

## **Business Description & Vision**

|                                                             |                                                                                                                                                                                                                                                                           |
|-------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>This section should include:</b>                         | <ul style="list-style-type: none"><li>• Mission statement (business purpose)</li><li>• Company vision (statement about company growth)</li><li>• Business goals and objectives</li><li>• Brief history of the business</li><li>• List of key company principals</li></ul> |
| <b>After reviewing this section the reader should know:</b> | <ul style="list-style-type: none"><li>• Who the business is and what it stands for</li><li>• Your perception of the company's growth &amp; potential</li><li>• Specific goals and objectives of the business</li><li>• Background information about the company</li></ul> |

## **Definition of the Market**

|                                                             |                                                                                                                                                                                                                                                                                                                                                            |
|-------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>This section should:</b>                                 | <ul style="list-style-type: none"><li>• Describe your business industry and outlook</li><li>• Define the critical needs of your perceived or existing market</li><li>• Identify your target market</li><li>• Provide a general profile of your targeted clients</li><li>• Describe what share of the market you currently have and/or anticipate</li></ul> |
| <b>After reviewing this section the reader should know:</b> | <ul style="list-style-type: none"><li>• Basic information about the industry you operate in and the customer needs you are fulfilling</li><li>• The scope and share of your business market, as well as who your target customers are</li></ul>                                                                                                            |

## **Description of Products and Services**

|                                                             |                                                                                                                                                                                                                                                                                                      |
|-------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>This section should:</b>                                 | <ul style="list-style-type: none"><li>• Specifically describe all of your products and services</li><li>• Explain how your products and services are competitive</li><li>• If applicable, reference a picture or brochure of your products, which would be included in the plan's appendix</li></ul> |
| <b>After reviewing this section the reader should know:</b> | <ul style="list-style-type: none"><li>• Why you are in business</li><li>• What your products and services are and how much they sell for</li><li>• How and why your products &amp; services are competitive</li></ul>                                                                                |

# Professional Service Business Plan Examples

**TD Snyder**



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