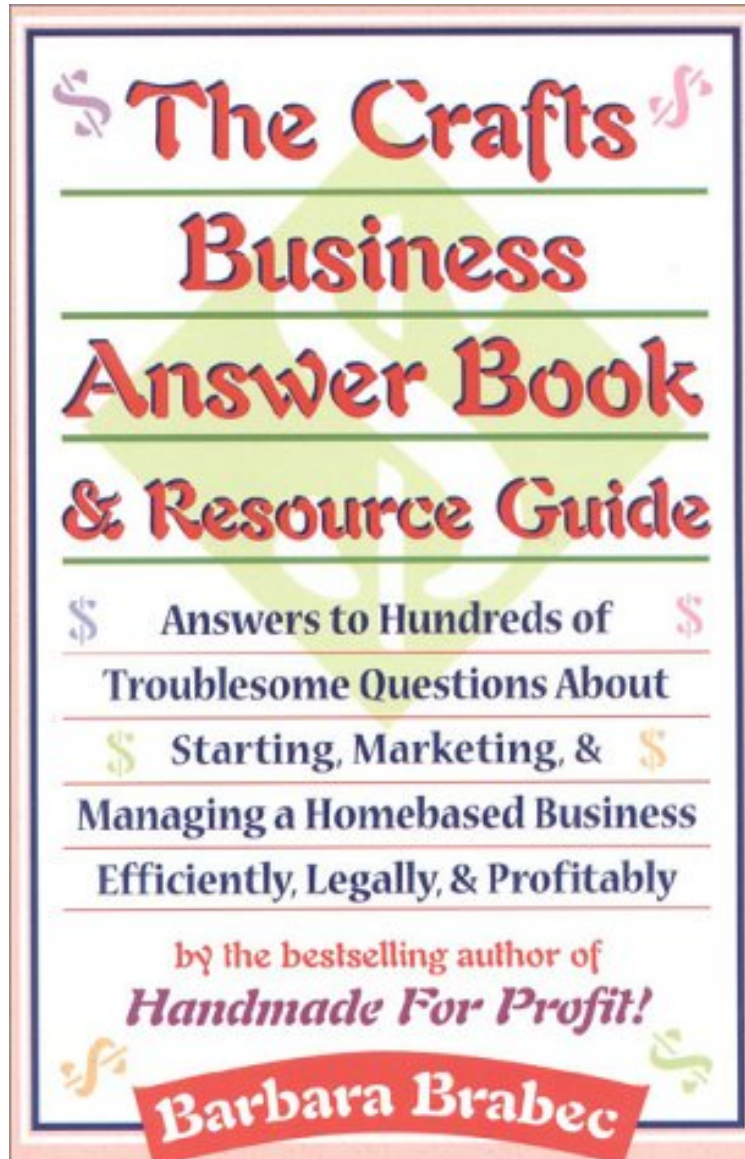


The Crafts Business Answer Book Resource Guide

Barbara Brabec

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Barbara Brabec : The Crafts Business Answer Book Resource Guide before purchasing it in order to gage whether or not it would be worth my time, and all praised The Crafts Business Answer Book Resource Guide:

3 of 3 people found the following review helpful. Are you looking for answers to some unusual questions?By Harriete E. BermanThe primary audience for this book is craftspeople searching for business information.This book contains business information pertaining to all craft media. The question and answer format covers specific issues such as Car Insurance, Minimum /Maximum Order Policy, Return Policy and Sales Representatives: topics that are often ignored

in other books. Other important aspects of the text include suggestions for proper wording on your order forms and issues to address in your contracts. Resources are included for more in-depth information. Sometimes the questions are media specific which can be good or bad depending if you feel it is relevant to your chosen art or craft materials. The book is a few years old and does not cover current issues about on line marketing through social networking sites. I would not read this book as your first resource for your art or crafts business. For additional recommendations read the Professional Guidelines document Resources for Legal and Professional Advice available for free at: [...] Harriete Estel Berman 0 of 0 people found the following review helpful. Two Stars By L. E. Jean This was no help 1 of 1 people found the following review helpful. Answers to every question By J. Davis If you are starting a craft business, this is the book to have. There are questions I didn't even take into consideration.

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.

From Booklist Now qualifying as a bona fide crafts business guru, Brabec begins her fifth opus by recollecting questions she herself posed as a novice homemaker. That type of reminiscence means that Brabec does indeed understand the just plain puzzlements of everyday self-employed business life--whether related to crafts or not. In alphabetical order, starting with the subject of accountants, topics are handled either straightforwardly or with a question or two. The information is truly a boon to even the experienced; the author, for instance, explains the occupation of enrolled agent, a tax professional licensed by the U.S. Treasury Department, who usually charges less than a CPA or accountant. One hundred percent serious? Not quite. Brabec gleefully reports useful "from the front" stories, and she doesn't hesitate to express some rather strong opinions. Barbara Jacobs From the Back Cover Most crafters are crafts people first and business people second; and that's the way it should be. But, let's face it, the financial and legal side of your homebased business is of paramount importance to everything you do. Barbara Brabec is one of the country's best-known home business writers and speakers. Through her books, articles, and columns she has dealt with virtually every question and problem anyone might encounter in a crafts-related business. In this highly informative, fun-to-read book, she answers hundreds of questions of vital interest to beginners and experienced crafters alike. Also featured in The Crafts Business Answer Book is a resource chapter that lists dozens of crafts business books and periodicals, organizations, government agencies, suppliers, and publishers.