

MANUS

i go het!

Here are some steps you can take to start your business idea

Have you thought about using your skills to setup a business?

- Fishing
- Transport
- Market selling
- Real estate
- Catering
- Community tours
- Building
- Trade store

STEP 1: Establish your goals

Kamapim mak wei yu i laik kamap long em

- Think about your skills and ask yourself – “Is there a business potential?”
- Write down goals for your business idea
- What are your financial goals? How much profit do you want to make?
- Think about how you want to grow your business idea.

STEP 2: Establish your priorities

Makim daun ol samting i bai halvim yu lo kamap lo mak wei yu i laik kamap long em

- Is the goal to spend more time with your family or earn a greater profit with your business?
- What will you have to give up to achieve your goals?
- Do I need people or resources (equipment, supplies) to help my business idea?

STEP 3: Identify risks or problems

Makim daun ol samting wei i bai stopim yu lo kamap lo mak wei yu i laik kamap long em

- What costs will impact my business?
- What problems could occur to deliver my services or product? Weather? Transport?
- Does someone else have the same business idea?

STEP 4: Develop an action plan

Makim daun wanpla plen blo yu bai i wokim

- What do you need to do to get started? Write down dates to achieve your goals.
- Plan your finances. Write down the costs of starting and running your business.
- Have a savings plan.
- Speak to a bank or another business owner for some advice.

The Australian Government, through the Provincial & Local-level Governments Program (PLGP) supports small business training for the people of Manus.

Financial planning for your business

- How much does it cost to produce your product?
- How much are people willing to pay?
- How much do you need to borrow?
- Have you got enough money saved to support your business?

Look at the expected costs of your business idea.

Work out how much money you think you could earn and where you could source money.

Costs	Examples
Start-up costs Moni yu needim long startim business	Equipment, supplies, registration, licences, fees, advertising, furniture
Running Costs Business moni yu needim olgeta dei long runnim business	Wages, maintenance of equipment, rent, purchasing supplies

How do I record my finances?

Month	Customers	Income (money coming in)	Expenditure (money going out)	Profit (what money is left at the end)
Example	20	K1000	K980	K20
January				
February				
March				
April				
May				

**For further information contact the Division of Commerce,
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Telephone contact: 970 9363 / 970 9038.**