

# Act III Review

If you've decided to create your own organization, answer the following questions.  
If you want to work in an already existing organization, turn to page 478.

## ***Sailing the Entrepreneurship***

Describe the products and/or services you will provide. *(page 372)*

Identify the chief markets for your product or service. *(page 373)*

Briefly, how will you get their attention? *(page 374)*

How will you distribute your product or service? *(page 374)*

List the key players on your management team. *(page 375)*

List the key players on your professional support team. *(page 376)*

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What legal structure will you use (partnership, sole proprietorship, corporation, etc.)? *(page 377)*

Indicate the funding vehicles you plan to employ. *(page 380)*

Summarize your strategy for dealing with the “red tape” involved in creating your business. *(page 382)*

Write a goal for the completion of your business plan here. *(page 385)*

## ***Wielding the Freelance***

The advantages of my freelance option are: *(page 391)*

The top markets for my project are: *(page 395)*

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## ***Crafting the Nonprofit Foundation***

State the mission of your organization. *(page 409)*

List your top three strategies for fulfilling this mission. *(page 409)*

List three potential sources of funding. *(page 410)*

My ideas for further exploring proposal writing are: *(page 411)*

## ***Landing the Right Job***

Identify what you want from an organization. *(page 429)*

List your top employment needs. *(page 430)*

Identify the top three organizations you would most like to work for, and the position you want. *(page 432)*

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Describe your strategy for landing the interview with employer #1. *(page 446)*

List your employment strengths. *(page 450)*

List your #1 potential employer's needs, and how you can help. *(page 451)*

List your #1 potential employer's strengths, including current and future opportunities. *(page 451)*

## ***Street Smarts***

My networking strategy will be: *(page 461)*

The media options I will use to promote myself are: *(page 468)*

The negotiation strategy I will emphasize in regard to my current negotiation is: *(page 472)*

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