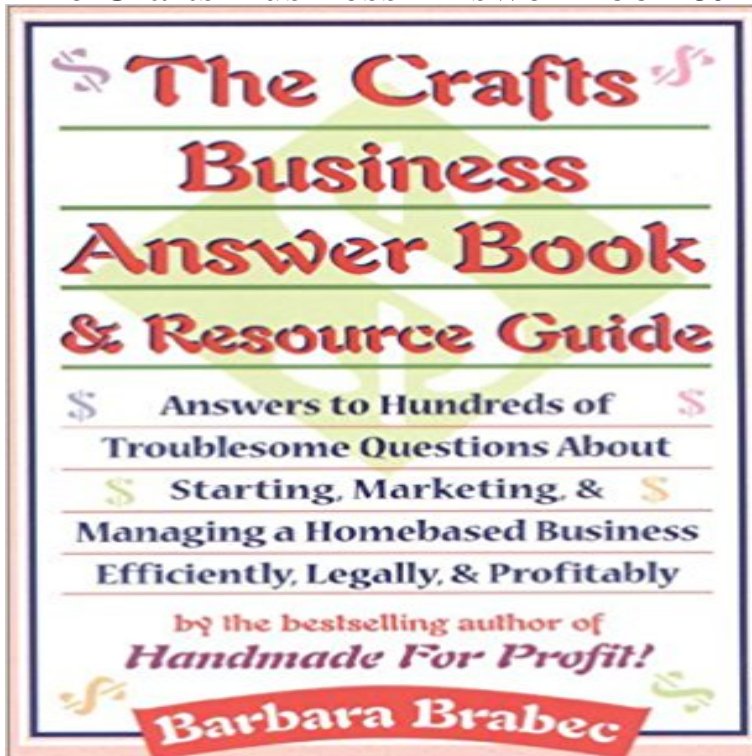


The Crafts Business Answer Book & Resource Guide



Have people told you that you should sell your craft items? Are you ready to take the next step in your craft making hobby and sell your items, and actually make money? Then this book is for you. It is written by the well known home-based business writer Barbara Brabec. Here is what the book addresses: **Do I really need a separate checking account for a small home-based business? **What local, state, and federal laws and regulations apply to craft sellers? **What kind of books do I have to keep to meet IRS requirements? **What home-business expenses can I deduct on my Schedule C form? **What are my chances of getting a loan for my home-based business? **How can I collect on bad checks and unpaid invoices? **How much will my sales increase if I offer charge card services to my customers? **How can I tell if my prices are right for the wholesale markets I want to reach? **Is the Internet an effective marketing outlet for artists and craft sellers? **How do craft malls operate and what costs are involved in this type of selling? **What is the difference between a copyright, patent, and trademark? **Is it okay to make items for sale from patterns found in magazines? **What is the profit potential of a crafts or home-business newsletter? **How can I get my craft or needlework designs and projects published? There is even a chapter on resources that includes a bibliography of crafts books and magazines, organizations, governmental agencies, and suppliers.

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