

# Business Start Ups...Let's Play Ball

By Chuck And Sue DeFiore

Business Start Ups...Let's Play Ball

Chuck And Sue DeFiore  
coaches@homebusinesssolutions.com

Home Business Solutions <http://www.homebusinesssolutions.com>

Starting a business is like starting your own baseball team. Start-up (Spring training) is when you are doing your research, deciding on a business name, zoning requirements, setting up your business, deciding on what form your business will take (sole proprietorship, corporation, LLC). You're assembling all the parts of your business (team), getting ready for the season (your opening day).

Once spring training is over, and the season begins (your business is open) you start making your run around the bases. Getting to first base is the hardest (obtaining your first customer, making your first sale, doing your first consultation). You are helped along to second base by the support staff (players) you assembled. Moving around the bases constitutes all the steps, hurdles, obstacles, however you want to think of daily business grind. This is part of running a business ( and what the game of baseball is all about). Having game plans to deal with certain contingencies.

Being aware of what your staff is capable of. Some of your staff will be single hit players. Others will hit doubles. Some will hit or make the triple play, while others will hit home runs. Your employees (players) look to you, the business owner, (their coach), and learn from you. They will look to you for direction (signals), on how they should respond (play the game).

The season (your first year in business) gives you the opportunity to assess your staff (your team) to ascertain where they work best. Do you need to make changes (change the line-up). Obviously, some will perform better than others. It's up to you, as the leader (coach) to decide who belongs in what position, where their strong points are, where their weaknesses are, and how to utilize them to the best of their abilities. Be sure to set up staff (team) meetings.

How successful your team is (your business) will be determined by the end of the season. Are you just one of many new businesses in your area, or will you make the playoffs (distinguish your business, find your niche, make a name for yourself in your area).

Making the playoffs and/or winning the championship means your business has made it. You paid your dues. You're in it for the long run. You're part of the business community (recognized by the other teams).

Now you're ready to play every season. You use spring training of each year to feel out the other teams (find out what your business competition is doing) and make any adjustments you need to keep your business (team) in the thick of things for the coming year.

If you listen real carefully you'll hear....."Let's play ball!"

Copyright 2002 DeFiore Enterprises

Interested in having your own successful, home based creative real estate investing business? Chuck and Sue have been helping folks start successful home based businesses for over 17 years, and we can help you too! To see how, visit <http://www.homebusinesssolutions.com> for the latest FREE tips and tricks, educational products and coaching in creative real estate investing and home based businesses. No time to visit the site? Subscribe to our FREE "how to" Home Business Solutions Digest, it's like having your own personal coach:  
mailto:subscribeHBS@homebusinesssolutions.com

[Get-Articles.com : 1000's of reprintable business and internet marketing-related articles.](#)

[Submit your article for reprint.](#)