Learn to Speak the Language – Business Dictionary

ACCOUNTS PAYABLE:	money your business owes to another person or business.
ACCOUNTS RECEIVABLE:	money owed to your business by another person or business.
ASSETS:	everything money value can be assigned to, such as equipment, land, cash, money to a person or business (accounts receivables).
BALANCE SHEET:	the liabilities of a business subtracted from the assets; what is owned minus what is owed by a business. Sometimes the balance sheet is called a "statement of net worth" because the figure that results from the assets minus liabilities is net worth.
BUSINESS PLAN:	a written summary of a business and its plans for reaching its goals.
CAPITAL:	money or property owned or used in business.
CASH FLOW FORECAST:	an estimate of when and how much money will be recieved and paid out of a business. It usually records cash flow on a month-by-month basis for a period of 2 years or 3. It helps you time your expenditures in order to avoid cash shortages.
COLLATERAL:	things with value used to secure or guarantee a loan; most lending institutions will not loan money that is not secured by collateral.
CONFIDENTIALITY:	what about private information that isn't available to the public like your personal and private info.
DEBT:	the money you or your company owes.
DEBT / EQUITY RATIO:	a comparison of debt and equity used to measure the health of a business.
DEPRECIATION:	you can deduct a specified amount of the purchase price of business equipment, for tax purposes, to calculate your company's taxable income. Your accountant can provide details about depreciation of different types of equipment.
DISTRIBUTOR:	middle person, wholesaler, agent or business firm that distributes goods to dealers or to other companies.
ENTREPRENEUR:	a person who organizes, operates, assumes the risk for and gets the benefits of a business venture.
EQUITY:	the value of a business after all the debts and other claims are settled. Also the amount of cash a business owner invests in a business and/or the difference between the price for which a property could be sold and the total debts registered against it.
FRANCHISE:	a kind of business involving three essentials: a franchise fee, a common trade name, and a continuous relationship with a parent company.
GROSS PROFIT:	profit before income tax has been paid.
INCOME:	money or revenue coming into a business.
INTEREST:	a charge for the use of money supplied by lender.

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INVENTORY:	stock on hand in the form of goods ready for sale. Also includes raw material in the process of being manufactured or completed for sale.
LEADS:	names and contact information for potential customers.
LEASE:	an agreement to rent for a period of time at an agreed price.
MANUFACTURER:	a person or business who makes or manufactures a product.
MARKETING:	all the things involved in making sales.
MARKET RESEARCH:	finding out as much as possible about potential buyers or customers or aspect of a market. Examples of market surveys include pricing studies, test product surveys, surveys that look at the needs of the group of end users, and studies of shifting trends.
NET PROFIT:	profit after income tax and all other costs have been paid.
ON CONSIGNMENT:	goods shipped or turned over to an agent for sale, with payment to the shipper of follow sale, or products given to retail outlet with payment to follow retail sale.
OPERATOR:	an entrepreneur who buys or starts a small business and then personally runs it..
PROFIT:	return to business person after all expenses, costs including taxes have been paid out of revenue.
REVENUE:	money coming into a business, often called income
SECURITY:	another name for collateral, something given as a pledge of repayment.
TERM:	the maximum time allotted for a loan to be repaid.
WHOLESALER:	a middle person who sells to retailers and other merchants, or to industrial, institutional and commercial users but not usually directly to end customers.

It is often said the the first year of a new business is the most difficult. Research shows that nearly half of all businesses disappear within three years of launching.
To help better prepare, these points are key to business success:

- good managment
- adequate planning
- sufficient financial resources
- healthy cash flow
- controlled spending and the ability to collect money owing
- effective marketing
- a good product and service