

# starting an answering service business

## Starting an Answering Service Business: Your Comprehensive Guide to Success

### Introduction:

Are you a driven entrepreneur looking for a business with high demand and low overhead? Consider starting an answering service. In today's fast-paced world, businesses of all sizes need reliable call handling, and a well-run answering service fills this critical need. This comprehensive guide will walk you through every step, from crafting a business plan to securing your first clients, ensuring you have the knowledge to launch and grow a thriving answering service. We'll cover everything from legal requirements and marketing strategies to technology choices and managing your team, equipping you with the tools you need to succeed in this lucrative market.

## 1. Market Research and Business Planning: Laying the Foundation for Success

Before diving in, thorough market research is crucial. Identify your target market (e.g., small businesses, medical practices, lawyers). Analyze your competition: what are their strengths and weaknesses? What pricing models do they use? Understanding your niche and competition allows you to position your service effectively and establish competitive pricing. Your business plan should include:

**Executive Summary:** A brief overview of your business, its goals, and market analysis.

**Company Description:** Your answering service's mission, vision, and unique selling propositions (USPs). What sets you apart from the competition? Exceptional customer service? 24/7 availability? Specialized industry knowledge?

**Market Analysis:** Detailed research on your target market and competitive landscape.

**Organization and Management:** Your business structure (sole proprietorship, LLC, etc.) and management team.

**Service or Product Line:** Clearly define the services you offer. Will you provide basic call answering, message taking, appointment scheduling, lead generation, or a combination?

**Marketing and Sales Strategy:** How will you acquire clients? (Online marketing, networking, direct sales, etc.)

**Funding Request (if applicable):** Detail your funding needs and how you plan to secure them.

**Financial Projections:** Projected income statements, cash flow statements, and balance sheets. This demonstrates the viability of your business.

## 2. Legal and Regulatory Compliance: Navigating the Legal Landscape

Operating legally is paramount. This includes:

**Business Registration:** Register your business name and obtain the necessary licenses and permits. Requirements vary by location, so check with your local authorities.

**Insurance:** Obtain general liability insurance and potentially professional liability insurance (errors and omissions insurance) to protect your business from potential lawsuits.

**Data Privacy Compliance:** Understand and comply with relevant data privacy regulations, such as HIPAA (if handling medical information) and GDPR (if dealing with European clients). Data security is crucial and needs careful planning.

**Tax Obligations:** Understand your tax obligations and set up a system for tracking income and expenses. Consult with a tax professional to ensure compliance.

### **3. Technology and Infrastructure: Choosing the Right Tools**

Technology is the backbone of your answering service. Invest wisely in:

**Phone System:** A robust phone system is essential. Consider a VoIP (Voice over Internet Protocol) system for scalability and cost-effectiveness. Features like call recording, call routing, and auto-attendant are crucial.

**Call Center Software:** Software solutions offer features like call queuing, agent monitoring, and reporting. These tools improve efficiency and provide valuable data.

**CRM (Customer Relationship Management) Software:** A CRM helps manage client information, track interactions, and streamline communication.

**Communication Platforms:** Consider integrating instant messaging, email, and other communication channels for seamless client interaction.

### **4. Hiring and Training: Building Your Team**

The quality of your team directly impacts client satisfaction. Therefore:

**Recruitment:** Develop a clear job description and attract talented candidates. Look for excellent communication skills, patience, professionalism, and the ability to work under pressure.

**Training:** Provide comprehensive training on your phone system, call handling procedures, and client-specific instructions. Regular training and ongoing development are essential.

**Performance Management:** Implement performance metrics to track agent performance and identify areas for improvement. Regular feedback and performance reviews are vital.

### **5. Marketing and Sales: Attracting and Retaining Clients**

Effectively marketing your services is crucial for growth. Consider:

**Online Marketing:** Create a professional website, optimize it for search engines (SEO), and run targeted online advertising campaigns (PPC).

**Networking:** Network with businesses in your target market through industry events, online

forums, and referrals.

Direct Sales: Reach out to potential clients directly via phone calls, emails, or in-person meetings.

Content Marketing: Create valuable content (blog posts, articles, case studies) to attract potential clients and establish your expertise.

Referral Programs: Incentivize existing clients to refer new business.

## **6. Pricing and Billing: Determining Your Rates**

Develop a competitive and profitable pricing strategy. Consider:

Per-minute pricing: Charge clients based on the length of calls.

Per-call pricing: Charge a fixed fee for each call handled.

Monthly subscription pricing: Offer various packages with different features and call volumes.

Value-added services: Charge extra for specialized services, such as appointment scheduling or lead generation.

Billing cycles: Establish clear billing cycles and payment methods.

## **7. Customer Service and Retention: Building Long-Term Relationships**

Exceptional customer service is crucial for retaining clients. Focus on:

Responsiveness: Answer calls promptly and efficiently.

Professionalism: Train your agents to maintain a professional demeanor and handle calls politely.

Accuracy: Ensure accurate message taking and appointment scheduling.

Problem-solving: Empower your agents to solve client problems effectively.

Feedback: Regularly solicit feedback from clients to identify areas for improvement.

## **8. Scaling and Growth: Expanding Your Business**

As your business grows, plan for scalability. Consider:

Hiring additional agents: Increase your call-handling capacity to meet demand.

Expanding your service offerings: Add specialized services to attract new clients.

Investing in new technology: Upgrade your phone system and software to improve efficiency.

Opening new locations: Expand your geographic reach to serve a wider customer base.

## **9. Financial Management and Profitability: Ensuring Long-Term Success**

Sound financial management is critical for long-term success. This involves:

Accurate bookkeeping: Maintain detailed records of all income and expenses.

Budgeting: Create a budget to track your expenses and manage your cash flow.  
Profitability analysis: Regularly analyze your profitability to identify areas for improvement.  
Financial forecasting: Project your future income and expenses to plan for growth.

## Article Outline: "Starting an Answering Service Business"

Introduction: Overview of the answering service industry and the benefits of starting this type of business.

Chapter 1: Market Research and Business Planning: Conducting thorough market research and developing a comprehensive business plan.

Chapter 2: Legal and Regulatory Compliance: Understanding and complying with all relevant legal and regulatory requirements.

Chapter 3: Technology and Infrastructure: Choosing and implementing the right technology and infrastructure for your business.

Chapter 4: Hiring and Training: Recruiting, training, and managing your team of call center agents.

Chapter 5: Marketing and Sales: Developing and implementing a successful marketing and sales strategy.

Chapter 6: Pricing and Billing: Determining your pricing structure and implementing efficient billing practices.

Chapter 7: Customer Service and Retention: Providing exceptional customer service to build long-term relationships with clients.

Chapter 8: Scaling and Growth: Planning for future growth and expansion of your answering service business.

Chapter 9: Financial Management and Profitability: Ensuring long-term financial stability and profitability.

Conclusion: Recap of key takeaways and encouragement for aspiring entrepreneurs.

(Detailed explanation of each chapter would follow here, mirroring the content already provided above. Each chapter would be expanded upon with more specific examples, checklists, and actionable advice.)

## FAQs:

1. What is the initial investment required to start an answering service? The initial investment varies depending on your chosen technology, staffing needs, and marketing strategy. Expect costs for phone systems, software, marketing, and potentially legal fees.
2. What licenses and permits do I need? This depends on your location. Check with your local authorities and state government.
3. How can I find clients for my answering service? Use online marketing, networking, direct sales, and referral programs.
4. What type of insurance do I need? General liability insurance and professional liability

insurance are recommended.

5. What software should I use? There are various call center software and CRM options available. Research to find the best fit for your needs and budget.
6. How do I price my services? Consider per-minute, per-call, or monthly subscription pricing, and adjust based on your costs and market research.
7. How do I ensure data privacy? Comply with relevant data privacy regulations like HIPAA and GDPR.
8. How do I manage my team effectively? Provide thorough training, set clear expectations, and offer regular performance reviews.
9. What are the key metrics for success? Track client satisfaction, call handling time, agent performance, and revenue growth.

#### Related Articles:

1. Choosing the Right Phone System for Your Answering Service: A guide to selecting and implementing a reliable and scalable phone system.
2. Mastering Call Center Software: A Practical Guide: Advice on selecting and using call center software effectively.
3. Building a High-Performing Answering Service Team: Tips on recruiting, training, and managing a successful team.
4. Effective Marketing Strategies for Answering Services: Strategies for reaching your target market and acquiring new clients.
5. Pricing Your Answering Service for Profit: A detailed guide to developing a profitable pricing strategy.
6. Ensuring Data Security and Privacy in Your Answering Service: Best practices for protecting sensitive client data.
7. Handling Difficult Calls: Training for Your Answering Service Agents: Strategies for handling difficult or challenging customer interactions.
8. Scaling Your Answering Service Business for Growth: Planning for expansion and growth in the answering service market.
9. The Future of Answering Services: Trends and Opportunities: An overview of the latest trends and opportunities in the answering service industry.

**starting an answering service business:** *How to Start A Telephone Answering Service* Peter Lyle DeHaan, 2019-01-29 Do you want to own a telephone answering service? Would you like a nice double-digit profit every month? A mature answering service can do that for you. That's the good news. The bad? If you don't do it right, it could be the worst decision of your life. You could lose your shirt. Learn the inside story from Peter Lyle DeHaan, PhD, who has spent his career in and around the answering service industry. He's owned, managed, bought, and merged answering services. He's also an industry writer and publisher. And he worked as a consultant. In this essential book, you'll discover: - The precise steps to set yourself up for success - Key shortcuts to minimize risk - The secrets that will make you become profitable faster - How to avoid the surprising mistakes most answering service startups make - If your personality fits this high-risk, high-reward industry You'll learn about equipment, cash flow, and managing a team. And you'll discover a sound growth strategy, how to make the startup phase as short as possible, and the specific methods of thriving answering service companies. If you're considering starting a telephone answering service, this indispensable guide is a must read. Buy *How to Start a Telephone Answering Service* today and dive into this exciting industry.

**starting an answering service business:** *How to Start & Manage an Answering Service Business* Jerre G. Lewis, Leslie D. Renn, 2004

**starting an answering service business:** *The Telephone Answering Service Industry* Peter Lyle DeHaan, 2023-08-10 WARNING: this book is a master's thesis (1998) and contains academic research. It's made available primarily to aid others who are conducting their own industry research. If this is what you seek, here's an overview: The telephone answering service industry is facing uncertainty due to misconceptions, rising costs, and company closures. This book presents extensive research on the industry, including a SWOT analysis and input from industry professionals. It identifies six core items for survival and success: flexibility, customer-focus, management skills, service quality, staffing practices, and employment attractiveness. The book recommends conducting company-specific SWOT analyses and developing strategic plans, as well as increasing rates, improving sales and marketing efforts, and capitalizing on 24/7 staffing. Readers must assess their specific circumstances to determine if these strategies are applicable. This book equips industry insiders with valuable insights and recommendations to shape the future of their businesses. By being proactive and prepared, the industry can overcome its challenges and flourish in the ever-changing telecommunications world.

**starting an answering service business:** *How To Start And Run A Telephone Answering Service* Lisa Newton, 2019-08-18 Have you ever thought about starting and running your own call answering service? But are just not sure where / how to start? Author, Lisa Newton can guide you through the process. You don't have to source the call centre, hire the equipment and recruit the telephonists all by yourself - there is an easier and quicker way. This book explains how you can start and run a telephone answering service quickly & easily, how to find clients and how to grow the business. Get 20% off the online 'how to start your own telephone answering service course' using this link: <https://www.udemy.com/how-to-start-and-run-a-telephone-answering-service-business/?couponCode=TELAMZN20-0819>

**starting an answering service business:** *Starting and Managing a Small Service Business* Robert A. Schaefer, 1986

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**starting an answering service business:** **One Hundred and One Businesses You Can Start with Less Than One Thousand Dollars** Heather L. Shepherd, 2007 Most parents today have a tough time economically: They have to be at home raising their children so they cannot work much, and the jobs that are out there are often part-time and low paying. Yet most families need two incomes today to get ahead. Detailed in this new book are over 100 business ideas that can be started for very little money and yet may provide parents with a lot more money than they would be

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Entrepreneur Press, 2006-10-01 Did you ever think you might be able to make money leading seminars to teach others what you know? Or promoting a dynamic speaker who motivates the crowds? Many people pay top dollar to attend seminars that teach them how to do something faster, better, more easily or more profitably—which gives you a great opportunity for profit. This hands-on guide, completely updated with the latest trends and newest information, details how to plan seminars, webinars, and teleseminars for yourself or someone else from start to finish. Learn how to:

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People who promote and produce seminars are making huge profits—and so can you! Get in on the action in this booming field today.

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Ray Gaines, 2009 With no technical jargon or stuffy charts and structures, but in clear concise English, this book provides good sound advice from someone who has spent forty years starting up and running businesses.

**starting an answering service business: Start Your Own HOME-BASED BUSINESS**

Cotter Bass, 2019-07-25 IS THE RISING COST OF FOOD AND FUEL SQUEEZING YOUR BUDGET TO THE BREAKING POINT? CAN'T SEE A WAY OUT OF THIS MESS? Well, Starting Your Own HOME-BASED BUSINESS just might be the solution you're looking for! With inflation's vice grip on our ability to make ends meet, it's no wonder that many struggle to make ends meet. A full time job and/or two family members drawing a paycheck are simply inadequate and often fail to provide enough funds for basic living expenses. Often, the only option remaining is to find additional employment in order to gain financial security for you and your family. You have already exhausted the formal part-time job offerings in your area, having no success. So what to do? Have you considered starting your own Home-Based Business? Within the pages of Start Your Own HOME-BASED BUSINESS, you'll discover 25 outstanding home-based business plans, each one ready for you to put into action! The prospect of working from home has gained credibility over the years. Home offices can now compete with small commercial businesses and save on rent in the process. In the United States alone there are more than 40 million home-based businesses! This statistic should provide ample encouragement for those wishing to start their own business. So why not take that leap of faith with Start Your Own HOME-BASED BUSINESS? Start by selecting the home-based plan that favorably dovetails with your abilities and financial needs and then, following the instructions revealed in Chapter 1, STARTING YOUR OWN BUSINESS, develop a detailed business plan before starting and you'll soon be on your way to financial freedom! Remember, success takes planning. The rest is up to you! Good luck, and may your new business venture succeed beyond your wildest dreams!

**starting an answering service business: Start Your Own College Planning Consultant**

Eileen Figure Sandlin, / Entrepreneur magazine, 2013-09-03 Offers information on starting a college planning consultant business by identifying a specialty or services and mastering business basics such as establishing a company as a legal entity.

**starting an answering service business: Home-Based Businesses That You Can Start**

Today Robert Witham, 2011-02-11 More people than ever are considering starting a home-based business. Part of this interest in home-based businesses is driven by an economic recession, but part

of it is also driven by the dream of independence. For many people, being self-employed or operating their own home-based business has always been a dream. Leaving the corporate world behind, eliminating long commutes to work, spending more time at home with family, and a desire for a simpler lifestyle have all been listed as reasons why people decide to trade the supposed security of a corporate job for a home-based business. There are many reasons to start a home-based business. In fact, there are probably about as many reasons as there are small business owners! Starting a small business is hard work, but it is also rewarding work. Working for yourself also provides a measure of security and flexibility not available in any job. How much security and how much flexibility depends on the type of business you operate, as well as your motivation and determination to succeed. *Home-Based Businesses That You Can Start Today* will help you get started on the exciting journey toward being a small business owner. This book is filled with small business ideas that can be started right from your own home with minimal expense or hassle. Each business idea is neatly organized into its own section so you can skip over any business ideas that do not sound appealing and focus on those that you do find interesting. *Home-Based Businesses That You Can Start Today* focuses on providing ideas to get you started. This book profiles 65 different business ideas that you can start at home. I trust you will find *Home-Based Businesses That You Can Start Today* to be a valuable resource as you consider starting your own small business. The list of business ideas that is included in this book is by no means exhaustive or comprehensive, but it does provide a good overview of the many types of home-based businesses that can be operated today.

**starting an answering service business: Starting a Business from Home** Colin Barrow, 2008 From finding a niche in the market and organising yourself and your office, up to the point where your business is ripe for expansion overseas, this practical guide will tell you how to start up and run your own business from anywhere in the world.

**starting an answering service business: Start Your Own Personal Concierge Service** Entrepreneur Press, 2012-05-26 Turn Your Can-Do Attitude Into Cash Are you a pro at multi-tasking? Do you thrive on deadlines and love a good challenge? Could you find satisfaction in lending others a hand? If so, you're in high demand in the booming personal concierge industry. Offering easy startup and low overhead, a personal concierge helps clients with everyday tasks from organizing to shopping. Led by our experts, learn how to successfully establish your business, develop your service list, build a client base, and even, expand. Plus, uncover the secrets of practicing entrepreneurs, gaining priceless insight, advice, and tricks on managing common and difficult requests. Learn how to: Make the right contacts to find great business and individual clients Identify and develop your service niche Choose what services to offer Set fees and collect payment Build vendor relationships Cost-effectively promote and advertise your service Build loyalty and referrals among your clients Hire help And more Sample forms, additional resources, checklists and work sheets guide you through every step of the startup process. You have what it takes to be an in-demand personal concierge—let us help you get started and succeed!

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**starting an answering service business: How to Start a Home-Based Interior Design Business** Nita Phillips, 2009-06-24 Have you ever dreamed of starting your own home-based

interior design business? Have you been hesitant to put your business plans into action? This book contains all the necessary tools and success strategies you need to launch and grow your business. An experienced designer shares her experiences and advice on every aspect of setting up and running a thriving home-based interior design business. Learn how to develop a business plan, estimate your start-up costs, price your services, and stay profitable once you're in business. Read all about getting clients and referrals, outshining the competition, bidding competitively, establishing your daily schedule, organizing your business, getting paid and much more. The book is packed with worksheets, including products and services chart, sample balance worksheet, profit-and-loss worksheet, cash-flow projections worksheet, weekly accounting ledger, vendor sale sheet, bid sheet. New in this edition are more points of entry: lots of sidebars and lists, including sidebars with new information on "green" home furnishings and environmentally friendly paints that clients may ask about.

**starting an answering service business: The Young Entrepreneur's Guide to Starting and Running a Business** Steve Mariotti, 2000 Describes the characteristics of a successful entrepreneur, explains how to start and run a business, and offers tips on costs, investment, market research, and negotiation.

**starting an answering service business: How to Start a Home-Based Gift Basket Business** Shirley Frazier, 2010-07-13 Everything you need to know to run a profitable gift basket business from your home.

**starting an answering service business: Start Your Own Gift Basket Business and More** Entrepreneur Press, 2008-07-01 Do you have an eye for complementary colors and patterns? Are you known for your creative ideas or your unique way of taking something ordinary and turning it into something extraordinary? Your artistic eye and resourcefulness may be the perfect foundation for a very lucrative career in gift baskets! A booming market, gift baskets are the most convenient yet thoughtful way for busy corporations to thank clients, for on-the-go families to send holiday wishes, or for real estate agents welcoming new homeowners —the occasions are endless. This hands-on guide takes you step by step into the trendy world of specialty gifts and shows you how to establish and launch your own full- and part-time gift basket business right from your home. Plus, Entrepreneur has scoured the field to interview experts who provide from-the-trenches examples, advice and tips to help you avoid common mistakes and get on your way to success! Learn how to: • Set up your business with minimal startup investment • Buy low-cost materials and supplies • Develop your product list • Build valuable relationships with suppliers • Effectively market yourself and capture new clients • Price your product • Manage operations A world of possibilities and big profits awaits! Get started today!

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**starting an answering service business: Field Guide to Starting a Business** Stephen M. Pollan, Mark Levine, 1990-04-15 The Field Guide to Starting a Business offers encouragement and essential no-nonsense advice to the rapidly growing number of people who want to start businesses of their own -- from MBAs who want out of the rat race to homemakers who want to work out of their living rooms.

**starting an answering service business: Start Your Own Business on eBay** Entrepreneur Press, 2007-07-01 eBay has changed the way the world shops. Here's your chance to get in on this retail phenomenon—it's simple and inexpensive to get started. All you need is a computer and a product (or service) people want, and you're well on your way to reaching eBay's hundreds of millions of customers. You can sell almost anything on eBay, from the familiar to the exotic. And you can do it any time of the day or night, making this a great business to start part time. Newly revised and updated with the latest eBay tools and features, this book puts you on the fast track to your own eBay business. You'll learn: • Hot tips for attracting interested customers and high bids • The latest

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**starting an answering service business: Start Your Own Office and Administrative Support Service** Entrepreneur Press, 2007-11-01 In today's new business environment, there are great work-from-home opportunities for office managers, executive assistants, administrative professionals and anyone else with excellent organizational and computer skills. Why fight traffic to go to an office when you can do the same work—perhaps at better pay—from home? Start your own office or administrative support service, offering your word processing, dictation, database management, telephone, communication or other administrative services on a contract basis to companies around the globe. Learn how to turn your business skills into a profitable freelance opportunity: • Write a strong business plan that lays out your path to success • Determine services and policies that maximize profits • Get great deals on the software and equipment your business needs • Hire an excellent staff if your business grows too big for one person • Go above and beyond your competition to attract regular clients Successful entrepreneurs in this field reveal the secrets to growing a highly profitable business. Plus, get websites and contact information for valuable resources in the "Business Support Service National Directory" inside. Leave the drab office behind and strike out on your own in this hot field.

**starting an answering service business: The Start Your Own Business Bible** Richard J Wallace, 2011-05-18 No matter what kind of business you want to launch, no matter how big or small your budget, there are some things you must know. You'll need an estimate of start-up costs, of potential earnings, and of the qualifications and equipment necessary to make your enterprise a success. This book provides all that--and more. If you're an aspiring entrepreneur, you'll rely on this up-to-date guide for vital information to start your enterprise. Inside you'll find the lowdown and bottom-line advice for hundreds of exciting ideas. In addition, you'll get guidance on whether you can run the company from your home. Haven't you always longed to be your own boss? To do what you want to do when you want to do it? Then reach for this book to match your resources to your plans and kick off a business that works.

**starting an answering service business: 199 Great Home Businesses You Can Start (and Succeed In) for Under \$1,000** Tyler G. Hicks, 2010-04-21 Turn Your Dream of Starting a Home-Based Business into Reality! It's incredibly easy to start a money-making business right from the comfort of your own home. Millions of people just like you are enjoying the freedom—and extra income—of working for themselves. You can too. In 199 Great Home Businesses You Can Start (and Succeed In) for Under \$1,000, home-based business guru Tyler Hicks shows you how to achieve your work-at-home dream. Inside you'll learn the secrets to: •Choosing the home-based business that's just right for you •Getting started in your business with minimal cost •Building your fortune doing what you love •Running a business from home while keeping your day job •Using the Internet to advertise and promote your home-based business •And much more! This invaluable book will help you begin your promising new life today as a successful home-based entrepreneur!

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afford to overlook If you have construction experience or are simply handy around the house, a home inspection service is the business for you.

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**starting an answering service business: Start and Run a Residential Letting Agency** Steve Martin, 2009-11-28 The letting industry is booming. With most properties too expensive for people to get on the housing ladder, a dearth of lending instruments, the need for a flexible and transient workforce, high divorce rates, and an increase in immigrants coming to the UK, more and more people are looking for rental accommodation. The requirement for professional letting and managing agents is high. Providing you have some business acumen and determination, you can run a successful lettings business without any specific prior knowledge. This book will provide much of the information you will need, and shows you how and where to get additional information, training and resources. The book provides a complete guide to starting and running your own residential letting agency even if you have no previous knowledge of the industry. It will also provide valuable information for anyone buying into a lettings franchise, or for people already working in the industry. Contents: Acknowledgements; Preface; 1. Background to the property letting and Management Business; 2. Where do I start?; 3. Setting up the Business; 4. Marketing; 5. Business Finance; 6. Staffing your Business; 7. Customer service and Exceeding Customer's Expectations; 8. Business Legal Requirements; 9. Complying with the Latest Letting Regulations and Legislation; 10. The Letting Process; 11. The Property Management Process; 12. Client Accounting Procedures; 13. Additional Income Sources; 14. The Next Step - Expanding and Diversifying; Index

**starting an answering service business: Starting Your Own Small Business Essentials** ,

**starting an answering service business: 199 Internet-based Businesses You Can Start with Less Than One Thousand Dollars** Sharon Cohen, 2010 Many people choose to start an online business because they desire a more flexible schedule, hate commuting, and want the ability to work from anywhere. This book will provide you with a road map to success by detailing how other Internet businesses have found success. In addition, you will learn how to evaluate your risk level, promote your business, and find a target market. You will learn how to select a Web-hosting service, attract and keep customers, and how to take advantage of tools like Amazon.com, Yahoo!, CafePress, and PayPal.

**starting an answering service business: Starting and Managing a Business from Your Home** Lynne Waymon, 1986

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Entrepreneur magazine, Eileen Figure Sandlin, 2014-05-13 Leading entrepreneurs into the multi-billion dollar consulting industry, the experts at Entrepreneur show you how to capitalize on your talents to help others achieve their business goals. Coached by experts, learn to define your market, find and keep clients, obtain licenses, set rates, monitor cash flow, hire staff, prepare contracts, agreements, and reports, and more. Includes new interviews with successful consultants, updated answers to frequently asked questions, and a completely refreshed list of the top 20 consulting businesses.

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Colwell PhD, MBA, 2019-02-25 THE ULTIMATE BEGINNER'S GUIDE TO STARTING A BUSINESS!

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