

What Is The Executive Summary In A Business Plan

The Executive Your Business Plan's Magnetic Hook (and Why It Matters)

Ever felt overwhelmed by a stack of paperwork, a looming deadline, and the sheer enormity of starting a business? Imagine, for a moment, a potential investor – a person, not a faceless entity – looking at your business plan. They have a finite amount of time, a potential investment to make, and hundreds of other proposals vying for their attention. Your executive summary is your first, crucial impression. It's your elevator pitch, your captivating, your irresistible hook. (Image: A close-up shot of a well-crafted business plan, highlighting the executive summary page, with a small, but vibrant, infographic chart symbolizing key financial highlights.) My journey into entrepreneurship started with a passion for sustainable fashion. I envisioned a clothing line that not only looked good but also minimized environmental impact. The initial excitement morphed into mountains of research, supplier negotiations, and market analysis. Creating a business plan felt like climbing Everest – each section felt like a new summit. The executive summary, initially daunting, quickly became my guiding star. It wasn't just a summary; it was the distillation of my entire vision. It was the part of my plan I honed repeatedly, refining until it encapsulated everything I wanted to convey. It became my personal compass, my guide through the labyrinthine process. *What is the Executive Summary in a Business Plan?* Simply put, the executive summary is a concise overview of your entire business plan. It's a snapshot of your venture, highlighting your business concept, target market, competitive advantages, financial projections, and desired outcomes. It's essentially the elevator pitch that condenses the whole document into a compelling few pages. You need to grab the reader's attention and make them want to delve deeper into the rest of the plan. (Image: A comparison infographic showing a business plan's structure and highlighting the executive summary's pivotal location.)

Benefits of a Well-Written Executive Summary

- **Captivates Investors:** A compelling executive summary can grab the attention of potential investors and fuel their interest to learn more. This is crucial for securing funding.
- **Simplifies Comprehension:** Investors, and even your own team, benefit from a clear and concise summary. It acts as a quick, digestible overview of your entire project.
- **Highlights Key Information:** The executive summary allows you to distill your business's core elements and emphasize the most important aspects for investors.
- **Encourages Further Reading:** It's designed to pique interest, prompting investors to dig deeper into your complete business plan.
- **Provides Clarity of Vision:** It compels investors to understand your passion, objectives, and the path to achieving them.

What If There's No Executive Summary? While it's crucial, an incomplete or poorly written executive summary isn't the end of the world. However, it likely signals a problem somewhere in your overall plan.

The Underlying Importance of Clarity and Conciseness

Clarity and Conciseness

My initial executive summary was a jumbled mess of facts and figures. I realized that investors don't want to decipher an overly detailed proposal; they want a clear understanding of the core value proposition. I rewrote it numerous times, focusing on clear, concise language, and eliminating unnecessary jargon. (Image: A side-by-side comparison of a poorly written vs. a well-written executive summary, highlighting the contrast in clarity and

conciseness.)

The Power of Storytelling

My business is about more than just numbers. It's about sustainability, creativity, and empowering others. Incorporating storytelling within the executive summary helped me connect with investors on a deeper level.

(Example from my business plan): "Our sustainable fabrics aren't just a trend; they're a testament to our commitment to a brighter future. By partnering with local artisans and using recycled materials, we aim to create timeless pieces that resonate with environmentally conscious consumers."

Addressing Potential Concerns

Investors inevitably have doubts and questions. My executive summary addressed potential obstacles, outlining the strategies I had in place to mitigate them. This demonstrated my preparedness and showed the investor I was well-versed in mitigating risks. (Example from my plan): "While the initial market for sustainable fashion is competitive, our unique design approach and focus on local artisans will allow us to stand out."

Beyond the Basics

My executive summary wasn't merely a summary; it evolved into a powerful tool for refining my own understanding of the business. Through revisions and iterations, I gained a deeper understanding of my target market, the unique strengths of my product, and the key elements needed for success. (Image: A diagram showcasing the cyclical process of refining your business plan, including the executive summary, based on feedback and market analysis.)

Advanced FAQs

1. **How do I incorporate financial projections effectively into the executive summary?** Use concise, easy-to-understand charts and graphs. Highlight key financial figures (revenue, profit, etc.) without overwhelming the reader.
2. **What if my business plan is long and complex?** Use the summary as an opportunity to focus on the most critical, captivating points. Don't try to fit everything in; focus on the essence.
3. **How can I make the executive summary engaging for the reader?** Weave in compelling stories and vivid descriptions of your vision. Highlight unique selling propositions that resonate with the reader.
4. **How do I tailor the executive summary to different audiences?** While keeping the core message consistent, adapt the language and emphasis to match the specific concerns and interests of each audience segment (investors, potential partners, etc.).
5. **How can I measure the effectiveness of my executive summary?** Gather feedback from potential investors or mentors and analyze the response. Ask for feedback on clarity, conciseness, and persuasiveness to refine your approach.

The executive summary isn't just a part of the business plan; it's a reflection of your passion, vision, and dedication. It's a vital instrument that, with thoughtful crafting, will not just introduce your business, but shape its future.

What is the Executive Summary in a Business Plan? Your All-Important First Impression

So, you've been tasked with creating a business plan. Whether you're a seasoned entrepreneur seeking funding, launching a new product, or just trying to clarify your company's direction, a business plan is your roadmap to success. But amidst all the detailed sections – market analysis, financial projections, operational plans – there's one crucial element that often gets overlooked, or worse, is rushed: the executive summary.

Think of your business plan as a novel. It's packed with compelling characters, intricate plotlines, and a satisfying resolution. The executive summary, however, is the captivating blurb on the back cover, the enticing trailer that

makes someone want to dive into the full story. It's the elevator pitch of your entire business concept, distilled into a concise and powerful document.

In essence, **what is the executive summary in a business plan?** It's the first, and often the only, section that many busy individuals will read. This means it needs to be compelling, informative, and leave a lasting positive impression. It's your golden ticket to capturing attention and securing further engagement.

Why is the Executive Summary So Important?

Let's be brutally honest. Investors, lenders, and even potential partners are time-strapped. They receive dozens, if not hundreds, of business plans. They don't have the luxury of sifting through pages and pages of dense text to find the core of your idea. That's where the executive summary shines. Its importance can't be overstated for several key reasons:

1. **The Gatekeeper:** It's the first hurdle your business plan must clear. If it doesn't grab their attention, the rest of your meticulously crafted plan might never see the light of day.
2. **The Snapshot:** It provides a high-level overview of your entire business, encapsulating its essence, goals, and potential.
3. **The Hook:** It should pique the reader's interest, making them eager to learn more about your company, its unique selling proposition (USP), and your strategic approach.
4. **The Decision-Maker's Tool:** For quick decision-making, the executive summary often contains the most critical information needed to assess the viability and potential of your venture.
5. **The Clarity Check:** Writing an executive summary forces you to clarify your own business idea, ensuring you can articulate your vision concisely and effectively.

When Should You Write Your Executive Summary?

This is a common question and a crucial one. Should you write it at the beginning, or at the end? The overwhelmingly best advice is to write it **last**. Why? Because you can't summarize something that doesn't exist yet! You need to have developed all the other sections of your business plan – your market research, your product or service details, your marketing and sales strategy, your management team, and your financial projections – before you can effectively distill them into a compelling summary. Writing it last ensures that your summary accurately reflects the entirety of your business plan.

What are the Key Components of an Executive Summary?

While the length and specific details can vary depending on your industry and the purpose of your business plan, a strong executive summary typically includes the following elements:

1. The Business Concept/Opportunity

This is where you introduce your business idea. What problem are you solving? What need are you fulfilling? Briefly describe your product or service and what makes it unique. This is your chance to showcase your **business opportunity** and the value proposition you bring to the market.

Keywords to consider: business concept, product description, service offering, market need, problem solved, unique value proposition.

2. The Problem and Solution

Clearly articulate the pain point or unmet need that your business addresses. Then, present your solution in a

compelling way. How does your product or service effectively solve this problem? This section highlights the demand for your offering.

Keywords to consider: market problem, customer pain points, innovative solution, product benefits, service advantages.

3. Target Market and Marketing Strategy

Who are your ideal customers? Define your **target market** with specificity. Briefly outline your go-to-market strategy – how will you reach these customers? Mention your key marketing and sales channels. This demonstrates your understanding of customer acquisition.

Keywords to consider: target audience, customer segmentation, market research, marketing plan, sales strategy, distribution channels, customer acquisition.

4. Competitive Landscape and Advantage

Who are your main competitors? What are their strengths and weaknesses? More importantly, what is your **competitive advantage**? What sets you apart and makes you the superior choice? This showcases your strategic thinking and market awareness.

Keywords to consider: competitive analysis, competitor landscape, competitive edge, market positioning, differentiation, competitive strengths.

5. Management Team and Organization

Investors often invest in people as much as they invest in ideas. Briefly introduce your key management team members and highlight their relevant experience and expertise. This builds confidence in your ability to execute the plan. Mention the organizational structure if it's particularly noteworthy.

Keywords to consider: management team, leadership team, key personnel, organizational structure, expertise, experience, advisors.

6. Financial Projections and Funding Request (if applicable)

This is a critical section for investors and lenders. Provide a high-level overview of your financial projections, including key metrics like revenue forecasts, profitability, and break-even points. If you are seeking funding, clearly state the amount you need and how you intend to use it. Be specific about your **funding request** and the expected return on investment (ROI).

Keywords to consider: financial projections, revenue forecast, profitability, funding requirements, investment opportunity, return on investment, financial highlights.

7. Vision and Future Outlook

End on a strong, forward-looking note. Briefly touch upon your long-term vision for the company and its growth potential. This inspires confidence in your ambition and sustainability.

Keywords to consider: business vision, future outlook, growth strategy, scalability, long-term goals, market trends.

Tips for Crafting a Killer Executive Summary

Now that you know what goes into it, let's talk about how to make it shine:

1. **Keep it Concise:** Aim for one to two pages, maximum. Brevity is key. Every word counts.
2. **Be Compelling and Enthusiastic:** Your passion for your business should shine through. Use strong, active language.
3. **Know Your Audience:** Tailor your summary to who will be reading it. An investor might want different information than a potential partner.
4. **Focus on the "What" and "Why":** What is your business, and why will it succeed?
5. **Highlight the Benefits, Not Just Features:** Instead of just saying what your product does, explain how it benefits the customer.
6. **Use Clear and Simple Language:** Avoid jargon and technical terms that your audience might not understand.
7. **Proofread Meticulously:** Typos and grammatical errors can undermine your credibility. Get someone else to read it too.
8. **Make it Standalone:** Someone should be able to understand the core of your business just by reading the executive summary.
9. **Use Data Wisely:** If you have compelling statistics or market data, weave them in where appropriate to support your claims.

Common Mistakes to Avoid in Your Executive Summary

Even with the best intentions, it's easy to fall into common traps:

1. **Too Long and Rambling:** This is the cardinal sin. If it's too long, it won't get read.
2. **Too Vague and Lacking Specificity:** Generic statements won't impress. Be clear about your unique selling points and your strategy.
3. **Overly Optimistic or Unrealistic Projections:** Ground your financials in solid research and realistic assumptions.
4. **Focusing Too Much on Internal Details:** Remember, the reader is interested in the external market and how you will succeed within it.
5. **Poorly Written or Full of Errors:** This signals a lack of professionalism and attention to detail.
6. **Not Clearly Stating the Funding Needs (if applicable):** Be direct and unambiguous about what you need.

The Executive Summary: Your Business Plan's Advocate

In conclusion, when you ask **what is the executive summary in a business plan**, the answer is simple yet profound: it's your business's advocate. It's the first and most powerful tool you have to communicate your vision, your potential, and your plan for success. It requires careful thought, meticulous crafting, and a deep understanding of your business and your audience.

By dedicating sufficient time and effort to creating a compelling executive summary, you significantly increase your chances of capturing the attention you need to move forward, secure funding, build partnerships, and ultimately, achieve your entrepreneurial dreams. Don't let this critical component be an afterthought; make it the shining star of your business plan.

Understanding the Executive Summary in a Business Plan

The executive summary is a critical component of any comprehensive business plan, serving as a concise yet powerful introduction that captures the essence of the entire document. Far more than a mere snapshot, it acts as a gateway that determines whether readers—whether investors, stakeholders, or internal leaders—will continue to explore the full plan. This brief section distills the most essential elements of the business, including its mission, market opportunity, strategic approach, and financial projections, offering a compelling snapshot designed to inform and persuade instantly.

At its core, the executive summary provides a clear and engaging overview of the business's purpose and potential. It introduces the problem the company aims to solve, articulates the unique value proposition, and outlines the target market with precision. rather than delving into operational details, it focuses on high-level insights that highlight strategic direction, competitive advantage, and the anticipated impact. This clarity ensures that even busy readers grasp the fundamental vision and commercial rationale without wading through extensive data or technical jargon.

Key Insights: What Makes an Executive Summary Effective?

An effective executive summary is built on several key principles that elevate it from a perfunctory description to a persuasive narrative. First, it must be succinct yet

comprehensive—typically ranging from 300 to 500 words—striking a delicate balance between brevity and substance. Every sentence should serve a purpose, eliminating redundancy while emphasizing what sets the business apart. It should communicate not only the “what” but also the “why” and “how,” revealing the entrepreneurial vision and the strategic logic behind the venture.

Equally important is the ability to connect emotionally and intellectually with the reader. While data and metrics lend credibility, storytelling elements help humanize the business, illustrating the problem’s real-world impact and the opportunity’s significance. Whether explaining market gaps, customer needs, or scalability potential, the executive summary should spark interest and inspire confidence. It doesn’t just inform—it invites the reader to envision the business’s success and their role in achieving it.

Applications and Strategic Use Across Contexts

Beyond serving as a frontline introduction, the executive summary plays a vital role across multiple stages of business development. For entrepreneurs crafting a business plan, it acts as a roadmap, guiding the organization’s strategic focus and ensuring alignment among founders and team members. Investors rely on it to quickly assess risk, return potential, and competitive positioning, often deciding whether to proceed to due diligence. Lenders and partners use it to gauge financial viability and operational feasibility, making it

a crucial tool for securing funding or collaboration.

In addition, the executive summary frequently appears in investor decks, pitch presentations, and grant applications, where space is limited and attention spans are short. Its ability to deliver maximum impact in minimal space makes it indispensable for making a strong first impression—whether in a cold email, a pitch deck slide, or a formal business proposal. Its strategic application extends beyond initial fundraising, continuing to inform executive decision-making, stakeholder updates, and long-term planning.

Core Benefits: Why Every Business Plan Needs a Strong Executive Summary

The benefits of crafting a well-developed executive summary are profound and far-reaching. Perhaps most importantly, it enhances clarity and focus, forcing founders to distill complex ideas into a coherent, compelling message. This process often reveals gaps in logic or strategy, strengthening the overall business plan. By presenting a clear, persuasive case upfront, it increases the likelihood of capturing attention and securing follow-up engagement—whether from investors, customers, or partners.

Moreover, a strong executive summary improves communication efficiency, ensuring that diverse audiences—from technical experts to non-specialist stakeholders—can grasp the business's core value quickly. This shared understanding fosters alignment and momentum, accelerating decision-making and execution. In competitive

markets, where differentiation matters, the executive summary becomes a strategic asset, distinguishing the venture by articulating its unique vision and competitive edge. Ultimately, it transforms a business plan from a static document into a dynamic tool for growth, persuasion, and sustained success.

The Future of Executive Summaries in Evolving Business Landscapes

As business environments grow increasingly dynamic, the role of the executive summary is adapting to new expectations and formats. With the rise of digital platforms and automated screening tools, clarity and impact have never been more critical. Modern audiences demand brevity without sacrificing depth, pushing writers to craft summaries that are not only concise but also optimized for both human readers and AI-driven analytics.

Emerging trends suggest a growing emphasis on data-driven storytelling, where visuals, key metrics, and concise narratives merge to enhance comprehension and retention. Interactive summaries, embedded within digital business plan platforms, allow readers to explore data points in real time, personalizing the experience. Yet, despite technological shifts, the fundamental purpose remains unchanged: to inspire confidence, communicate vision, and demonstrate potential. As markets evolve and new forms of capital and collaboration emerge, the executive summary will continue to be the essential bridge between ambition and action—proving that even in a fast-paced world, clarity and purpose remain

timeless.

What is the Executive Summary in a Business Plan? The Cornerstone of Your Pitch

In the bustling world of entrepreneurship and established businesses seeking growth, a well-crafted business plan is an indispensable tool. It serves as a roadmap, a communication document, and a strategic guide. However, among its many components, one stands out as paramount: the executive summary. Often the first, and sometimes only, section read by busy investors, potential partners, or lenders, the executive summary is more than just a brief overview. It's a compelling, concise encapsulation of your entire business proposal, designed to grab attention and persuade the reader to delve deeper. Understanding what makes an effective executive summary is crucial for securing funding, forging alliances, and ultimately, achieving business success.

Defining the Executive Summary: A High-Level Snapshot

At its core, the executive summary is a standalone document that distills the most critical aspects of your business plan into a digestible format. Think of it as a trailer for your business movie. It should provide enough information to pique interest and convey the essence of your venture, allowing the reader to quickly grasp your business's purpose, its market opportunity, your proposed solution, your team, and your financial projections. Despite its brevity, it demands meticulous attention to detail, clarity, and persuasive

language. It's not a summary of a summary; it's a powerful, condensed narrative of your business's potential.

The Purpose of an Executive Summary: Making the First Impression Count

The primary purpose of an executive summary is to provide a quick, compelling overview of your business plan, enticing readers to continue reading the full document. In today's fast-paced business environment, decision-makers are often inundated with proposals. An effective executive summary acts as a filter, allowing them to swiftly assess whether your business aligns with their interests and investment criteria. Its key functions include:

- 1. Capturing Attention: It's your initial hook. A strong summary can make the difference between a proposal being considered or discarded.**
- 2. Conveying Value Proposition: It clearly articulates what problem your business solves and the unique value you offer to customers.**
- 3. Highlighting Key Opportunities: It showcases the market potential and why your business is poised for success.**
- 4. Demonstrating Viability: It briefly touches upon your business model, strategy, and financial projections, instilling confidence in your venture's feasibility.**
- 5. Facilitating Decision-Making: It provides a concise basis for preliminary evaluation, saving time for both you and the reader.**

Key Components of a Powerful Executive Summary

While the length can vary (typically one to two pages), a comprehensive executive summary should address several core elements. Each component needs to be sharp, accurate, and persuasive. These essential building blocks ensure a holistic understanding of your business:

1. The Business Concept/Overview

This is where you introduce your company. Clearly state what your business does, its mission, and its vision. What industry are you in? What products or services do you offer? Keep it concise and impactful, establishing the fundamental identity of your venture.

2. The Problem and Your Solution

Every successful business addresses a need or solves a problem. Clearly define the specific pain point or unmet need in the market that your business targets. Then, articulate how your product or service provides a unique and effective solution. This section is crucial for demonstrating market relevance and innovation.

3. Target Market and Opportunity

Who are your customers? Detail your ideal customer profile and the size and growth potential of your target market. Provide evidence and data to support your claims about market opportunity. This demonstrates that you have a clear

understanding of your customer base and the potential for significant revenue.

4. Competitive Analysis and Differentiation

Acknowledge your competitors and highlight your competitive advantages. What makes you stand out? This could be a superior product, a more efficient business model, a unique marketing strategy, or a strong management team.

Demonstrating awareness of the competitive landscape and a clear differentiation strategy builds credibility.

5. Business Model and Strategy

Briefly explain how your business will generate revenue and achieve profitability. Outline your key strategies for marketing, sales, operations, and growth. This section should provide a glimpse into the operational mechanics and the strategic direction of your company.

6. Management Team

Introduce your core team members and highlight their relevant experience, skills, and expertise. Investors often invest in people as much as they invest in ideas. Showcase why your team is the right one to execute this business plan and drive success.

7. Financial Highlights and Projections

Provide a snapshot of your key financial projections, such as

revenue forecasts, profitability estimates, and funding requirements. If you are seeking investment, clearly state the amount of funding you need and how it will be used. This section should be realistic and grounded in sound financial assumptions.

8. The Ask (If Applicable)

If your business plan is aimed at securing funding or forming a partnership, this section is critical. Clearly state what you are seeking from the reader - be it investment capital, a strategic partnership, or a loan. Specify the terms and expected returns if applicable.

Crafting an Effective Executive Summary: Best Practices and Tips

Writing a compelling executive summary requires a blend of clarity, conciseness, and persuasive storytelling. It's an art form that can significantly impact the reception of your entire business plan. Here are some best practices to consider:

- 1. Write it Last:** While it appears first, an effective executive summary should be written after the rest of your business plan is complete. This ensures that you have a clear understanding of all the details and can accurately distill the most important points.
- 2. Keep it Concise:** Respect the reader's time. Aim for one to two pages maximum. Every sentence should serve a purpose.
- 3. Be Clear and Direct:** Avoid jargon and overly technical language. Use simple, straightforward language that is

easily understood by anyone, regardless of their industry expertise.

- 4. Focus on Benefits, Not Just Features:** Instead of just listing what your product does, explain how it benefits the customer and solves their problems.
- 5. Highlight Your Unique Selling Proposition (USP):** What makes your business special? Emphasize what sets you apart from the competition.
- 6. Be Realistic and Credible:** While you want to be enthusiastic, avoid making exaggerated claims. Back up your statements with data and evidence where possible.
- 7. Proofread Meticulously:** Typos and grammatical errors can undermine your credibility. Have multiple people review your summary before submitting it.
- 8. Tailor to Your Audience:** If you're approaching different investors or partners, you might need to slightly tailor your executive summary to emphasize aspects that are most relevant to their interests.
- 9. Use Strong Action Verbs:** This creates a sense of dynamism and purpose in your writing.

Common Pitfalls to Avoid in Your Executive Summary

Even with the best intentions, it's easy to fall into common traps when writing an executive summary. Being aware of these pitfalls can help you steer clear and create a more impactful document:

- 1. Being Too Long or Too Short:** A summary that is too lengthy will bore the reader, while one that is too brief might not provide enough information to be persuasive.

- 2. Lack of Clarity on the Problem or Solution:** If the reader doesn't understand what problem you're solving or how you're solving it, they won't be interested.
- 3. Overly Optimistic or Unrealistic Projections:** Wildly ambitious financial forecasts without supporting data can raise red flags.
- 4. Ignoring Competition:** Pretending competitors don't exist is a sure way to lose credibility.
- 5. Generic Language:** Using clichés or buzzwords without specific context makes your summary bland and forgettable.
- 6. Grammatical Errors and Typos:** These signal a lack of attention to detail.
- 7. Not Clearly Stating the "Ask":** If you need something, be explicit about it.

The Executive Summary as a Strategic Tool

Beyond its role in a formal business plan, the executive summary can be a valuable standalone tool. It can be used in:

- 1. Investor Pitches:** As a concise presentation piece.
- 2. Networking Events:** To quickly and effectively explain your business to potential contacts.
- 3. Website "About Us" Pages:** To give visitors a quick understanding of your company.
- 4. Grant Applications:** To summarize the essence of your project.

Its versatility underscores its importance as a foundational communication document for any business.

Conclusion: Your Business's First, and Often Most Important, Impression

In conclusion, the executive summary is far more than just a formality within a business plan; it is the critical gateway that can determine the fate of your entire proposal. It demands strategic thinking, clear articulation, and a persuasive narrative. By mastering the art of crafting a concise, compelling, and comprehensive executive summary, you equip yourself with a powerful tool to capture attention, convey your business's value, and ultimately, pave the way for investment, partnership, and sustained success. Treat it with the importance it deserves, and it will serve as a potent catalyst for your business aspirations.

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Questions & Answers About what is the executive summary in a business plan

No	Question	Answer
1	What's the 'elevator pitch' of a business plan?	The executive summary is essentially the elevator pitch for your entire business plan. It's a concise overview of the most critical elements, designed to grab the reader's attention and give them a clear understanding of your business, its goals, and its potential for success.
2	Why is the executive summary so important, even if it's short?	It's crucial because it's often the first (and sometimes only) section investors, lenders, or partners will read. A compelling executive summary can make them eager to delve deeper into the rest of your plan, while a weak one can lead them to discard it immediately.
3	What key information MUST be included in an executive summary?	Typically, it includes a brief description of your company, the problem you're solving, your proposed solution, your target market, your competitive advantage, your management team's experience, your financial highlights, and your funding requirements (if applicable).
4	Should I write the executive summary first or last?	It's generally best to write the executive summary LAST. This way, you've already finalized all the details in the rest of your business plan, allowing you to accurately and effectively summarize its core components.
5	How long should an executive summary be?	Aim for brevity. A good executive summary is typically one to two pages long, or about 5-10% of the total business plan length. It needs to be impactful without overwhelming the reader.
6	What's the biggest mistake people make in their executive summaries?	The most common mistake is being too vague or generic. A strong executive summary is specific, quantifiable, and highlights what makes your business unique and viable. Avoid jargon and clichés.

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