

Looking for start-up cash? Get funded by venture capital. Here's where to find them. GO TO PAGE 34

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Manage your customers on Facebook

7 STEPS TO A SOLID BUSINESS PLAN



START YOUR OWN PR COMPANY
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REAL ESTATE Multi-faceted growth **FOOD** Fail-safe but competitive **TOURISM** Travel & hospitality

TRENDING BUSINESS OPPORTUNITIES YOU SHOULDN'T MISS IN 2013

DESIGN Graphic & web design • Animation & illustration **TECH** Mobile communication • Social networking

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3 HOMETOWN SUCCESS STORIES

- Citimart in Batangas
- Jojie's Bakeshop in Bohol
- K2 Drug in Quezon City



BUILD A BUSINESS AROUND YOUR LIFESTYLE POI PHILIPPINES • KUWAGOS • THEMALL.PH

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A FRESH START

If high-rollers and big-time investors, both foreign and local, are willing to bet on the country right here, right now, why not the SME? Here are the industries and areas where we see significant improvement and activity in the year to come.

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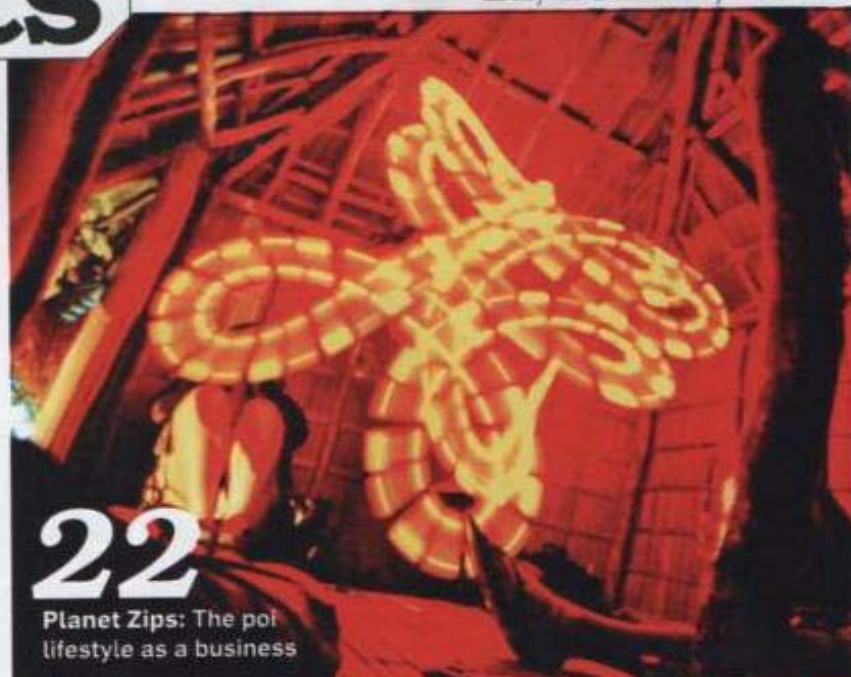
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LAST WORD

**RJ & ARIANNE
DAVID: BY THE
NUMBERS**

There's nothing like cold, hard numbers to help guide a business and move it forward.



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GLANCE



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NOTES FROM THIS ISSUE

“Our tours are really dependent on the safety of the area, and it gets a bit sketchy during elections. I hope that doesn't affect us too much and we can still go on.”—Benjie Lopez of *Beyond Outdoor Adventures*
“When I was starting, *wala naman akang plom sa restaurant*. I came from construction, but the heart was there. *Kung kaya ka, kaya ng ibang tao.*”—Iflore Yu of *Chicken Charlie*
“When you present at [Philvencap], you're in a battlefield. There's nothing theoretical about that.”—Ed Isidro, on the meetings held by the Philippine Venture Capitalist Group, a group of VCs and angel investors he founded in 1987

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