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Financing Your Business Dreams with Other People's Money Harold R. Lacy,1998 Most of the books available today that target would be small business owners focus on putting together the business plan and only mention the various categories for raising start up capital Lacy takes the opposite approach He contrasts and provides detailed profiles of government bank and alternative funding sources and he recommends approaching a combination of potential funders He also includes franchising as an option for going into business for oneself He offers an action plan for approaching funding sources but he also includes the elements of a winning business plan More than a third of the book is devoted to a state by state listing of funding agencies and organizations that can provide assistance or guidance Lacy has 25 years of banking experience In 1989 working with the SBA and a community college he helped develop a program to help businesses seek funding That experience showed Lacy there was a market for this information and he created the Money Institute seminar on which this book is based

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Table of Contents Financing Your Business

1. Understanding the eBook Financing Your Business
 - The Rise of Digital Reading Financing Your Business
 - Advantages of eBooks Over Traditional Books
2. Identifying Financing Your Business
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Financing Your Business
 - User-Friendly Interface
4. Exploring eBook Recommendations from Financing Your Business
 - Personalized Recommendations

- Financing Your Business User Reviews and Ratings
- Financing Your Business and Bestseller Lists
- 5. Accessing Financing Your Business Free and Paid eBooks
 - Financing Your Business Public Domain eBooks
 - Financing Your Business eBook Subscription Services
 - Financing Your Business Budget-Friendly Options
- 6. Navigating Financing Your Business eBook Formats
 - ePub, PDF, MOBI, and More
 - Financing Your Business Compatibility with Devices
 - Financing Your Business Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Financing Your Business
 - Highlighting and Note-Taking Financing Your Business
 - Interactive Elements Financing Your Business
- 8. Staying Engaged with Financing Your Business
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Financing Your Business
- 9. Balancing eBooks and Physical Books Financing Your Business
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Financing Your Business
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine Financing Your Business
 - Setting Reading Goals Financing Your Business
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of Financing Your Business
 - Fact-Checking eBook Content of Financing Your Business

- Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
- 14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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