

# WHY BUSINESSES FAIL

## Eleven Deadly (Business) Sins



Some would say there are eleven major factors that can lead to business failure. These are:

- Lack of planning
- Inability to find and retain key personnel
- Poor customer relations
- A struggling cashflow
- Problem borrowing
- Insufficient planning for capital needs
- Putting all resources in one big project
- A lack of disaster planning
- Poor accounting systems and controls
- Poor costing systems
- A reluctance to seek good professional advice



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