

965 BUSINESSES TO START NOW

Entrepreneur's

Startups

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YOUR
ROAD MAP
TO MAKING
MILLIONS

50 Steps to Startup Success

We've tapped the minds of business experts and entrepreneurs to bring you the essential steps to launching a business.

By Gwen Moran



Proper time management and a strong staff keep Anne McCarten-Gibbs, Stephen Gibbs and Molly Fuller (l. to r.) from burning out.

13 CONSIDER EQUIPMENT INVESTMENTS. When Molly Fuller, 32, co-founded Hands On Gourmet Co. (handsongourmet.com) in San Francisco, she was lucky that her boyfriend and business partner, Stephen Gibbs, 42, was a chef and had most of the equipment they needed for their culinary event planning company. As the pair and their partner, Anne McCarten-Gibbs, 45, grew the company, they purchased pieces as they needed them for events, making do with what they had until they earned the money to purchase new pieces. That helped the company bootstrap itself and remain debt-free. Hands On expects \$1.5 million in sales this year.