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If you try it, you'll either end up buying too few—or more often, too many. Here's the equation: Sales + Ending Inventory – Beginning Inventory = Purchases (Experienced retailers recognize this as the basic formula for Open-to-Buy, which can be worked in units, at cost, or at retail, depending upon which is easiest and most useful to you)

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What is Retail? Retail involves the sale of goods from a single point (malls, markets, department stores etc) directly to the consumer in small quantities for his end use. In a layman's language, retailing is nothing but transaction of goods between the seller and the end user as a single unit (piece) or in small quantities to satisfy the ...

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the retail business 1.You are not opening this store/boutique for your ego. This is a business to make money. 2. You are not buying clothing or items for yourself. You are buying goods to sell to your target market. 3. From day one think about the big picture which includes having more than one store. 4. You (the owner) should NOT plan on ...

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