem, not the solution
7. Ensure team buy-in throughout the process

Business Skills Tutorial Youtube Video



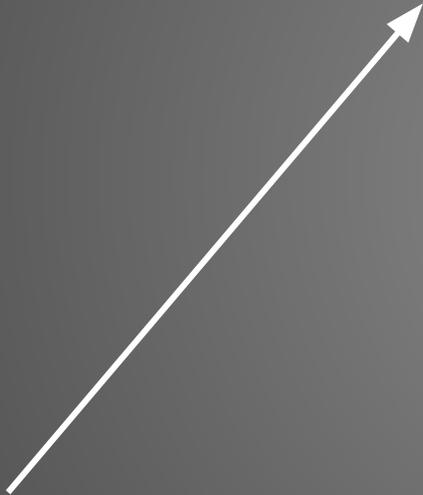
7 Secrets to Know About Being an Entrepreneur

There is no doubt that leaving behind job and becoming a boss is too exciting but it's not easy as well. The reality is complicated when it comes to entrepreneurship.

You have never heard about this 7 secrets before.

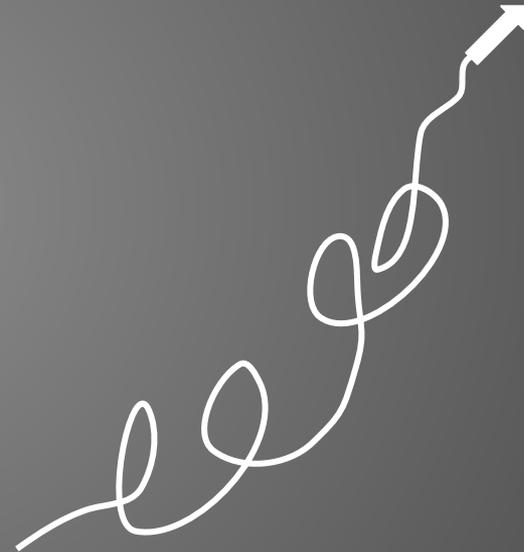
1. **It takes years to build a successful business:** If you think that it takes few hours and free time to be an entrepreneur than you are on wrong path. It takes a lot of hard work and years to build a successful business.

SUCCESS



What People Think

SUCCESS



What It Exactly Looks Like

2. Leading is not easy : Leading is not about ordering your employees to do work. You are going to lead, you should know how to manage the team perfectly. Successful business runs with a team of employees.

3. Execution, Execution & Execution : Many other people are doing the same what you are trying to do. No matter how much time you invest to create the business plan, you still have to adapt according to the ground realities.

4. Passionate : You must be passionate about what you are trying to achieve. That means you are going to sacrifice your sleeping hours. The passion towards your business will attract your customers to more likely believe in you.

5. Learn from mistakes : Mistakes are good if you are not repeating them. Learning something from your every mistake guides you to right path to get success in business.

6. Focus intensely on an opportunity where others see nothing : Companies suffer when they do too many things at same time rather than doing few things perfectly. Stay focussed on mission.

7. You will not get a lot of money : Entrepreneurship is not the path for becoming rich. There are too many rewards but, ultimately if you are looking for wealth then creating your own business is not an option.

“Do not be embarrassed
by your failure, learn
from them and start
again”

10 Reasons Why Entrepreneurs Fail

1. Focus on building an infrastructure: Sometimes, entrepreneurs are often excited about doing cool stuff rather than makes money. They focus on creating fancy business website, business cards, high class computers rather than get the job done successfully. These things are important but a little bit later.

2. Bad Partners : It includes colleagues who agree on everything which entrepreneur says. They should know that this person is really worthy for me?

3. Ineffective Sales : They cannot sell the right thing at right time to the right person. Good entrepreneurs understand the sale process. R&D plays the important role in this.

4. Team with horrible skills : A team of 5 people with expert skills is better than a team of 20 people with horrible skills. Employers should accept their responsibility by themselves, searching for someone to take their responsibility is never an option.

5. Market Invisibility : Their company is invisible to the market because they can not spend money on this or they don't know the importance of marketing.

“Sell the problem you solve, not the products.”

6. Forget that their strength will sell their service : Hire people for sales is not going to help. Who knows about better than you about your products? Business fails when founder stop selling the product. Make it happen with sales and marketing.

7. Creating products that are not proven yet : Just because people are demanding those project, you start spending time & money to create it. The right time to build a product when people actually need it and they are willing to pay for the same.

8. Not smart enough : It's not about IQ. Some entrepreneurs have idea too little depth, they have no idea what they are talking about. They can't see what other successful business are seeing.

9. Not Get Enough Funding : Entrepreneur fails because they don't know how to value the invested money. People stop getting funding when your company stops growing.

10. Less Resources: Not only the cash is required, resources like market contacts, partnership also get managed.

10 Mistakes to Avoid When Starting an Online Business

1. Not having a proper business plan
2. Quitting your day job and starting a business
3. Not worrying about money
4. Ignoring customer service
5. Giving away too much and getting nothing in return
6. Setting the wrong price
7. Underestimating how long sales take
8. Planning only for success
9. Understanding the industry, but not the market
10. Ignoring technology

Let's Explore your business by adding at
our global B2B Portal

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