



FUNDAMENTAL OF ENTREPRENEURSHIP

BUSINESS PROPOSAL

SALOON POINT

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CONTENT	PAGE
EXCUTIVE SUMMARY	1
ACKNOWLEDGEMENT	2
1.0 INTRODUCTION	3 - 4
1.1 BUSINESS PLAN PURPOSE	5 - 20
1.1.1 Vision and Mission	5
1.1.2 Business Objectives	6
1.1.3 Business logo and description	7
1.1.4 Location for Moving Saloon Point	8
1.1.5 Business Background	9
1.1.6 Business Location	10 - 12
1.1.7 Background of Partners	13 - 16
1.1.8 Partnership Terms of Agreement	17
Table 1.1.8.1: List of Partners in Saloon Point	17
Table 1.1.8.2: Cash & Asset Contribution From Each Partner	18 - 20
2.0 ADMINISTRATION PLAN	21
2.1 Introduction	22
2.2 Administrative Objectives	23
2.3 Organizational Structure	23
2.4 Organizational Chart	24
2.5 Administration Personnel	25
2.6 Schedule of Tasks and Responsibilities	26
Table 2.6.1: Schedule of Tasks and Responsibilities	26
2.7 Job Description	27 - 29
2.8 Schedule of Remuneration	30
2.9 Incentives Scheme of Employees	31 - 32
2.10 Administrative Office layout	33
2.10.1 Guidelines	34
2.11 List of Furniture & Fittings	35
Table 2.11.1: List of Furniture & Fittings	36
2.12 Administrative Budget	37
3.0 MARKETING PLAN	38

EXECUTIVE SUMMARY

The name of our company is Saloon Point. Saloon is a business that provides services to the customer. For example, haircut and nail care services.

Our main office is located at 1st floor One Borneo Hyper Mall 88450, Jalan Sulaman, Menggatal, KotaKinabalu, Sabah. We expect to start up our business on February 2014. With the reference of government of Sabah there are 3.12 million people in Sabah. On the other hand based on the scientific research the hair will growth every day and the hairstyle will be develop each year so, we are taking this opportunity to start a business related to hairstyle services.

The future prospects of our business are people around Sabah and at the same time aiming the international tourist. This is because, by referring the statistic of Sabah Tourism, the most visitors to Sabah are people who are live within Malaysia. On the other hand, international visitors are mostly half of the domestic visitors. This business has a high potential to expand.

In order to make this project happen we are requires funding's RM 50,892 to start the business. We are prospecting to increase 5% and 10% sales of our business on second and third year respectively.

1.0 INTRODUCTION

Saloon is a place that a people can get the services for haircut and beauty Saloon which offered for the beauty care such as nail treatment etc. The people who responsible to operate the haircut are called barber and for the nail is nail specialist.

The word *Barber* is derived from the *Latin word* "barba" meaning beard. It is a person whose occupation is to cut hair, perform shaves and trim beards of men. The barber's trade is an extremely ancient one. Razors have been found among relics of the Bronze Age (circa 3500 B.C.). In previous times, barbers also performed surgery and dentistry. They were the medicine men and the priests. The bad spirits could only be driven out of the individual by cutting the hair, so various fashions of hair cutting were practiced by the different tribes and this made the barber the most important man in the community. The nail care is started 1800 where they started to make shape for the nail until now there a many type of shape and many way to treated the nail.

It is an interesting fact that scientists tell us hair is as strong as aluminium, can hold one third its weight in absorbed moisture and can be stretched to one and a half times its length, when wet another fact is cutting can help your hair grow longer than it could before, but it does not make it grow faster.

The name of our business is *Saloon Point*. We choose this business because it is a very viable business plan based on the following facts:

1. This business is new in the market to people from all ages.
2. This saloon is unisex.
3. Besides providing a haircut services, we also provide a make-up which will encourage people to come to our business.
4. This business the first and the one and only Saloon that were operating non-static and static.
5. Based on our observation and experience and some interview some people may do not have enough time to go for Saloon therefore their hair will be not neat and messy
6. Saloon is normally operation in a shop and mostly operating at the shopping complex or in a building that far from people house, our business have two type of saloon which is operating in shopping complex 1Borneo Hyper Mall and moving saloon we are different from the other saloon.