

HOW TO START A STORAGE UNIT BUSINESS

HOW TO START A STORAGE UNIT BUSINESS IS AN APPEALING VENTURE FOR MANY ENTREPRENEURS LOOKING TO TAP INTO THE BOOMING DEMAND FOR STORAGE SOLUTIONS. WITH URBANIZATION ON THE RISE AND LIVING SPACES SHRINKING, THE NEED FOR STORAGE UNITS HAS NEVER BEEN GREATER. THIS COMPREHENSIVE GUIDE WILL WALK YOU THROUGH THE ESSENTIAL STEPS TO ESTABLISH A SUCCESSFUL STORAGE UNIT BUSINESS. FROM CONDUCTING MARKET RESEARCH TO SECURING FINANCING AND NAVIGATING LEGAL REQUIREMENTS, EVERY ASPECT OF STARTING A STORAGE UNIT BUSINESS WILL BE COVERED. BY THE END OF THIS ARTICLE, YOU WILL HAVE A CLEAR ROADMAP TO LAUNCH YOUR OWN STORAGE FACILITY AND CAPITALIZE ON THIS LUCRATIVE MARKET.

- UNDERSTANDING THE STORAGE UNIT MARKET
- CREATING A BUSINESS PLAN
- FINDING THE RIGHT LOCATION
- SECURING FINANCING
- LEGAL CONSIDERATIONS
- SETTING UP YOUR STORAGE FACILITY
- MARKETING YOUR STORAGE UNIT BUSINESS
- MANAGING OPERATIONS AND CUSTOMER SERVICE

UNDERSTANDING THE STORAGE UNIT MARKET

BEFORE DIVING INTO THE LOGISTICS OF STARTING A STORAGE UNIT BUSINESS, IT'S CRUCIAL TO UNDERSTAND THE CURRENT MARKET LANDSCAPE. THE STORAGE INDUSTRY HAS SEEN SUBSTANTIAL GROWTH OVER THE PAST FEW YEARS, DRIVEN BY FACTORS SUCH AS LIFESTYLE CHANGES, INCREASED MOBILITY, AND THE RISE OF E-COMMERCE. IDENTIFYING YOUR TARGET MARKET IS VITAL FOR TAILORING YOUR SERVICES EFFECTIVELY.

MARKET RESEARCH

CONDUCTING THOROUGH MARKET RESEARCH WILL PROVIDE INSIGHTS INTO LOCAL DEMAND AND COMPETITION. THIS INVOLVES ANALYZING DEMOGRAPHICS, ECONOMIC CONDITIONS, AND TRENDS IN YOUR AREA. CONSIDER THE FOLLOWING METHODS FOR GATHERING DATA:

- SURVEYS AND INTERVIEWS: ENGAGE WITH POTENTIAL CUSTOMERS TO UNDERSTAND THEIR STORAGE NEEDS.
- COMPETITOR ANALYSIS: RESEARCH EXISTING STORAGE FACILITIES TO IDENTIFY THEIR STRENGTHS AND WEAKNESSES.
- INDUSTRY REPORTS: UTILIZE RESOURCES SUCH AS IBISWORLD OR STATISTA FOR COMPREHENSIVE MARKET ANALYSIS.

CREATING A BUSINESS PLAN

A WELL-STRUCTURED BUSINESS PLAN SERVES AS A ROADMAP FOR YOUR STORAGE UNIT BUSINESS. THIS DOCUMENT SHOULD OUTLINE YOUR BUSINESS GOALS, STRATEGIES, AND FINANCIAL PROJECTIONS. KEY COMPONENTS OF YOUR BUSINESS PLAN INCLUDE:

EXECUTIVE SUMMARY

SUMMARIZE YOUR BUSINESS CONCEPT, MISSION STATEMENT, AND KEY OBJECTIVES. THIS SECTION SHOULD PROVIDE A CLEAR OVERVIEW OF WHAT YOU AIM TO ACHIEVE.

MARKET ANALYSIS

DETAIL YOUR FINDINGS FROM THE MARKET RESEARCH, INCLUDING TARGET DEMOGRAPHICS AND COMPETITION ANALYSIS. HIGHLIGHT THE DEMAND FOR STORAGE SOLUTIONS IN YOUR AREA.

MARKETING STRATEGY

OUTLINE HOW YOU PLAN TO ATTRACT CUSTOMERS, INCLUDING PRICING STRATEGIES, PROMOTIONAL ACTIVITIES, AND PARTNERSHIPS.

FINANCIAL PROJECTIONS

INCLUDE DETAILED FINANCIAL FORECASTS, SUCH AS STARTUP COSTS, REVENUE PROJECTIONS, AND BREAK-EVEN ANALYSIS. THIS INFORMATION IS CRUCIAL WHEN SEEKING FUNDING.

FINDING THE RIGHT LOCATION

THE LOCATION OF YOUR STORAGE UNIT FACILITY CAN SIGNIFICANTLY IMPACT ITS SUCCESS. LOOK FOR AREAS WITH HIGH POPULATION DENSITY AND LIMITED STORAGE OPTIONS. CONSIDER PROXIMITY TO RESIDENTIAL NEIGHBORHOODS, UNIVERSITIES, AND BUSINESSES.

SITE SELECTION CRITERIA

WHEN SELECTING A SITE, EVALUATE THE FOLLOWING CRITERIA:

- **ACCESSIBILITY:** ENSURE THE LOCATION IS EASY TO REACH FOR CUSTOMERS.
- **VISIBILITY:** CHOOSE A SITE THAT IS PROMINENTLY VISIBLE TO ATTRACT WALK-IN CUSTOMERS.
- **LOCAL ZONING LAWS:** VERIFY THAT THE PROPERTY IS ZONED FOR STORAGE USE.

SECURING FINANCING

STARTING A STORAGE UNIT BUSINESS REQUIRES SIGNIFICANT CAPITAL INVESTMENT. UNDERSTANDING YOUR FINANCING OPTIONS IS CRUCIAL TO GETTING YOUR BUSINESS OFF THE GROUND. POTENTIAL FUNDING SOURCES INCLUDE:

TRADITIONAL BANK LOANS

THESE LOANS TYPICALLY OFFER LOWER INTEREST RATES BUT REQUIRE A SOLID BUSINESS PLAN AND CREDIT HISTORY.

SMALL BUSINESS ADMINISTRATION (SBA) LOANS

SBA LOANS ARE DESIGNED FOR SMALL BUSINESSES AND CAN PROVIDE FAVORABLE TERMS FOR QUALIFIED APPLICANTS.

PRIVATE INVESTORS

CONSIDER SEEKING OUT PRIVATE INVESTORS WHO MAY BE INTERESTED IN SUPPORTING YOUR VENTURE IN EXCHANGE FOR EQUITY.

LEGAL CONSIDERATIONS

STARTING A STORAGE UNIT BUSINESS INVOLVES NAVIGATING VARIOUS LEGAL REQUIREMENTS. HERE ARE SOME CRITICAL ASPECTS TO ADDRESS:

BUSINESS STRUCTURE

DECIDE ON THE LEGAL STRUCTURE OF YOUR BUSINESS, SUCH AS LLC, CORPORATION, OR SOLE PROPRIETORSHIP. EACH HAS ITS OWN IMPLICATIONS FOR LIABILITY AND TAXES.

LICENSES AND PERMITS

CHECK LOCAL REGULATIONS TO DETERMINE WHAT LICENSES AND PERMITS ARE REQUIRED TO OPERATE A STORAGE FACILITY IN YOUR AREA.

INSURANCE

INVEST IN COMPREHENSIVE INSURANCE COVERAGE TO PROTECT YOUR BUSINESS AGAINST POTENTIAL RISKS, INCLUDING PROPERTY DAMAGE AND LIABILITY CLAIMS.

SETTING UP YOUR STORAGE FACILITY

ONCE YOU HAVE SECURED A LOCATION, IT'S TIME TO SET UP YOUR STORAGE UNIT FACILITY. THIS INCLUDES DESIGNING THE LAYOUT, PURCHASING EQUIPMENT, AND IMPLEMENTING SECURITY MEASURES.

FACILITY DESIGN

PLAN THE LAYOUT OF YOUR STORAGE UNITS, ENSURING EFFICIENT USE OF SPACE WHILE ACCOMMODATING VARIOUS UNIT SIZES. CONSIDER THE FOLLOWING:

- UNIT SIZES: OFFER A RANGE OF SIZES TO MEET DIVERSE CUSTOMER NEEDS.
- ACCESSIBILITY: ENSURE EASY ACCESS FOR CUSTOMERS AND VEHICLES.

SECURITY FEATURES

IMPLEMENT ROBUST SECURITY MEASURES, SUCH AS SECURITY CAMERAS, GATED ACCESS, AND INDIVIDUAL UNIT ALARMS, TO PROTECT CUSTOMERS' BELONGINGS AND BUILD TRUST.

MARKETING YOUR STORAGE UNIT BUSINESS

EFFECTIVE MARKETING IS ESSENTIAL FOR ATTRACTING CUSTOMERS TO YOUR STORAGE FACILITY. UTILIZE A MIX OF ONLINE AND OFFLINE MARKETING STRATEGIES TO PROMOTE YOUR SERVICES.

ONLINE PRESENCE

CREATE A PROFESSIONAL WEBSITE THAT INCLUDES ESSENTIAL INFORMATION ABOUT YOUR SERVICES, PRICING, AND CONTACT DETAILS. UTILIZE SEARCH ENGINE OPTIMIZATION (SEO) TECHNIQUES TO IMPROVE VISIBILITY IN SEARCH RESULTS.

LOCAL ADVERTISING

ENGAGE IN LOCAL ADVERTISING STRATEGIES, SUCH AS DISTRIBUTING FLYERS, PLACING ADS IN COMMUNITY NEWSPAPERS, AND PARTNERING WITH LOCAL BUSINESSES.

MANAGING OPERATIONS AND CUSTOMER SERVICE

ONCE YOUR STORAGE UNIT BUSINESS IS OPERATIONAL, EFFECTIVE MANAGEMENT AND CUSTOMER SERVICE ARE CRUCIAL FOR SUCCESS. IMPLEMENT SYSTEMS FOR TRACKING RENTALS, PAYMENTS, AND CUSTOMER INQUIRIES.

CUSTOMER RELATIONSHIP MANAGEMENT

INVEST IN A CUSTOMER RELATIONSHIP MANAGEMENT (CRM) SYSTEM TO MAINTAIN RECORDS OF CUSTOMER INTERACTIONS AND IMPROVE SERVICE QUALITY.

REGULAR MAINTENANCE

ENSURE THE FACILITY IS WELL-MAINTAINED AND CLEAN TO PROVIDE A POSITIVE EXPERIENCE FOR CUSTOMERS. REGULAR INSPECTIONS AND PROMPT REPAIRS WILL ENHANCE CUSTOMER SATISFACTION.

CONCLUSION

STARTING A STORAGE UNIT BUSINESS REQUIRES CAREFUL PLANNING, MARKET UNDERSTANDING, AND STRATEGIC EXECUTION. BY FOLLOWING THE STEPS OUTLINED IN THIS GUIDE, YOU CAN ESTABLISH A SUCCESSFUL VENTURE THAT MEETS THE GROWING DEMAND FOR STORAGE SOLUTIONS. REMEMBER TO FOCUS ON CUSTOMER SERVICE, EFFICIENT OPERATIONS, AND EFFECTIVE MARKETING TO ENSURE LONG-TERM SUCCESS IN THIS COMPETITIVE INDUSTRY.

Q: WHAT ARE THE INITIAL COSTS OF STARTING A STORAGE UNIT BUSINESS?

A: INITIAL COSTS CAN VARY SIGNIFICANTLY BUT TYPICALLY INCLUDE LAND ACQUISITION, CONSTRUCTION OR LEASING COSTS, PERMITS, INSURANCE, AND MARKETING EXPENSES. A DETAILED BUSINESS PLAN WILL HELP YOU ESTIMATE THESE COSTS ACCURATELY.

Q: HOW CAN I DETERMINE THE RIGHT PRICING FOR MY STORAGE UNITS?

A: RESEARCH LOCAL COMPETITORS TO UNDERSTAND THEIR PRICING STRUCTURES. ADDITIONALLY, CONSIDER FACTORS SUCH AS UNIT SIZE, LOCATION, AND AMENITIES OFFERED TO SET COMPETITIVE PRICING.

Q: ARE THERE ANY SPECIFIC LEGAL REQUIREMENTS FOR RUNNING A STORAGE UNIT BUSINESS?

A: YES, YOU MUST COMPLY WITH LOCAL ZONING LAWS, OBTAIN NECESSARY PERMITS, AND ENSURE YOUR BUSINESS STRUCTURE IS COMPLIANT WITH STATE REGULATIONS. CONSULTING A LEGAL EXPERT CAN HELP NAVIGATE THESE REQUIREMENTS.

Q: WHAT TYPES OF INSURANCE DO I NEED FOR MY STORAGE UNIT BUSINESS?

A: ESSENTIAL INSURANCE TYPES INCLUDE GENERAL LIABILITY INSURANCE, PROPERTY INSURANCE, AND BUSINESS INTERRUPTION INSURANCE. THESE COVER VARIOUS RISKS ASSOCIATED WITH OPERATING A STORAGE FACILITY.

Q: HOW IMPORTANT IS ONLINE MARKETING FOR A STORAGE UNIT BUSINESS?

A: ONLINE MARKETING IS CRUCIAL AS MANY CUSTOMERS SEARCH FOR STORAGE SOLUTIONS ONLINE. A STRONG ONLINE PRESENCE THROUGH A WELL-OPTIMIZED WEBSITE AND SOCIAL MEDIA CAN SIGNIFICANTLY ENHANCE VISIBILITY AND ATTRACT CUSTOMERS.

Q: WHAT SECURITY FEATURES SHOULD I IMPLEMENT IN MY STORAGE FACILITY?

A: KEY SECURITY FEATURES INCLUDE SURVEILLANCE CAMERAS, GATED ACCESS, ALARM SYSTEMS FOR INDIVIDUAL UNITS, AND GOOD LIGHTING. THESE MEASURES HELP PROTECT CUSTOMERS' BELONGINGS AND ENHANCE TRUST.

Q: HOW CAN I IMPROVE CUSTOMER SERVICE IN MY STORAGE UNIT BUSINESS?

A: TRAINING STAFF TO BE FRIENDLY AND RESPONSIVE, IMPLEMENTING A CRM SYSTEM TO TRACK CUSTOMER INTERACTIONS, AND SOLICITING FEEDBACK CAN HELP IMPROVE CUSTOMER SERVICE.

Q: WHAT SIZE UNITS SHOULD I OFFER IN MY STORAGE FACILITY?

A: OFFERING A VARIETY OF UNIT SIZES, SUCH AS SMALL (5x5 FT), MEDIUM (10x10 FT), AND LARGE (10x20 FT), WILL CATER TO DIFFERENT CUSTOMER NEEDS AND PREFERENCES.

Q: HOW CAN I KEEP MY STORAGE FACILITY WELL-MAINTAINED?

A: REGULAR INSPECTIONS, PROMPT REPAIRS, AND A CLEANING SCHEDULE WILL HELP MAINTAIN THE FACILITY. ENSURING THAT THE PROPERTY IS CLEAN AND WELL-KEPT CAN ENHANCE CUSTOMER SATISFACTION.

Q: CAN I START A STORAGE UNIT BUSINESS AS A PART-TIME VENTURE?

A: WHILE IT IS POSSIBLE TO START PART-TIME, MANAGING A STORAGE UNIT BUSINESS OFTEN REQUIRES FULL-TIME COMMITMENT, ESPECIALLY IN THE INITIAL STAGES. CONSIDER YOUR CAPACITY TO DEDICATE TIME BEFORE PROCEEDING.

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gives you a clear, step-by-step map. You'll learn the simple trick of charging your customers upfront so that their payment covers the costs of their service. This takes away the biggest fear most people have about starting a business: losing their own money. With this method, you manage the money that comes in first, using it smartly to run the business for those paying customers. And this simple idea isn't just for making a little extra cash on the side (though it can be!). It has the power to grow into something truly significant. Don't believe a simple storage service can become a big deal? Let two real-life examples open your eyes to the possibilities - read the sample pages - it's in there (true stories of success) This book, written in a friendly, straightforward way, will guide you through everything you need to know, like having an experienced friend showing you the ropes: How to figure out exactly what to charge per box so you make a profit after covering your costs. Where to find your first customers, especially in places like busy college campuses. How to get the supplies you need (boxes, totes) and access to a truck and storage space without buying them outright when you start. Simple tips for picking up, keeping stuff safe, and delivering items efficiently. Easy ways to offer extra services and make even more money (like renting plastic totes or helping with moving tasks). A clear path for how to get more customers and handle more stuff as your business gets bigger. You don't need a business degree. You don't need investors. You just need to be ready to follow a simple plan, be reliable, and focus on providing a genuinely helpful service. Grab your copy of *How to Start a Storage Business with No Money* today, and unlock the simple, powerful path to building your own profitable venture!

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how to start a storage unit business: *How to Start a Home-based Dog Training Business* Peggy O. Swager, 2012-11-06 The demand for skilled dog trainers has never been greater. To succeed in one of this field, you'll need more than dog expertise you'll need business savvy as well. Written for the non-business person, this book provides the information you need to start, operate, and prosper in your chosen field of dog training. Beginning with an overview of the different areas to create a dog training business, the book provides what it takes to break into and succeed in the top dog training fields. Readers learn what associations they need to become a part of as well as how to build counsel, structure, and support. Marketing information helps people expand and grow their business. Tips from a variety of established dog trainers gives this book an edge above the competition.

how to start a storage unit business: *Boring Businesses That Make a Lot of Money*, 2024-09-26 Have you ever wondered how some businesses, seemingly mundane and overlooked, manage to generate substantial wealth? *The Secret to Wealth Lies in the 'Boring' Business* reveals that the most profitable and stable ventures are often not the glamorous or high-tech ones, but rather the essential and overlooked businesses that keep the world running smoothly. In this book, you'll discover how industries like vending machines, self-storage units, parking lots, funeral services, and more offer lucrative and reliable income streams. By diving into these 'boring' businesses, you'll learn how they provide consistent returns and why they are key to long-term financial stability. Uncover the true potential of these often-underestimated business models and find out why sometimes, the path to financial success is through opportunities that others overlook.

how to start a storage unit business: How to Open and Operate a Financially Successful Vending Business Donna Marie Murphy, Donald Rodrigue, 2010-11-15

Do you want to own a business that does not confine you to a desk, where you are able to make your own hours and as much money as you want to work? According to the U.S. Department of Labor's most recent statistical data, the median annual income of someone in the vending industry is \$29,000 and, as a business owner, you could make even more. If this sounds like something you would enjoy, and you are thinking about opening a vending business, then we have a book that will answer all of your questions. From start-up costs to vending machine best-sellers, this book will be your comprehensive guide on how to make the most money in a short amount of time. This complete guide will take you step-by-step through the process of buying new or used vending machines, acquiring a previous route from another business or finding new clients of your own, and how to efficiently service your machines in order to make the most money. Additional information is included on buying products for your machines, including how to get the most for your money and how warehouse retail stores can save you hundreds of dollars. This complete manual will arm you with everything you need, including sample business forms; contracts; worksheets and checklists for planning, opening, and running day-to-day operations; lists; plans and layouts; and dozens of other valuable, time saving tools of the trade that no business owner should be without. A special section on what items typically have the highest sales in vending machines is included, as well as sections on storage ideas for keeping your product fresh, when to reorder product, and how much back-stock to keep depending on the number of clients you have. While providing detailed instruction and examples, the author leads you through every detail that will bring success. You will learn how to draw up a winning business plan (the companion CD-ROM has the actual business plan you can use in Microsoft Word®, etc) and about basic cost control systems, copyright and trademark issues, branding, management, legal concerns, sales and marketing techniques, and pricing formulas. In case you decide to open a full-service business, you will learn how to set up computer systems to save time and money, how to hire and keep a qualified professional staff, how to meet IRS requirements, how to manage and train employees, how to generate high profile public relations and publicity, and how to implement low cost internal marketing ideas. You will learn how to build your business by using low and no cost ways to satisfy customers, as well as ways to increase sales, have customers refer others to you, and thousands of great tips and useful guidelines. This manual delivers innovative ways to streamline your business. Learn new ways to make your operation run smoother and increase performance. Successful entrepreneurs will appreciate this valuable resource and reference it in their daily activities as a source of ready-to-use forms, Web sites, operating and cost cutting ideas, and mathematical formulas that can easily be applied to their operations. The companion CD-ROM contains all the forms in the book, as well as a sample business plan you can adapt for your own use. The companion CD-ROM contains all the forms in the book, and also a sample business plan you can adapt for your own use. The companion CD-ROM is included with the print version of this book; however is not available for download with the electronic version. It may be obtained separately by contacting Atlantic Publishing Group at sales@atlantic-pub.com Atlantic Publishing is a small, independent publishing company based in Ocala, Florida. Founded over twenty years ago in the company president's garage, Atlantic Publishing has grown to become a renowned resource for non-fiction books. Today, over 450 titles are in print covering subjects such as small business, healthy living, management, finance, careers, and real estate. Atlantic Publishing prides itself on producing award winning, high-quality manuals that give readers up-to-date, pertinent information, real-world examples, and case studies with expert advice. Every book has resources, contact information, and web sites of the products or companies discussed.

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an endless stream of repeat customers, has a flexible work schedule, and allows you to make as much money as you are willing to put into it? If the answer is yes, then perhaps the car detailing business is for you. The average price for a complete car detail is \$150 to \$300. Even if you only service two cars per day, this can add up to a lot of money fast. Starting a detailing business may seem as easy as buying a sponge and a hose, but if you do not carefully plan every detail, you may find yourself in over your head before you ever make a profit. With this book, you will learn the most efficient ways to start and run a full-time business with a minimal amount of money, all in a minimal amount of time. This complete kit will address the question of whether you will have your own shop or whether you will be a traveling service, going straight to the customers's locations, as well as the business information that you will need to know to handle each situation. If you plan on opening a full-scale detailing operation, this book can help you with information on how computer systems can assist you with saving time and money, how to hire and keep a qualified professional staff, how to meet IRS requirements, how to manage and train employees, how to generate high-profile publicity, and how to implement low-cost internal marketing ideas. You will learn how to build your business by using low- and no-cost ways to satisfy customers, as well as ways to increase sales and referrals. This book outlines thousands of great tips and useful guidelines so you will be well on your way to working at the car wash and owning one. The companion CD-ROM is included with the print version of this book; however is not available for download with the electronic version. It may be obtained separately by contacting Atlantic Publishing Group at sales@atlantic-pub.com Atlantic Publishing is a small, independent publishing company based in Ocala, Florida. Founded over twenty years ago in the company president's garage, Atlantic Publishing has grown to become a renowned resource for non-fiction books. Today, over 450 titles are in print covering subjects such as small business, healthy living, management, finance, careers, and real estate. Atlantic Publishing prides itself on producing award winning, high-quality manuals that give readers up-to-date, pertinent information, real-world examples, and case studies with expert advice. Every book has resources, contact information, and web sites of the products or companies discussed.

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how to start a storage unit business: *How to Invest in Self-Storage* Scott Duffy, R. K. Kliebenstein, 2005 *How to Invest in Self-Storage* is an easy-to-read book filled with self-storage information and advice that can be extremely valuable for anyone seriously considering the business of self-storage. Looking at the industry from its earliest beginnings to the market today, it examines not only the reasons to get into the business, but also the common myths that surround the industry as a whole, as well as a step-by-step guide for developing and/or acquiring a facility.

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how to start a storage unit business: *How To Start a Home-based Food Truck Business* Eric Thomas, 2012-07-03 From designing your food truck and identifying your market to establishing a business plan and determining the operational concerns of a mobile business, this comprehensive guide provides down-to-earth advice on every aspect of setting up and running a food truck business. Learn all about overcoming the hurdles facing the mobile food vendor, the legal aspects of food safety, menu planning, setting up your home-based headquarters, and navigating the catering industry. Whatever your plans, each chapter can help you experience the satisfaction of establishing and building your own home-based food truck business and reaching opening day! Look for useful charts and worksheets throughout the book, including: Preferred Vendor Checklist Start-Up Cost Worksheets Sample Operational Weekly Schedule 7878 Outfitting your mobile kitchen Attracting customers Navigating operations concerns Understanding legal aspects and food safety Building your menu

how to start a storage unit business: *How to Start a Service Business and Make it Succeed* Kathryn Retzler, 1987

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how to start a storage unit business: *How to Open and Operate a Financially Successful Redesign, Redecorating, and Home Staging Business* Mary Larsen, Teri B. Clark, 2007-01-12 Are you planning to become part of this redesign or real estate staging network? During this time of phenomenal growth, these businesses may be worth your investigation. If you can answer yes to the following questions, then the redesign or home staging business may be just right for you. Do you love decorating your home? Are you addicted to home decorating shows and magazines? Do you know exactly what someone should do to sell their home fast? Are you constantly moving your furniture around? Do you find yourself decorating for your friends and family for free? Do you have a flair for decorating? Keep in mind, however, that Redesign and Real Estate Staging are more than just having the talent and skills to do the job. The business of the business is the part that can be tricky. Readers of this book will fall into one of the following categories: Those with a Second Career: You already have a successful career and are looking for something new. In fact, the design field may be totally unrelated to anything you have ever done before. Those wishing To Be Their Own Boss: You want to have more control over your day and how it goes. Being your own boss allows you to be flexible. Those That Are Business Beginners: You have started your own business,

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