

# Creating a business development strategy



Craft an elevator pitch



List out your SMART goals



Perform a SWOT analysis



Define your audience



Conduct market research



State your KPIs



Plan a budget



Focus on strong customer service



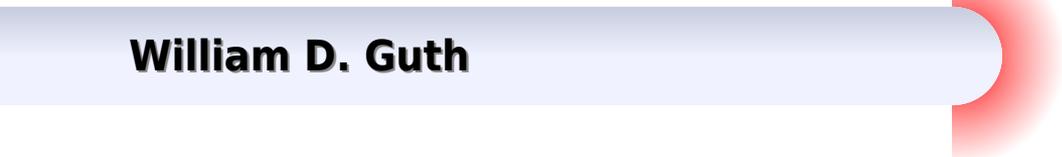
Incorporate a sales plan



Implement a process

# Business Development A Guide To Small Strategy

**William D. Guth**



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