

10 Reasons Why Businesses Fail

- 1. Improper planning**
- 2. Insufficient working capital**
- 3. Poor record keeping**
- 4. Disregarding and/or misinterpreting financial records**
- 5. Not controlling costs**
- 6. Inviting fraud due to poor internal controls**
- 7. Not selling aggressively enough**
- 8. Inadequate liability protection and insurance coverage**
- 9. Poor hiring practices (hiring the wrong people upfront)**
- 10. Failure to properly train employees**