



## **Being Your Own Boss: Self-Employment after Fifty**

### **Selected Resources**

The listed books are available at the Newton Free Library and other libraries in the Minuteman Library Network. The listed Internet Web sites offer a wide range of free help.

#### **BOOKS**

1. Allon, Janet. **Turn Your Passion into Profits**. New York: Hearst Books, c2001.
2. Barreca, Hugo. **The Entrepreneur's Internet Handbook: Your Legal and Practical Guide to Starting a Business Website**. Naperville, IL: Sphinx, 2003.
3. Boulay, D. M. **The Entrepreneur's Legal Guide: Strategies for Starting, Managing, and Making Your Business Profitable**. Naperville, IL: Sphinx Publications, 2003.
4. Entrepreneur Press. **How to Start a Business in Massachusetts**. Irvine, CA: Entrepreneur Press, c2003.
5. Franks, Lynne. **The SEED Handbook: The Feminine Way to Create Business**. New York: Jeremy P. Tarcher/Putnam, c2000.
6. Friedman, Caitlin. **The Girl's Guide to Starting Your Own Business: Candid Advice, Frank Talk, and True Stories for the Successful Entrepreneur**. New York: HarperResource, c2003.
7. Gilkerson, Linda D. **Self-Employment, from Dream to Reality!: An Interactive Workbook for Starting Your Small Business**. Indianapolis, IN: JIST Works, c2003.
8. Harper, Stephen C. **The McGraw-Hill Guide to Starting Your Own Business: A Step-By- Step Blueprint for the First-Time Entrepreneur**. New York: McGraw-Hill, c2003.
9. Hingston, Peter. **Starting Your Business**. New York: Dorling Kindersley, c2001. Jensen, Marlene.
10. **The Everything Business Planning Book: How to Plan for Success in a New or Growing Business**. Holbrook, MA: Adams Media Corp., c2001.
11. Kawasaki, Guy. **The Art of the Start: The Time-Tested, Battle-Hardened Guide for Anyone Starting Anything**. New York: Portfolio, 2004.
12. Lesonsky, Rieva. **Start Your Own Business**. Irvine, CA: Entrepreneur Press, c2004.
13. Lynn, Jacquelyn. **Start Your Own Business Support Service: Your Step-by-Step Guide to Success**. Irvine, CA: Entrepreneur Press, c2003.
14. Moltz, Barry J. **You Need to Be a Little Crazy: The Truth about Starting and Growing Your Business** / Barry J. Moltz. Chicago: Dearborn, c2003.
15. Norman, Jan. **What No One Ever Tells You About Starting Your Own Business**. Chicago, IL: Dearborn Trade Publishers, c2004.
16. Patsula, Peter J. **Successful Business Planning in 30 Days: A Step-by-Step Guide for Writing a Business Plan and Starting Your Own Business**. Arlington, TX: Patsula Media, c2000.
17. Paulson, Ed. **The Complete Idiot's Guide to Starting Your Own Business**. Indianapolis, IN: Alpha Books, c2003.
18. Strauss, Steven D. **The Business Start-Up Kit**. Chicago: Dearborn Trade, c2003.
19. Williams, Beverley. **The 30 Second Commute: The Ultimate Guide to Starting and Operating a Home-Based Business**. New York: McGraw-Hill, c2004.

## ORGANIZATIONS

**Center for Women and Enterprise** [www.cweboston.org](http://www.cweboston.org)

Boston-area networking, financing, workshops and volunteer opportunities.

**Massachusetts Office of Business Development** [www.state.ma.us/mobd](http://www.state.ma.us/mobd)

Offers expertise on relocation or expansion of businesses in MA. Web site provides news, economic research and data, industry resources, etc.

**Small Business Administration** [www.sbaonline.sba.gov](http://www.sbaonline.sba.gov)

Information on starting a business, financing a business, business opportunities, etc. Links to Federal and State information.

**Small Business Development Center - Boston College** [www.bc.edu/centers/sbdc/](http://www.bc.edu/centers/sbdc/)

Services provided include: one-on-one business counseling, consultative assistance in a broad range of areas, educational workshops and management training, opportunities to learn all aspects of running a small business.

**Smaller Business Association of New England (SBANE)** [www.sbane.org](http://www.sbane.org)

The SBANE is a nonprofit organization established to promote and protect small businesses. Its 1200 member companies in six states range from sole-proprietorship service businesses and growing high technology firms to 500-employee manufacturing plants.

**FranNet** [www.frannet.com](http://www.frannet.com)

A network of franchise consultants that provide a broad array of services including turning a company into a franchise and learning more about franchising.

## WEB SITES

**General information:**

**Bizplans.com** [www.bizplans.com](http://www.bizplans.com)

Run by the same group as Bplans.com (see next entry) except this site lists print resources for a "clear, simple guide to the process of planning."

**Bplans.com** [www.bplans.com](http://www.bplans.com)

Touts itself as the "one-stop shop" for business planning.

**Business Funding Directory** [www.businessfinance.com](http://www.businessfinance.com)

BusinessFinance.com provides the content to assist in obtaining capital, gaining support, finding government programs, getting expert help, and more.

**BUZGate** [www.buzgate.org](http://www.buzgate.org)

This website is a national portal for small business connecting entrepreneurs with free and low-cost resources specifically targeted to help them start, grow and succeed in business. Resources are categorized on a state-by-state basis.

**Entrepreneur Magazine** [www.entrepreneur.com](http://www.entrepreneur.com)

Franchise finder, legal information, start-ups and business opportunities.

**EntreWorld** [www.entreworld.org](http://www.entreworld.org)

Developed by the Ewing Marion Kauffman Foundation, this site is a centralized resource for articles, audio clips, tools, databases and business events for small business entrepreneurs.

**Businesses For Sale:**

**Bizbuysell.com** [www.bizbuysell.com](http://www.bizbuysell.com)

Search over 27,000 businesses for sale without charge. Click on the Buy a Biz link. Search by Business Category (examples: Retailing Businesses, Service Businesses, Manufacturing, Wholesale Distribution, Construction, Electric/Gas, Agriculture, etc.) and by Location. You will retrieve a list of businesses specifying business type, asking price, cash flow, and location. Click on the link for the business you are interested in to get more detailed information.

**Businessesforsale.com** [www.BusinessesForSale.com](http://www.BusinessesForSale.com)

BusinessesForSale currently lists over 14,000 businesses. Tools include a quick search function where you can type keywords to find your target, advanced search to narrow on geography or time, and a listings tree (over 300 categories of businesses for sale). The site also offers e-mail alerts. Geographic coverage includes businesses in the US, UK, Canada, Australia, South Africa, New Zealand, Spain, and Ireland.

**CBI** [www.countrybusiness.net](http://www.countrybusiness.net)

CBI's website includes a list of businesses for sale in the New England and upstate New York regions. Detailed information includes asking price, gross revenue, cash flow, financing details, value of inventory and equipment, # of employees, reason for selling, and a good overview of the business operations. Prospective buyers need to complete a Buyer Registration Agreement.

**MergerNetwork.com** [www.mergernetwork.com](http://www.mergernetwork.com)

Membership is free. MergerNetwork's searchable database of Businesses For Sale contains over 8,000 listings in a wide array of industries, locations and sales levels. Create search agents that notify you whenever new listings are posted matching your criteria. Create business wanted ads that can be viewed by brokers and sellers. You can also subscribe to electronic newsletters featuring various types of new listings.

**Franchises:****Be The Boss** [www.betheboss.com](http://www.betheboss.com)

The "Virtual Franchise Expo" site containing information on business and franchise opportunities. You can search for a business or franchise on this site.

**EntreMkt Franchise Directory** [www.entremkt.com](http://www.entremkt.com)

Searchable database of franchises available for purchase. Also provides financing, consulting, legal and business assistance through a suppliers and vendors directory.

**FranchiseOpportunities.com** [www.franchiseopportunities.com](http://www.franchiseopportunities.com)

This site claims to be the Web's largest directory of franchise opportunities. Search by company, industry or investment. Also view international, high-end, and "hot" franchise opportunities.

**FranchiseZone** <http://www.entrepreneur.com/franzone>

Part of the *Entrepreneur* magazine website, FranchiseZone features the *Franchise 500* rankings plus special lists such as Top Low Cost, Best of the Best, Fastest Growing, Top Homebased, and others. The site also includes a guide to researching and buying a franchise.

**Franchising.com** [www.franchising.com](http://www.franchising.com)

This site provides a searchable database of actively expanding franchisors who are seeking qualified franchise buyers. Detailed descriptions and investment requirements are included. The site also maintains an archive of franchising articles and an extensive attorney directory.

**International Franchise Association** [www.franchise.org](http://www.franchise.org)

Membership organization of franchisors, franchisees and suppliers. A one-stop shopping experience for franchise information. Lists franchise opportunities.