

Title:

Business Proposal Writing: Don't Fall Into The Trap!

Word Count:

456

Summary:

In business, there is a question that no sane person wants to hear: ^Could you write me a proposal?

Proposals are traps, ways to build up and break down dreams. Sound dramatic? It's not. In many

1. They waste precious time that could be used looking for other prospects or providing other

Keywords:

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Article Body:

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Proposals are traps, ways to build up and break down dreams. Sound dramatic? It's not. In many

1. They waste precious time that could be used looking for other prospects or providing other

2. They give pricing/packaging information to mere tire-kickers and then to the competition. You

3. They give you a false sense of security that you're doing something positive and productive

Does this mean that all proposal requests are useless? No what it does mean is that you have to

1. If a potential client wants a proposal but has not given you a clear idea of what they want

2. Is the potential client shopping around, or looking into other prospects? A part of you will

3. Did your potential client demand a proposal right away? In most cases, the quicker a proposal

4. Is the client unwilling to talk to you directly to review the project and /or proposal? Then

5. Ask the important questions before accepting the offer to write a proposal. Make sure that

6. Use common sense. Take all things into consideration before writing a proposal; it will save

The proposal trap is a common one in business; many hours have been wasted and many dreams shattered

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