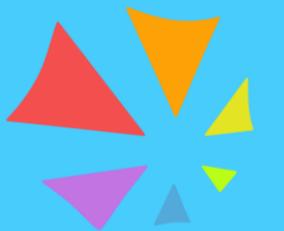
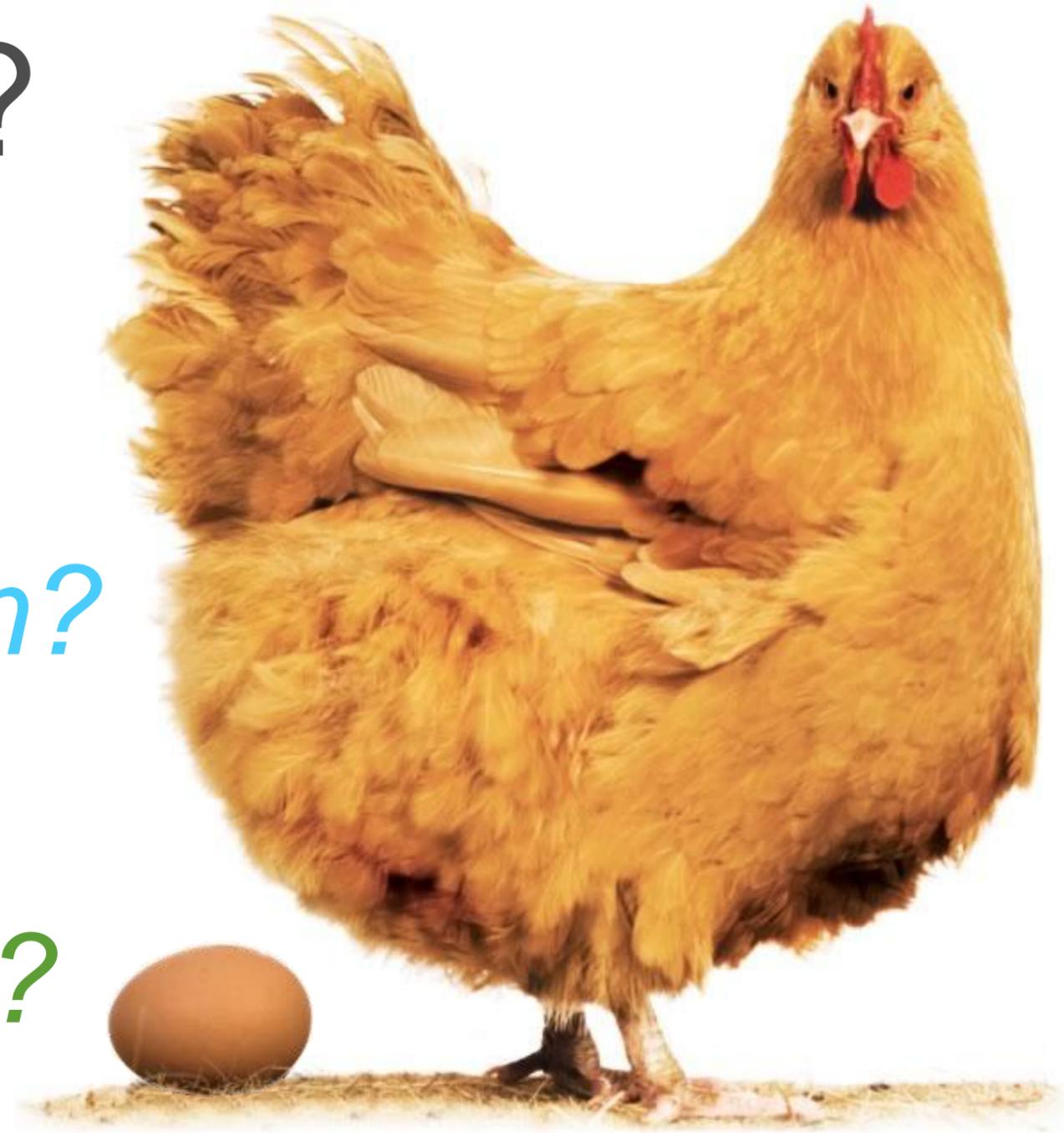


# Which comes first?

*The chicken?*

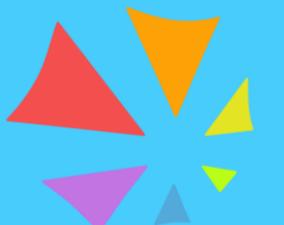
*or the egg?*

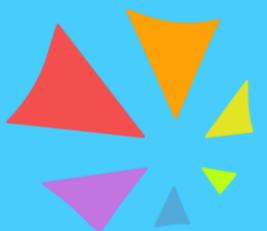
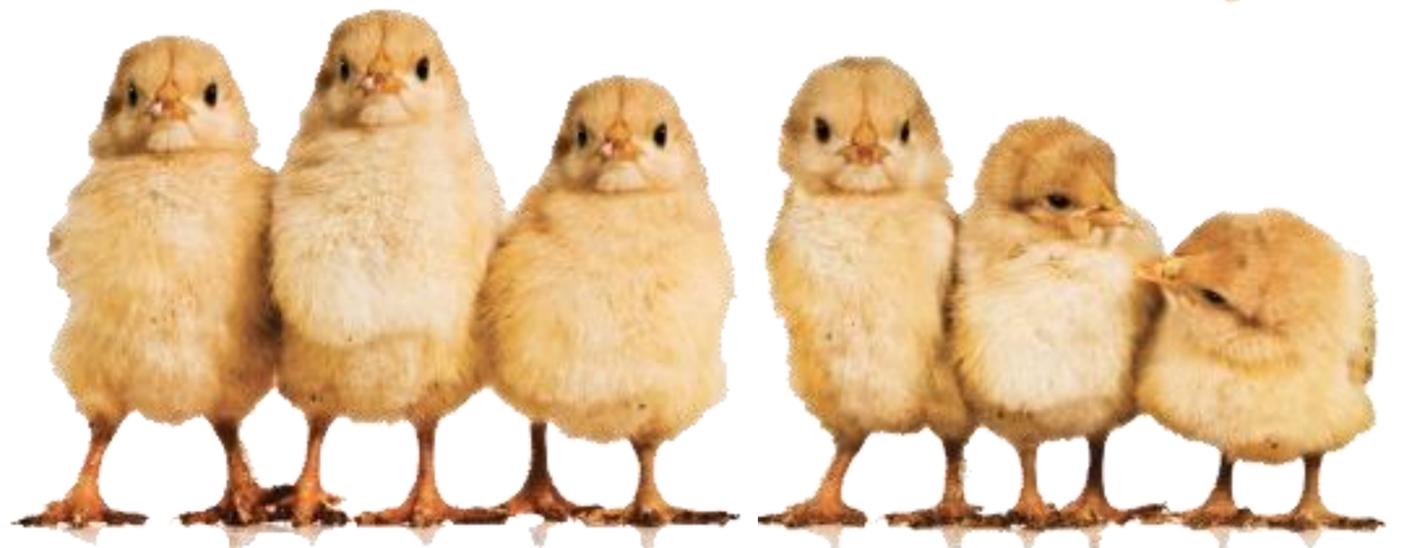
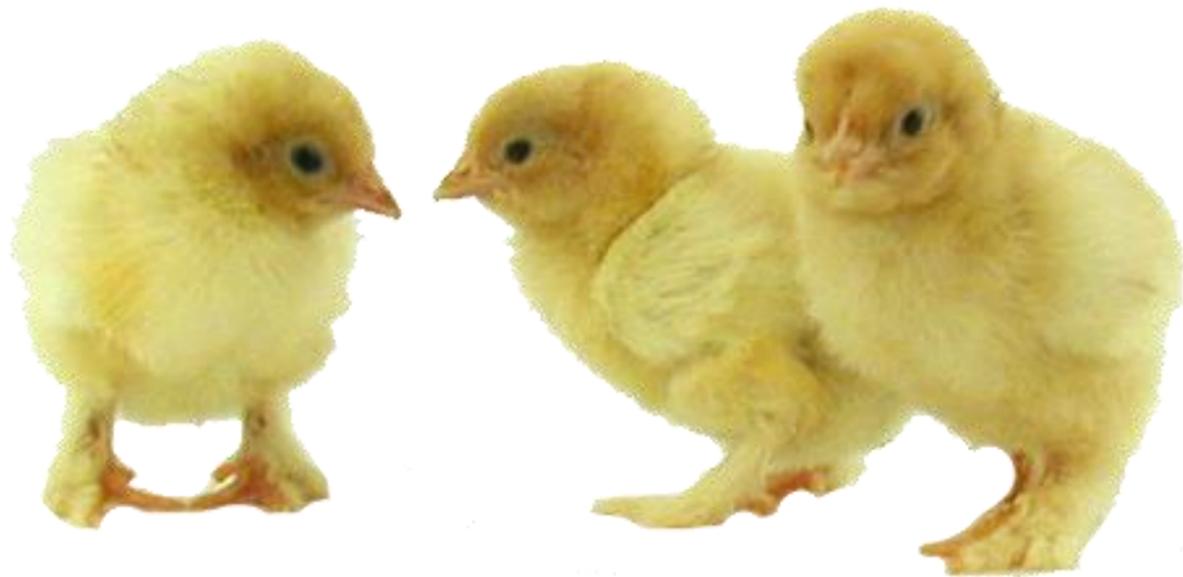


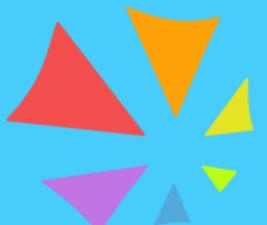


*No matter what...*

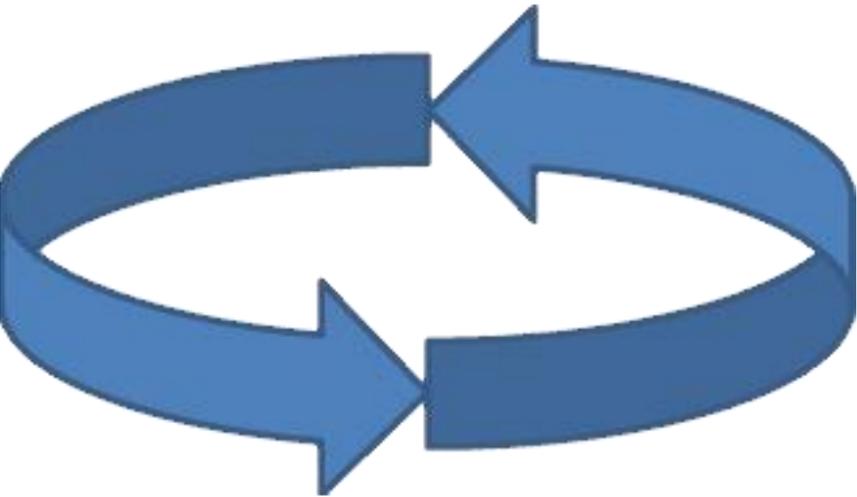
**you gotta  
have a rooster!**





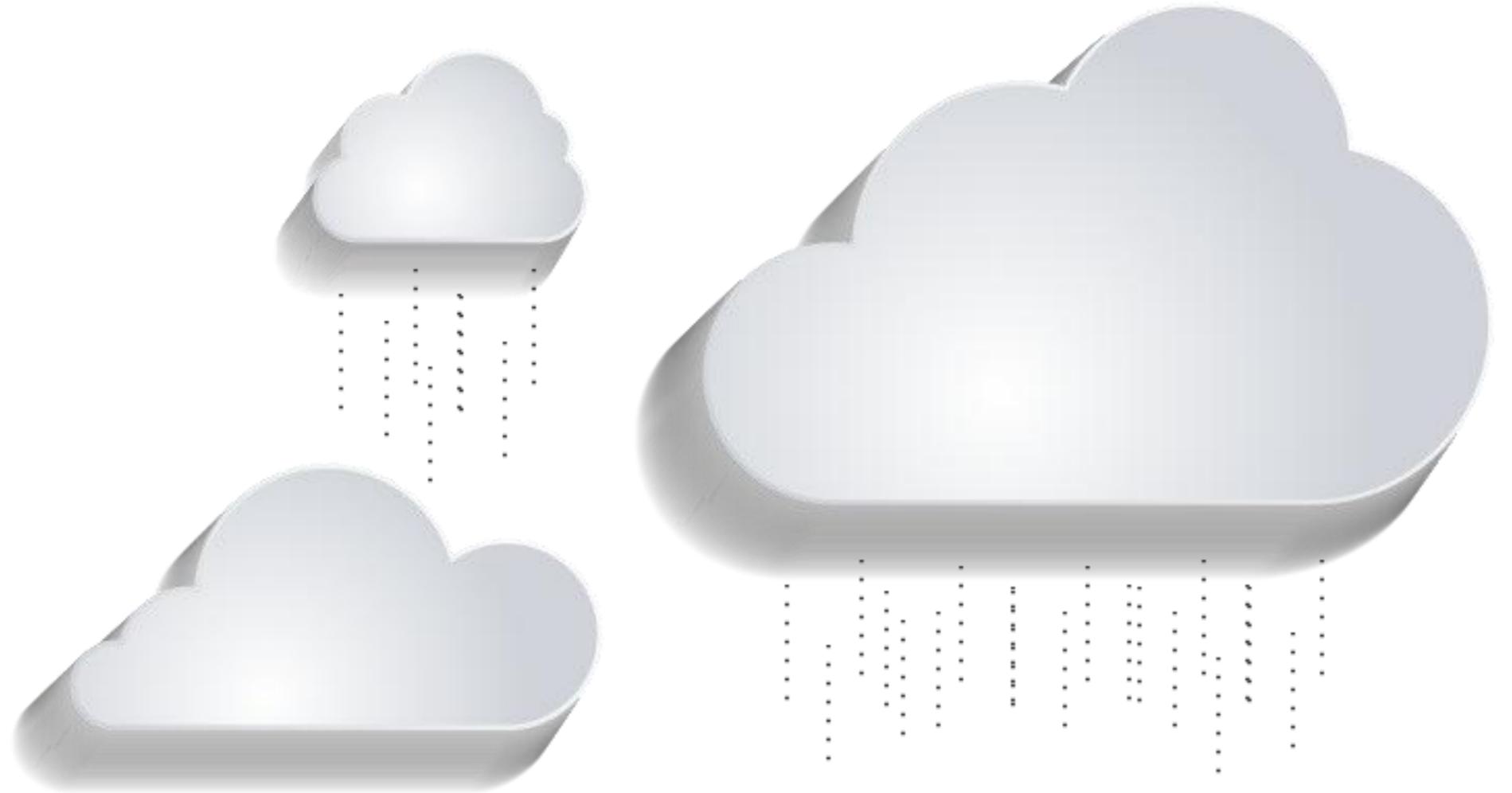


How locals spend their money

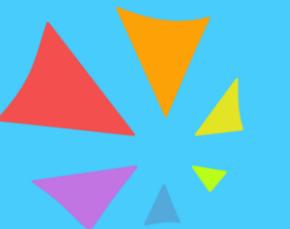


Quality of local businesses

Businesses NEED to give customers a REASON to shop with them.



Business training & support = rainmaker



"When people go on vacation they generally seek out destinations that offer them a sense of being **SOMEPLACE**, not just anyplace.

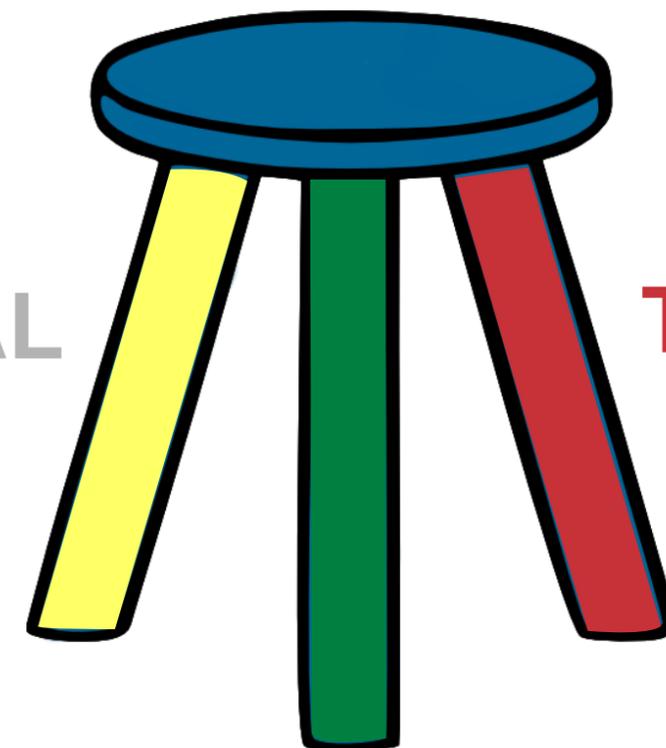
Richard Moe, President, National Historic Preservation Trust

Unique local businesses create **SOMEPLACE**



SHOP LOCAL

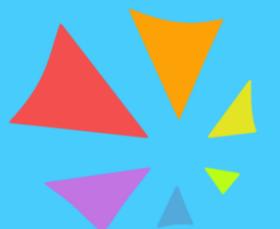
**3 LEGS OF SUCCESS**



**TOURISM**

**ENTREPRENEURIALISM**

Create a groundswell of growth





Shopping local isn't just goods; patronize our many professionals and service providers.

Recent News: Fusce tellus massa, porttitor vitae dolor et, rutrum dignissim fella. Vestibulum eu faucibus massa.

Clothing & Accessories

Home & Garden

Arts & Hobbies

Electronics & Entertainment

Local Shops vs Big Chains

For every \$100 spent, locals give back \$68 to local economy.

Local Businesses give as much as 250% more to community non-profits.

That's over this percent more than the average chain!

Local businesses give as much as 250% more to community non-profits.

Sell your products  
Digital products, too!

why you should **SHOP LOCAL**

### For the Planet

The US imports \$2.2 trillion worth of products every year. This results in:

- 11 billion gallons of fuel
- 1 billion metric tons of CO<sub>2</sub>
- More 50, than all the cars on Earth.

### For the Community

Local Shops vs Big Chains

For every \$100 spent, locals give back \$68 to local economy. That's over thirty percent more than the average chain.

Local Businesses give as much as 250% more to community non-profits.

If independent businesses regained their 1990 market shares, it would create 200,000 new small businesses, generate nearly \$300 billion in revenues and employ more than 1.6 million American workers.

### For YOU!

Local businesses are owned and operated by your neighbors, friends and family; people whom you care about and care about you.

Keeping your community unique is what makes it YOURS.

Local businesses tend to be rated higher in customer satisfaction across nearly every industry. Go home happy!

**\$13.95 each**  
**Chalk Paint® 4 oz**

Sold by: **The Cottage Barn**

Choose options

Color: Antibes Green

1 + Add to cart

Description Comment Post a comment

Decorative Paint. 32 oz (1 qt)

#### About Chalk Paint®

Annie Sloan developed her now famous Chalk Paint® to answer the need she had for a paint which would have many uses from acting like limewash to looking like old painted furniture and that had a good range of colour that could be extended by the user. This paint is very easy to work with and allows people to be creative as one doesn't get involved with the technicalities of preparation and it also allows you to change your mind without hassle.

### The Cottage Barn

★★★★★ (0)

Re-loved furniture, vintage finds, gifts and home decor

We travel the roads of the east coast in search of unique finds that catch our eye. Things are broken, beaten up, or mistreated...at The Cottage Barn, we take a line of new gift items from the Charlottesville designer Karhryn Blalock of

List of the comments:

No comments have been posted yet.

Contact this vendor

### Your Cart

Name	Qty	Price
Chalk Paint® 4 oz: Antibes Green	1	\$13.95
<b>Total</b>		<b>\$13.95</b>

Proceed

Payment Method

PayPal

VISA

Enter your coupon

Image	Name	Unit price	Quantity	Total price
	Chalk Paint® 4 oz: Antibes Green	\$13.95	1	\$13.95
<b>Total</b>				<b>\$13.95</b>
Shipping				\$5.74
Virginia				\$0.84
<b>Final total</b>				<b>\$20.53</b>

# Vendor account

## The Cottage Barn

- Vendor account
- Orders
- Products
- Categories
- Discounts

Total products  
14 items

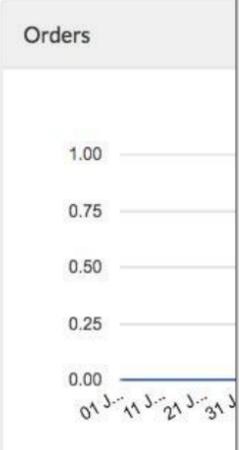
Total orders

Period	Number
All	2
Year	2
Month	2
Week	0

Average order price  
\$3.27

Order this month  
\$6.53

Orders unpaid



Products sale comparis

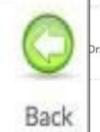
### Orders

Filter:

#	Order number	Date	Order status	Total
1	<a href="#">K9</a>	2014-07-08 01:09	confirmed	\$18.19
2	<a href="#">G6</a>	2014-07-07 23:06	confirmed	\$13.66
3	<a href="#">E5</a>	2014-07-07 23:00	confirmed	\$2.06

Display # 20

Code	Type	Start date	End date	Value	Actions	ID
WELCOME	coupon	2014-07-01 18:32	2014-07-31 18:32	10.00%		2



Apply Save

Drag & Drop here or use the upload button

Name

Code

Quantity Unlimited

Product categories

Published

- Product category
- Arts & hobbies
- Paint
- Fabric
- Soft Wax
- Other Craft Products

Font size

Image RokCandy Macros

title

Uri

tion

ords

Alias

JURL

ucts

ions

RGORY None

Prices Price Price with tax Currency Minimum quantity

0 0 \$ USD 1

Retail price \$ USD

Brand None

Quantity per order 0 To Unlimited

Available from To

Weight kg

Volume Length

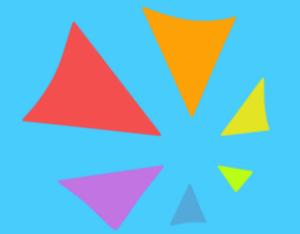
Width m

Height

Tags

No files - Drag & Drop here or use the upload button

SHOP LOCAL



Because your dream is our future.



New Businesses

Practical advice, checklists, glossaries, and more. Get started on your entrepreneurial journey. More

Recent News: FREE upcoming 6-week course

So you want to start a business.

Join the tens of millions of other people who start new businesses every year.

But, WAIT! Did you know that about 75% of new businesses will fail? We don't say that to discourage you to prepare for your journey as much as possible so you have the best chance of prospering.

Many people are so excited about their idea (or so sick of their job!) that they jump in and do the necessary preparation and planning. Don't do that! We're here to help guide you. Knowledgeable people can help you succeed.

According to the Dun & Bra...

- 1. A lack of financial management skills
2. A lack of marketing skills and knowledge

There are resources available to help you...

Some things to think about as you get started...

- Do you have a product or service that you can sell?
Are you able to make sales yourself or do you need help?
Do you have the capability to manage your business?
Where will your business be located?



Sandwich Marketing

Like choosing toppings for a sandwich, there are many marketing choices available.

Entrepreneur Empowerment Blog

Virginia's Growth Alliance provides advice to entrepreneurs and helps guide them to the right...

Practical Advice for Startups

Subscribe to this category | Subscribe via RSS | 5 posts in this category

What is a Business Model?

Posted by Lisa Kipps-Brown on Friday, 11 July 2014 in Practical Advice for Startups

When you're thinking of starting a business, you'll inevitably be asked "What's your business model?" This may sound formal and scary, but it's not a trick question or one that requires you to have an advanced degree.

When someone asks you what your business model is, they're basically just asking how you plan to make a profit. There are many factors that go into that question, though. The following are a few questions you should consider:

Tagged in: business model, cashflow

Continue reading

Hits: 0 | 0 stars

A simplified look at budgets

Posted by Lisa Kipps-Brown on Friday, 04 July 2014 in Practical Advice for Startups

All businesses are built on a simple profit model.

Revenue = Sales of services and goods - Expenses = Profits.

Expenses of products and/or services are critical in the coming cashflow from loans and revenues when you start a business.

Such as rent, insurance, utilities, etc; if you have salaried employees, their salaries would also be fixed. These costs stay constant month to month so are easy to budget for.

Such as utilities, office supplies, automobile expenses, hourly labor, materials used in production, etc. These costs can vary each month depending on the work you do. In the case of items like utilities, the season of the year.

Tagged in: expenses, SBOC

Credit cards is good business

Posted on Wednesday, 02 July 2014 in Practical Advice for Startups

Business I wish I had (and easy) it is to accept credit cards.

I did not take credit cards. I got fees associated with my payment. I got paid with checks, money orders and cash. My payment policy changed only when I started taking credit cards.

It forced me to rethink how I got paid. I contacted a company that allowed me to process credit cards through an app and I was able to accept credit and debit cards as payment before the end of the month. I stopped taking checks.

Tagged in: cashflow, credit cards, finance, getting paid

Continue reading

Business Startup Checklist

There are many steps to complete when starting your new business; use the following checklist to help guide you through common tasks. Remember that there may be requirements specific to your business that aren't included in the list, however.



- Prepare your business plan covering 3-5 years, including products, goals, funding sources, competitors, etc.
Decide the legal structure of the business: sole proprietor, LLC, Subchapter S Corporation, or C Corporation.
Get tax ID numbers: Federal tax ID number (EIN) and state ID number, if applicable.
Get necessary licenses and permits. These may be required by your state, county, or locality.
Create a marketing plan. Take into account things like your target market, your strengths and weaknesses, budget, and price point.
Decide upon a business location. If your business will be home-based you should check zoning requirements; if not home-based, you should check zoning requirements for commercial properties.
Get business insurance.
Buy office furniture.

I believe it's important to get off from work around the same time every day.

Less True ----- More True

I know who my target market is and why they will want or need my product.

Less True ----- More True

I don't mind cleaning the office or making coffee - whatever it takes.

Less True ----- More True

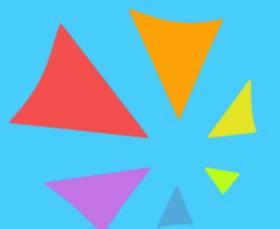
I'm able to take rejection and keep going because I have confidence in my product.

Resources Directory Search Enter keywords

A B C D E F G H I J K L M N O P Q R S T U V W X Y Z 0-9

- Accounting / Bookkeeping
Business Planning
Human Resources
Incubator Space
Local Government
Marketing / Sales
Mentoring
Operations / Logistics
Startup
Banking
Education / Training
Import / Export
Legal Services
Management
Meeting Space
Office Space
Site Location / Real Estate
Technology

ENTREPRENEURIALISM



Virginia's Great Adventures

THINGS TO DO TRIP IDEAS PLACES TO STAY SHOP DIRECTORY MAP CALENDAR WELCOME CONTACT

ROSEMONT WINERIES AND VINEYARDS

LIFE YOUR WAY

LOREM IPSUM



UPCOMING EVENTS

- Normal Event Fri, 18 Jul 2014
- Repeating Event Sun, 20 Jul 2014
- Repeating Event Mon, 21 Jul 2014
- Repeating Event Tue, 22 Jul 2014

WHAT'S YOUR INTEREST?

- Romantic Getaways
- Family Trips
- Outdoor Adventures
- Wine & Dine
- Experience the

INTERACTIVE MAP

For those who don't follow the mass  
**YOUR ADVENTURE, YOU**

SMALL TOWNS UNIQUE COMMUNITIES

NATURAL SURF BEAUTIFUL

No cookie cutter stuff here.

Spread a little

SMALL TOWNS UNIQUE COMMUNITIES

No cookie cutter stuff here.

THE UN-MASSES

THE UN-MASSES

LOREM IPSUM DOLOR

Mauris vulputate vitae urna erat, placerat vitae vulputate eget, a dolor.

Plan your adventure, your way

LOREM IPSUM DOLOR

Mauris vulputate vitae urna erat, placerat vitae vulputate eget, a dolor.

Plan your adventure, your way

LOREM IPSUM DOLOR

Mauris vulputate vitae urna erat, placerat vitae vulputate eget, a dolor.

Plan your adventure, your way

LOREM IPSUM DOLOR

Mauris vulputate vitae urna erat, placerat vitae vulputate eget, a dolor.

Plan your adventure, your way

WHO WE ARE

CONTACT US

Shop online with our local businesses or find local service providers.

Virginia's Growth Alliance

**SHOP LOCAL**

Because what you need is just around the block.

Map interface showing a map of the Clarksville area with a search bar (e.g. restaurant), navigation controls, and a sidebar with 'PARKS' and 'Occoneechee State Park' details.

Map Satellite  Show all tabs on map

Search: e.g. restaurant

Hotspots: In your current view there are 1 hotspots

**PARKS**

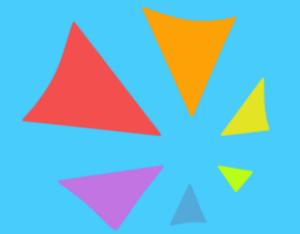
**Occoneechee State Park**

24-hour access to Virginia's largest lake, 3 boat ramps open the door to 48,000 acres of water, 48 tent & RV campsites & 13 cabins. 1192 Occoneechee Park Rd, Clarksville, 23927

Map data ©2014 Google 1 km Terms of Use Report a map error

Lake Fest Clarksville, VA always the 3rd weekend in July

View in Panoramio By SouthernVirginiaLand



Virginia's **Growth** Alliance

**SHOP LOCAL**

Because what you need is just around the block.

Virginia's  
*Great Adventures*

Virginia's **Growth** Alliance

ENTREPRENEUR **EE** EMPOWERMENT

Because your dream is our future.

Create a groundswell of growth

