**STEPS TO A SUCCESSFUL CAREER AS A PROFESSIONAL MANUFACTURERS' AGENT**

**MANA RESOURCES TO HELP YOU TAKE THESE STEPS**

1. **CREATE BUSINESS PLANS**

Without a well-written business plan, a manufacturers’ agent business lacks direction. The business plan provides the mission and vision for the business. The business plan provides the strategies and action plans that take business from where it is today to where it wants to be in the future. The business plan includes the budget, a valuable tool that determines and defines the financial aspects of the business.

A manufacturers’ agent business faces many risks. There are liability issues, life and disability and employee health benefits.

Professional manufacturers’ agents create business plans, keep them current and use them to guide them to prosperity. They also protect their businesses against risks with the right insurance plans.

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| **RESOURCE** | **TYPE** |
| Business Planning (16 Minutes) | Webinar |
| Business Planning (16 Minutes) | Podcast |
| Sample Business Plan | Word Document |
| Sample 3-Year Revenue Plan | Excel Spreadsheet |
| Why Does a Rep Need a Business Plan? (SEP13) | *Agency Sales* |
| Business Planning | Teleforum |
| Strategic Planning for Any Size Rep Firm | Teleforum |
| Implementing a Winning Strategy for Your Rep Firm JUNE09 | p.32 | *Agency Sales* |
| Vision Quest | Mapping Out a Dynamic Business Growth Plan APRIL09 | p.34 | *Agency Sales* |
| C Corporations MAY08 | p.42 | *Agency Sales* |
| Limited Liability Companies (LLCs) JAN08 | p.42 | *Agency Sales* |
| S Corporations | The Good, the Bad and the IRS FEB08 | p.44 | *Agency Sales* |

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| **PROTECTING THE MANUFACTURERS' REP BUSINESS** | **TYPE** |
| Product Liability Protection For Reps — By The Numbers | Report |
| Nexus – Paying taxes in states where you do business | Report |
| Nexus – The independent Rep and Nexus | Report |
| Nexus – Public Law 86-242 | Report |
| Nexus – Multistate Tax Recommendations | Report |
| Nexus – Multi-State Income Tax Concerns For Manufacturer’s Representatives | Presentation |
| The Truth About the Patient Protection Affordable Care Act | *Agency Sales* |
| Health Care Reform Planning Tool Application |  |
| List of Commission Protection Acts by state | Legal |
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