



10 top tips for new MiPs:

1. Have a clear idea of your business goals
2. Draw up a robust plan
3. Be clear from the start what type of business you want
4. Work on building your confidence
5. Network, network, network
6. Get sales effectiveness training
7. Go to your local MiP meetings and get support
8. Build a team around you to do the work you don't want to
9. Price based on value and not time
10. Build your business on your particular strengths

If you have found these tips useful go to www.mipsmeanbusiness.co.uk to find out about the resources I have to help you further