



Planning

Build a strong foundation

The most important step in becoming a successful contractor is developing a clear plan for your operations, ownership and financing.

Build a Strong Foundation with a Business Plan

Increase your chance of success

Incomplete planning is a leading cause of new business failure. A thorough business plan will give your business a better chance at being successful.

The [Washington Small Business Guide](#) offers the most comprehensive information for businesses about all you need to know to get started and operate successfully.

- **New Business** – Read the [Start](#) section of the Washington Small Business Guide
- **Existing Business** – Read the [Grow](#) section of the Washington Small Business Guide

Get Expert Advice

The Small Business Development Center (SBDC) (509) 735-1000 can help you develop solutions to your business needs. Assistance is free and confidential to business owners and managers in the Tri-Cities and surrounding areas.

Make decisions about your unique business needs:

Do you know what type of business structure works best for you?

Review a table of possible business structures with the pros and cons in the [Business Description](#) section of the Washington Small Business Guide.

Do you need financing for equipment? Do you know the costs of loans and the types of assistance available?

Review the [Money](#) section of the Washington Small Business Guide to learn about loans and financing assistance.

Have you considered a marketing strategy to promote your business?

Get helpful tips in the [Marketing Plan](#) section of the Washington Small Business Guide.

continued



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Have you thought about your operational plan and goals?

Learn the basics of operating your business by reviewing the [Operations Plan](#) section of the Washington Small Business Guide.

What knowledge do you have and how will you develop your skills?

Attend L & I's FREE [Contractor Training Days](#) and learn more about continuing educational opportunities. Check out available business assistance in the [Business Training](#) section of the Washington Small Business Guide.