**[*INSERT YOUR BUSINESS LOGO*]**

[*Your Name*]

[*Your Title*]

[*Business Name*]

[*Main Business Address*]

**ABN:** [*ABN*]

**ACN:** [*ACN*]

[*Business Name*]

Marketing Plan

**Prepared:** [*Date prepared*]

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**Marketing Plan Summary**

[***Please complete this page last*]**

[*Your marketing summary should be completed last and should be no longer than a page focussing on why your business is going to be successful. Your answers below should briefly summarise your more detailed answers provided throughout the body of this plan.*]

The Business

**Business name:** [*Enter your business name as registered in your state/territory. If you have not registered your business name, add your proposed business name.*]

**Business structure:** [*Sole trader, partnership, trust, company.*]

**ABN:** [*Registered Australian Business Number.*]

**ACN:** [*Registered Australian Company Number, if applicable.*]

**Business location:** [*Main business location*]

**Date established:** [*The date you started trading.*]

**Business owner(s):** [*List all of the business owners.*]

**Relevant owner experience:** [*Briefly outline your experience and/or years in the industry and any major achievements/awards.*]

**Products/services:** [*What products/services are you selling? What is the anticipated demand for your products/services?*]

The Future

**Vision statement:**

[*The vision statement briefly outlines your future plan for the business. It should state clearly what your overall goals for the business are.*]

**Goals/objectives:**

[*What are your short and long term goals? What activities will you undertake to meet them?*]

The Market

**Target market:**

[*Who are you selling to? Why would they buy your products/services over others?*]

**Marketing strategy:**

[*How do you plan to enter the market? How do you intend to attract customers? How and why will this work?*]

The Finances

[*Briefly outline your sales forecast. How much money will you need up-front? Where will you obtain these funds from? What portion of funds will you be seeking from other sources? How much of your own money are you contributing towards the business?*]

**The Business**

Business overview

[*Who are the current business owners? What products/services does the business provide? Where it is located? How long has it been operating?*]

S.W.O.T. analysis

[*List each of your businesses Strengths, Weaknesses, Opportunities or Threats (S.W.O.T.) in the table below.*]

| **Strengths** | **Weaknesses** |
| --- | --- |
| *[e.g High traffic location]* | *[e.g High rental costs]* |

| **Opportunities** | **Threats** |
| --- | --- |
| *[e.g build on customer and brand loyalty]* | *[e.g Cash flow problems]* |

S.W.O.T. activity sheet

[*Outline how and when you plan to address each of the weaknesses/threats from your S.W.O.T. analysis above.]*

| **S.W.O.T weakness/ threat** | **Activity to address weakness/threat** | **Activity completion date** |
| --- | --- | --- |
| [*Description of a S.W.O.T weakness or threat]* | *[What activity is planned to address the weakness or threat?]* | [*Expected completion date*] |
| [*Description of a S.W.O.T weakness or threat]* | *[What activity is planned to address the weakness or threat?]* | [*Expected completion date*] |
| [*Description of a S.W.O.T weakness or threat]* | *[What activity is planned to address the weakness or threat?]* | [*Expected completion date*] |

Products/services

| **Product/Service** | **Description** | **Price** |
| --- | --- | --- |
| [*Product/service name*] | [*Brief product/service description*] | [*Unit price including GST*] |
| [*Product/service name*] | [*Brief product/service description*] | [*Unit price including GST*] |
| [*Product/service name*] | [*Brief product/service description*] | [*Unit price including GST*] |

**Market position:** [*Where do your products/services fit in the market? Are they high-end, competitive or budget? How does this compare to your competitors?*]

**Unique selling position:** [*How will your products/services succeed in the market where others may have failed? What gives your products/services the edge?]*

**Anticipated demand:** [*What is the anticipated quantity of products/services your customers are likely to purchase? For example, how much will an individual customer buy in 6 months or 12 months?*]

**Pricing strategy:** [*Do you have a particular pricing strategy? Why have you chosen this strategy?*]

**Value to customer:** [*How do your customers view your products/services? Are they a necessity, luxury or something in between?*]

**Growth potential:** [*What is the anticipated percentage growth of the product in the future? What will drive this growth?*]

Sales/marketing personnel

| **Job Title** | **Name** | **Responsibilities** |
| --- | --- | --- |
| [*e.g. Marketing/ Sales Manager*] | [*Mr Chris Brantley*] | [*What are the main responsibilities of this position?*] |
| [*e.g. Marketing/ Sales Manager*] | [*Mr Chris Brantley*] | [*What are the main responsibilities of this position?*] |
| [*e.g. Marketing/ Sales Manager*] | [*Mr Chris Brantley*] | [*What are the main responsibilities of this position?*] |

**The Future**

Vision statement

[*What is your business' vision statement? It should briefly outline your future plan for the business and include your overall goals.*]

Mission statement

[*What is your business' mission statement (i.e. how will you achieve your vision)?*]

Goals/objectives

[*What are your short & long term goals? What activities will you undertake to meet these goals?*]

**The Market**

Unique selling position

[*How is your business unique in the market?* *What differentiates your product/service from others in the market? What makes your business stand out from your competition? What product gap or service need does it fill for your customers?]*

Your customers/clients

**Customer demographics**

[*Define who your target customers are and how they behave. You can include age, gender, social status, education and attitudes. What are their lifestyles, activities, values, needs, interests or opinions? Where are they located?]*

**Key customers**

[*Identify your key customers. (These can be large consumers of your products/services or individuals whose satisfaction is key to the success of your business.) How will you target your products/services to them? How will you deliver your products/services to them?*]

**Customer management**

[*How will you maintain a good relationship with your customers? What techniques will you use? How will you keep your customers coming back? Have you introduced customer service standards?* *Do you follow any particular code of practice?*

Your competitors

[*How do you rate against your competitors? How can your business improve on what they offer?]*

**Competitor details**

*[List at least 5 competitors in the table below.]*

| **Competitor** | **Established date** | **Size** | **Market share (%)** | **Value to customers** | **Strengths** | **Weaknesses** |
| --- | --- | --- | --- | --- | --- | --- |
| [*Competitor name*] | [*When were they established?*] | [*Number of staff and/or turnover*] | [*Estimated percentage of market share*] | [*Unique value to customers, e.g. convenience, quality, price or service?*] | [*What are your competitor's main strengths?*] | [*What are your competitor's main weaknesses?*] |
| [*Competitor name*] | [*When were they established?*] | [*Number of staff and/or turnover*] | [*Estimated percentage of market share*] | [*Unique value to customers, e.g. convenience, quality, price or service?*] | [*What are your competitor's main strengths?*] | [*What are your competitor's main weaknesses?*] |
| [*Competitor name*] | [*When were they established?*] | [*Number of staff and/or turnover*] | [*Estimated percentage of market share*] | [*Unique value to customers, e.g. convenience, quality, price or service?*] | [*What are your competitor's main strengths?*] | [*What are your competitor's main weaknesses?*] |
| [*Competitor name*] | [*When were they established?*] | [*Number of staff and/or turnover*] | [*Estimated percentage of market share*] | [*Unique value to customers, e.g. convenience, quality, price or service?*] | [*What are your competitor's main strengths?*] | [*What are your competitor's main weaknesses?*] |
| [*Competitor name*] | [*When were they established?*] | [*Number of staff and/or turnover*] | [*Estimated percentage of market share*] | [*Unique value to customers, e.g. convenience, quality, price or service?*] | [*What are your competitor's main strengths?*] | [*What are your competitor's main weaknesses?*] |

Market research

[*What research have you completed to help you analyse your market? Did you use a survey/questionnaire? If so, you may like to attach a copy of your survey/questionnaire and findings to the back of this plan.*]

Market targets

[*Outline your planned sales targets. What quantity of your products/services do you plan to sell in a planned timeframe? Are they monthly or yearly targets?*]

Environmental/industry analysis

[*Detail the results of the market research you have performed. Is the area experiencing population growth? Are there long-term employers in the area? Is the region's economy stable? Are there seasonal variations?*

*What is the size of the market? What recent trends have emerged in the market? What growth potential is available and where do you fit in? How will the market/customers change when you enter the market? What external factors will affect your customers?*]

Marketing strategy

[*What is your overall marketing strategy?* *What steps or activities will you undertake to achieve your goals/objectives?]*

| **Marketing activity/milestone** | **Person responsible** | **Date of expected completion** | **Cost ($)** | **Success indicator** |
| --- | --- | --- | --- | --- |
| *[Print advertising, online advertising, mail-out, giveaway, media release, event, website, blog/social media, public relations, branding and artwork, or publications and catalogues.]* | *[Who is responsible for completing this task?]* | *[When do you expect to complete the marketing activity?]* | *[Estimated cost of activity.]* | *[What indicator/ measurement result will need to be met before this activity is considered a success?]* |
| *[Print advertising, online advertising, mail-out, giveaway, media release, event, website, blog/social media, public relations, branding and artwork, or publications and catalogues.]* | *[Who is responsible for completing this task?]* | *[When do you expect to complete the marketing activity?]* | *[Estimated cost of activity.]* | *[What indicator/ measurement result will need to be met before this activity is considered a success?]* |
| *[Print advertising, online advertising, mail-out, giveaway, media release, event, website, blog/social media, public relations, branding and artwork, or publications and catalogues.]* | *[Who is responsible for completing this task?]* | *[When do you expect to complete the marketing activity?]* | *[Estimated cost of activity.]* | *[What indicator/ measurement result will need to be met before this activity is considered a success?]* |
| *[Print advertising, online advertising, mail-out, giveaway, media release, event, website, blog/social media, public relations, branding and artwork, or publications and catalogues.]* | *[Who is responsible for completing this task?]* | *[When do you expect to complete the marketing activity?]* | *[Estimated cost of activity.]* | *[What indicator/ measurement result will need to be met before this activity is considered a success?]* |

Advertising & sales

**Advertising and promotional strategy**

| **Planned promotion /advertising type** | **Promotional strategy** | **Expected business improvement** | **Cost ($)** | **Target date** |
| --- | --- | --- | --- | --- |
| [*Print media advertising, online advertising, SMS, mail-out, giveaway, media release, social media campaign or event.*] | *[Why have you decided to use this promotion/advertising type? How and when will you use it? What is your strategy behind this? Who will upkeep your social media presence?]* | [*How do you expect it will improve your business success?*] | *[Estimated cost of activity.]* | [e.g. *Dec 09*] |
| [*Print media advertising, online advertising, SMS, mail-out, giveaway, media release, social media campaign or event.*] | *[Why have you decided to use this promotion/advertising type? How and when will you use it? What is your strategy behind this? Who will upkeep your social media presence?]* | [*How do you expect it will improve your business success?*] | *[Estimated cost of activity.]* | [e.g. *Dec 09*] |
| [*Print media advertising, online advertising, SMS, mail-out, giveaway, media release, social media campaign or event.*] | *[Why have you decided to use this promotion/advertising type? How and when will you use it? What is your strategy behind this? Who will upkeep your social media presence?]* | [*How do you expect it will improve your business success?*] | *[Estimated cost of activity.]* | [e.g. *Dec 09*] |
| [*Print media advertising, online advertising, SMS, mail-out, giveaway, media release, social media campaign or event.*] | *[Why have you decided to use this promotion/advertising type? How and when will you use it? What is your strategy behind this? Who will upkeep your social media presence?]* | [*How do you expect it will improve your business success?*] | *[Estimated cost of activity.]* | [e.g. *Dec 09*] |

**Social media strategy**

[*What do you want to achieve/communicate (brand awareness, online sales etc)? What social media tools do your customers use (e.g. Blogs, Twitter, Facebook etc)? What strategies can you use to network and communicate effectively with these customers? Who will upkeep your social media presence – do you have the internal staff or would you need to engage an external organisation*]

**Sales strategy**

[*What sales techniques do you use? What are your strategies behind these techniques? How is this different/better than your competitors?*]

**Sales and distribution channels**

| **Channel type** | **Products/services** | **Percentage of sales (%)** | **Distribution strategy** |
| --- | --- | --- | --- |
| [*e.g. Shopfront, internet, direct mail, export or wholesale.*] | *[List all the products/services sold via this channel*] | [*What percentage of overall sales do you expect to sell via this channel?*] | [*Why have you decided to use this channel type? How and when will you use it? What is the strategy behind using this channel type for this particular product/service?*] |
| [*e.g. Shopfront, internet, direct mail, export or wholesale.*] | *[List all the products/services sold via this channel*] | [*What percentage of overall sales do you expect to sell via this channel?*] | [*Why have you decided to use this channel type? How and when will you use it? What is the strategy behind using this channel type for this particular product/service?*] |
| [*e.g. Shopfront, internet, direct mail, export or wholesale.*] | *[List all the products/services sold via this channel*] | [*What percentage of overall sales do you expect to sell via this channel?*] | [*Why have you decided to use this channel type? How and when will you use it? What is the strategy behind using this channel type for this particular product/service?*] |
| [*e.g. Shopfront, internet, direct mail, export or wholesale.*] | *[List all the products/services sold via this channel*] | [*What percentage of overall sales do you expect to sell via this channel?*] | [*Why have you decided to use this channel type? How and when will you use it? What is the strategy behind using this channel type for this particular product/service?*] |

**The Finances**

[*To complete the finances portion of this marketing plan, you should rely heavily on your financial statements and projections. The business.gov.au Business plan template available at* [*www.business.gov.au/businessplan*](http://www.business.gov.au/businessplan/) *can provide you with a start-up costing, balance sheet profit and loss, cash flow and a break-even analysis template*.]

Price

[*What price have you determined for your products/services? Does this price take into account all your costs including personal, start-up, operational, cash flow and working capital? Have you also allocated a profit margin in your costing? What price will your target market bear? Do your prices take into account any seasonal variation to your suppliers’ costs?]*

Expected sales

[*What are your expected sales? When do you hope to achieve these figures? Are there seasonal influences?*]

Marketing budget [YEAR]

[*Consider the example below when developing a budget to include in your business plan.*]



Monitoring/measurement activities

[*Reviewing the impact of your marketing should be a periodic activity. List the details of each review in the table below.*]

| **Marketing activity** | **Date of review** | **Monitoring methods** | **Review outcomes** |
| --- | --- | --- | --- |
| *[Print advertising, online advertising, mail-out, giveaway, media release, event, website, blog/social media, public relations, branding and artwork, or publications and catalogues.]* | [*e.g. Month/Year*] | [*What tools did you use to measure/monitor the impact of your marketing activities?*] | *[What were the results for the promotional period? What were your sales/profit figures? How many new/repeat customers did you receive? How many customers visited your website?*] |
| *[Print advertising, online advertising, mail-out, giveaway, media release, event, website, blog/social media, public relations, branding and artwork, or publications and catalogues.]* | [*e.g. Month/Year*] | [*What tools did you use to measure/monitor the impact of your marketing activities?*] | *[What were the results for the promotional period? What were your sales/profit figures? How many new/repeat customers did you receive? How many customers visited your website?*] |
| *[Print advertising, online advertising, mail-out, giveaway, media release, event, website, blog/social media, public relations, branding and artwork, or publications and catalogues.]* | [*e.g. Month/Year*] | [*What tools did you use to measure/monitor the impact of your marketing activities?*] | *[What were the results for the promotional period? What were your sales/profit figures? How many new/repeat customers did you receive? How many customers visited your website?*] |
| *[Print advertising, online advertising, mail-out, giveaway, media release, event, website, blog/social media, public relations, branding and artwork, or publications and catalogues.]* | [*e.g. Month/Year*] | [*What tools did you use to measure/monitor the impact of your marketing activities?*] | *[What were the results for the promotional period? What were your sales/profit figures? How many new/repeat customers did you receive? How many customers visited your website?*] |

**Supporting documentation**

Attached is my supporting documentation in relation to this business plan. The attached documents include:

[*List all of your attachments here. These may include resumes, customer survey/questionnaire and/or financial documents*.]

**Glossary**

**Australian Business Number (ABN)** – a single identifying number used when dealing with other businesses and the Tax Office.

**Australian Company Number (ACN)** – the number allocated by the Australian Securities and Investments Commission (ASIC) when you register a company under Corporations Law.

**Blog** –is a shortened word for Weblog (see Weblog).

**Channel** – a way of delivering something to its destination, whether it is a message to be communicated or a physical product to be delivered.

**Contract** – a legally enforceable agreement made between two or more parties. A contract may be a verbal contract or a written contract (or may be partly verbal and partly written).

**Demographics** – the characteristics of a segment of the population, e.g. customers.

**Domain name** – a name that identifies an organisation's address on the internet, either a website address (the domain name follows the 'www') or an email address (the domain name follows the '@' symbol in the email address).

**Goods and Services Tax (GST)** – a broad-based tax of 10 per cent on the sale of most goods and services in Australia.

**High-end** – usually refers to expensive or high quality products/services.

**Market position** – refers to the position an organisation, product or service has in the market, usually in relation to its competition.

**Milestone** – a goal or objective with a target date.

**Mission statement** – is a statement outlining how an organisation intends on achieving its vision.

**Social media** – a group of technology including Blogs, online networks (e.g. Twitter, Facebook, MySpace, LinkedIn) and online collaboration tools often used to expand your network/market reach or collaborate on a large scale.

**Unique selling position** – a characteristic of a business or a product/service that sets it apart from the competition.

**Vision statement** – an inspiring statement that expresses an organisation's main ambitions/goals.

**Weblog** – (also known as a Blog) an individual's or organisation's online website displaying a reverse-chronological list of entries (known as posts). Posts typically include thoughts, observations, promotions, links, images or videos. A Weblog is publically available and allows readers to comment on posts.