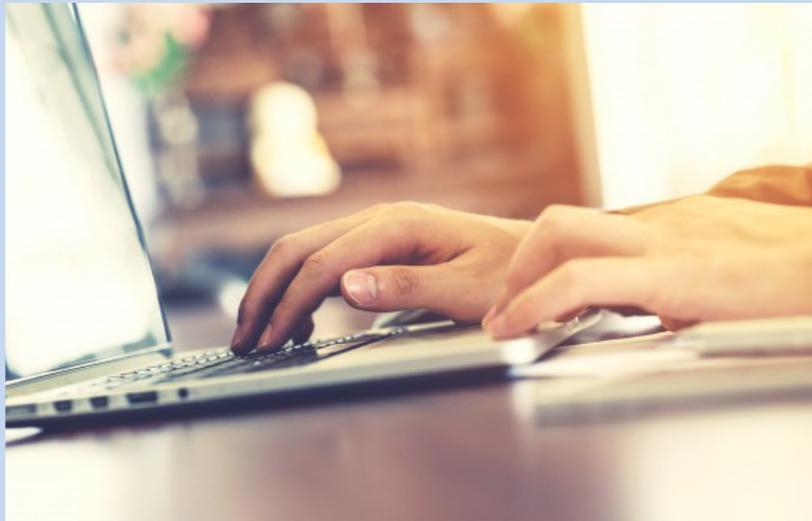


Starting Your Own Business Workbook

Advanced Concepts



Another Way Publishing
1st Edition

David Memmoli

Starting Your Own Business Workbook

David Memmoli
Another Way Holdings, LLC
Las Vegas, NV



Another Way Publishing, LLC
Las Vegas, NV

Publisher

Another Way Publishing is a subsidiary of Another Way Holdings, a parent company. It was established to accommodate the needs of AW Holdings other subsidiaries that required extensive publishing from other textbooks, journals, and workbooks.

.....

Copyright © 2024 by Another Way Publishing, LLC
All Rights Reserved
Printed in the United States
First Edition

Editor: Christian Garner
Associate Managing Editor: David Memmoli
Editorial Assistant: Darby Memmoli
Director of Production: David Memmoli
Managing Editor: David Memmoli
Media Editor: David Martin
Media Project Editor: David Martin
Marketing Manager: Dylan Garner
Design Director: David Memmoli
Design Associate: David Martin
Photo Researcher: David Memmoli
Formater: David Martin
Permissions Manager: David Memmoli
Permissions Clearer: David Martin
Legal Consultant: Charles Coons
Illustrator: David Memmoli

Permission to use copyrighted material is included alongside the appropriate images.

Library of Congress Registration

Name: Memmoli, David J., author
Title: Starting Your Own Practice / David J. Memmoli
Description: First Edition. / Las Vegas : Another Way Publishing, [2024] /
Includes appendices, glossary and index.
Identifiers: LCCN: 2024913489 / ISBN 978-1-7378667-3-2 (Perfect Binding)
Subjects: Business, Education
Classification: available record at <https://lcn.loc.gov/>

Another Way Publishing, LLC, 9205 W Russell Rd, Suite 305, Las Vegas, NV 89148-1446
Anotherwaypublishing.com Anotherwaybusiness.com

1 2 3 4 5 6 7 8 9 0

*To Christian and Caj, whose reassurance,
support, and encouragement continue to inspire
and motivate me to continue the journey.*

– David

Contents

SECTION I - Your Vision

- 1 Your Vision 3**
- 2 Setting Your Tone 17**
- 3 Assessing Your Business 37**

SECTION II - Customer Service

- 4 Managing Vendors 56**
- 5 Hospitality 75**
- 6 Handling the Customer 97**

SECTION III - Human Resources

- 7 Human Resources 118**
- 8 Onboarding 140**
- 9 Orientation 162**
- 10 Risk Management 185**

SECTION IV - Operations

- 11 Inventory Management 210**
- 12 Handling Finances 232**
- 13 Conventional Management 255**
- 14 A New Kind of Management 280**

SECTION V - Executive Role

- 15 Corporate Culture 305**
- 16 Creating Stability 328**
- 17 Establishing Credibility 351**
- 18 The Truth About Consultants 373**

SECTION VI - Change That Matters

- 19 Business Sustainability 399**
- 20 CSR 421**
- 21 Artificial Intelligence 445**
- 22 The Dare of Idealism 461**

About The Author



DAVID MEMMOLI is the founder and owner of Another Way Holdings, LLC. He earned a bachelor in psychology from CUNY Hunter College in New York City, his BS in Nursing and his MSN in Family Practice at SUNY Stony Brook in 2006. He is currently earning a PhD from National University in Industrial & Organizational Psychology and plans to earn an additional doctoral degree in molecular biology. After several years working in multiple states, and having multiple experiences in the different areas of healthcare, David found a lack of standardized care in many facilities. From corporate healthcare, to local private practices, he saw a huge gap in the standards of care provided to patients. Coming from surgery at New York Presbyterian, David, in all frankness, didn't understand what was going on. Patients would complain about always seeing a

different provider each time they went for care, they would have virtually no education regarding their medical conditions or the medications they were taking, and care being provided was addressing symptoms rather than underlying causes. After so many years, and so many patient complaints, David realized it was time for someone to take charge. Someone needed to set a standard for how medical practices could and should be run. Someone needed to provide an example for other practices to follow. It was also an opportunity, at the same time, to show that Nurse Practitioners have become a far more prominent and necessary modality in Healthcare. With these challenges, David established the first group Nurse Practitioner practice in the State of Nevada. He also developed a system of practice that provides patients all aspects of their healthcare. When the banks did not share David's vision, he learned what it is really all about - money. Through those experiences from APNS, David created this course and established Another Way Business (AWB), a business entity designed to provide the education and resources a new business owner needs to make their business a success. The course books are published through Another Way Publishing (AWP). There are numerous areas in the corporate business world that need revision and even revolution. Collusion and corruption permeate corporate business and at the expense of frontline workers. David started Another Way Holdings because he is committed to finding another way!

DISCLAIMER

The information contained in this course is compiled from government websites, governing organizations websites, marketing websites, information websites, and other various Internet sources. I do not claim ownership of any of the information presented in the course, only how the information in this course has been organized and presented.

This course is meant to be a guide and to offer advice only. The author is not an attorney, nor an expert in healthcare law, regulation, or compliance. Anyone engaging in legal business contracts should consult an attorney to ensure what they are doing is legal and in their best interests. This course is not a substitute for a person to personally and directly research, investigate, obtain, and verify information needed to establish their own private practice.

This course makes no guarantees that by following its advice a person will succeed in having a success and profitable medical practice or any other business entity. Although the author and publisher have made every effort to ensure that the information in this book was correct at press time, the author and publisher do not assume and hereby disclaim any liability to any party for any loss, damage, or disruption caused by errors or omissions, whether such errors or omissions result from negligence, accident, or any other cause.

The information provided in the textbook and workbook is designed to provide helpful information on the subjects discussed. This book is not meant to be used, nor should it be used, to legally justify or argue the action of an individual using the techniques and recommendations made in these books. For advice and instruction on any legal or business transaction the reader should consult their own personal attorney. The publisher and author are not responsible for any specific legal, business, or financial needs that may require legal supervision and are not liable for any damages or negative consequences from any contract, action, application or preparation, to any person reading or following the information in this book. Recommendations are provided for informational purposes only and do not constitute an endorsement of any website or other sources. Readers should be aware that the websites listed in this book may change without notice.

These books are designed to provide information and motivation to the readers. They are sold with the understanding that the publisher is not engaged to render any type of psychological, legal, financial, or any other kind of professional advice. The content of each book is the sole expression and opinion of its author, and not necessarily that of the publisher. No warranties or guarantees are expressed or implied by the publisher's choice to include any of the content in this volume.

Neither the publisher nor the individual author(s) shall be liable for any physical, psychological, emotional, financial, or commercial damages, including, but not limited to, special, incidental, consequential or other damages. It is understood by the reader upon reading these books that he/she is responsible for you're his/her own choices, actions, mistakes, and results.

STARTING YOUR OWN BUSINESS WORKBOOK

These books are presented solely for educational and entertainment purposes. The author and publisher are not offering it as legal, accounting, or other professional services advice. While best efforts have been used in preparing these books, the author and publisher make no representations or warranties of any kind and assume no liabilities of any kind with

respect to the accuracy or completeness of the contents and specifically disclaim any implied warranties of merchantability or fitness of use for a particular purpose. Neither the author nor the publisher shall be held liable or responsible to any person or entity with respect to any loss or incidental or consequential damages caused, or alleged to have been caused, directly or indirectly, by the information or programs contained herein. No warranty may be created or extended by sales representatives or written sales materials. Every company is different and the advice and strategies contained herein may not be suitable for your situation. The reader should seek the services of competent professionals before beginning any legal or business endeavor. The story and its characters and entities are fictional. Any likeness to actual persons, either living or dead, is strictly coincidental.

None of the contents in any aspect of this course, workbook, or supplemental online resources should be construed as medical or legal advice. Because the facts and requirements applicable to the reader's situation may vary, or the laws and requirements applicable in the reader's jurisdiction may differ, the reader should contact his/her attorney, state representatives, or other licensed professional advisors if he/she has any questions related to your legal or medical obligations or rights, state or federal laws, contract interpretation, or other legal questions.

Another Way Publishing is a subsidiary of Another Way Holdings, LLC. Another Way Publishing is the marketing name used to refer to the company that publishes educational and entertainment merchandise under the name *Starting Your Own Business*. All published products are underwritten and administered by Another Way Publishing under the parent company Another Way Holdings, LLC. Product availability is based upon business and regulatory approval and may differ between companies.

© 2021 Another Way Publishing. All rights reserved.

This workbook is dedicated to all the great and dedicated dreamers who have no other agenda other than to provide the best service they can for their fellow citizens of the world, but who are stifled, silenced, and suppressed by the corporate industrial complex.

May these exercises provide you the means to free yourself from corporate capitalism, such that you can do what you always dreamed to do – make the world a better place.

ADVANCED CONCEPTS



GETTING STARTED

Chapter 1

Your Vision

Overview

This chapter focused on you and your vision. It considered more metaphysical aspects of establishing and running your business. We explored the business you envisioned and what you needed to understand in order for that vision to become reality. We clarified for you what you actually envision and what is actually possible. We considered your philosophy and how you could work toward to make your business and staff manifest your vision, mission, and philosophy. This chapter continued the concepts that you are the core of your business and who you are, your beliefs, your values, your philosophy are what make your business what it is.

Key Terms

Corporate culture – the representation of the values, ethics, morals, and attitudes of an organization and how those are reflected in the engagement of the organization’s employees, leadership, customers, the community, and other organizations.

Mission - what the company does to achieve the vision.

Philosophy – a statement that describes *why* the company does what it does.

Values – principles created by beliefs.

Vision – a statement that describes what the company wants to

Expected Outcomes

- Have been able to recognize your own beliefs
- Have been able to clarify your own vision
- Have been able to clarify your own mission
- Have been able to clarify your own philosophy
- Explored how your beliefs are reflected by your vision, your, mission, and your philosophy
- Defined what customer service meant to you
- Explored the ways in which you needed to be prepared to start your own business
- Reaffirmed what it is that you wanted

Key Concepts

- Your company's values and philosophy is a reflection of yourself.
- Your values and philosophy will determine the policies you enact in your business.
- Your vision will help to unite employees toward a common goal.
- The clearer the vision, the more resolute the belief, the easier it will be for employees to indoctrinate themselves to that vision.
- Your mission gives a standing directive for what your employees should be doing at work.
- Your business philosophy will help to ensure that the employees hired share a similar mindset.
- Once established, this cycle of resentment is extremely difficult to correct.
- Modern management creates a system in which each level preserves itself by blaming those below.
- As with any journey, the more prepared you are, the greater the chances you can weather the storm.
- The whole approach of this course is to make starting your own business an integrated part of your life.
- Knowing yourself allows you to know what you want. And what you want decides the course your life will take.

Chapter Slogans

- You can't give from an empty cup!
- Money can't buy fulfillment!
- Management preserves themselves!
- Be prepared!
- Some people are just miserable!
- Knowing yourself allows you to know what you want!

EXERCISES

FILL IN THE BLANK

1. It is important for you to have a clear recognition of your beliefs, your vision, your mission, and the philosophy by which you will _____ to those beliefs.
2. We all have an upbringing grounded in certain _____.
3. Some of us have our belief system founded in religion, traumatic experiences, or through participation in a _____.
4. With life experiences adding to and adjusting your beliefs, you have come to a place where you have chosen what you _____ and what you don't.
5. A relaxed and easy-going corporate culture makes for that kind of _____.
6. Table 1-1 reviews the differences between values, morals, and _____.
7. Your _____ is how you see your business when it is fully realized.
8. Your vision should describe what you want your business to become, and what it becomes should align with your _____ and values.