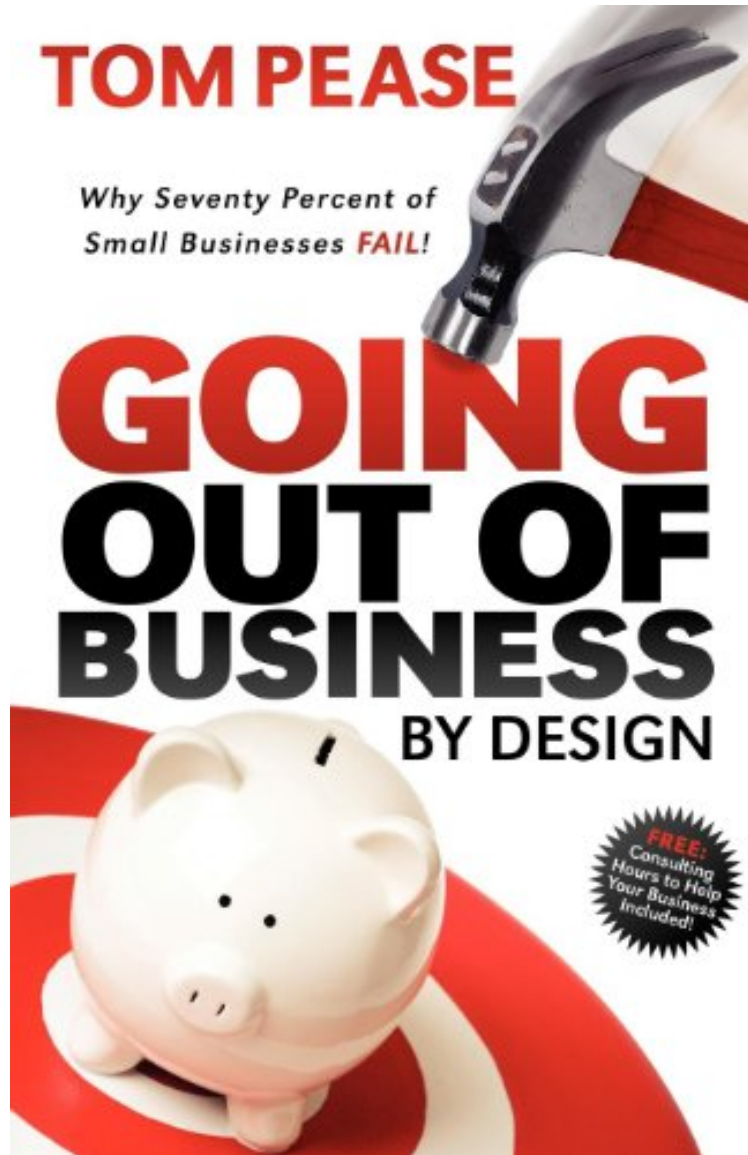


# Going Out of Business by Design: Why Seventy Percent of Small Businesses Fail

Tom Pease

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The Small Business Administration says that 69% of all business do not last past 7 years and 56% not any longer than four years. There is serious monetary and relationship carnage in all this. What is really going on here? *Going Out Of Business By Design* will offer up reasons for this as well as compelling solutions. Mr. Pease writes from 29 years of personal experience and continues to operate his office equipment business. *Going Out of Business By Design* wants to help the Owner Entrepreneur be able to spot dangerous trends before they threaten the business. *Going Out of Business By Design* is particularly good at showing correct thought processes and how to creatively deal with all manner of business trouble. The book guides you through important topic such as establishing positive cash flow, correct pricing and selection of products, legal troubles and leadership methods. It also lets you in on what Pease considers to be the great secret to making a small business last and retain employees. *Going Out Of Business By Design* can serve as an Entrepreneur's Owner's Manual that you will refer to regularly.