

Identifying new business opportunities

Business development is now accepted as one of the most important ways to grow your business, but:

- Do you know how to do it?
- Do you know where to get it from?
- How much new business can you cope with?

New business needs managing differently; do you know how to do it?

The matrix below identifies a number of key issues that require attention.



OTHER FACT SHEETS IN THE BUSINESS DEVELOPMENT SERIES ARE DETAILED BELOW.

PLEASE FEEL FREE TO DOWNLOAD

- Developing your business
- Growing your business using existing customers and clients
- Developing a competitive edge
- Increasing Customer Loyalty