

## Egghead Science Academy. "When we generated no income during the summer but still had a cost of rent and salary to run the business,

we decided to add another revenue stream during our slow season. To pay for expenses, we turned summer into a fourth session and added a summer camp offering as another revenue stream."

Creating additional services can help smooth cash flow issues, but not every entrepreneur is anxious to fill up the natural breaks that a slower season can bring. In fact, some look forward to the downtime as a chance to take a break.

"I'm a test prep tutor, so I only see students when there's a college entrance exam coming up," says Eulynn Gangana, director of tutoring

are when most of my clients like to take a break. What I've learned is to take one with them.

"We manage our money in a way so that we have money to spend during those months when we don't have revenue," she notes. "I've really started to enjoy my summers off."

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and test prep for FutureWise Consulting. "While I also offer help for

high school entrance exams and other academic tutoring, summers

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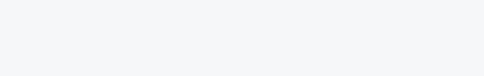
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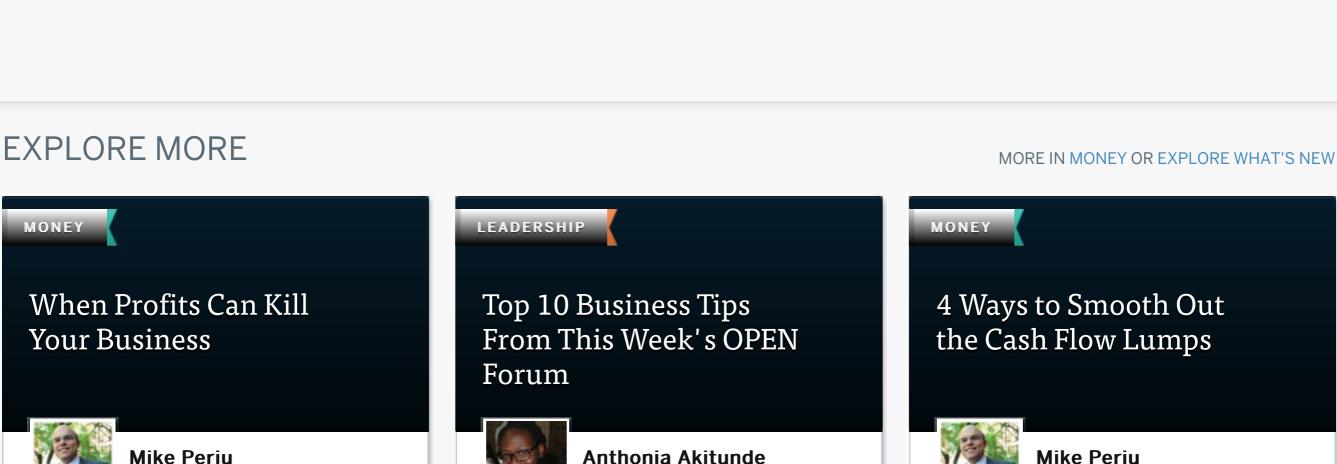
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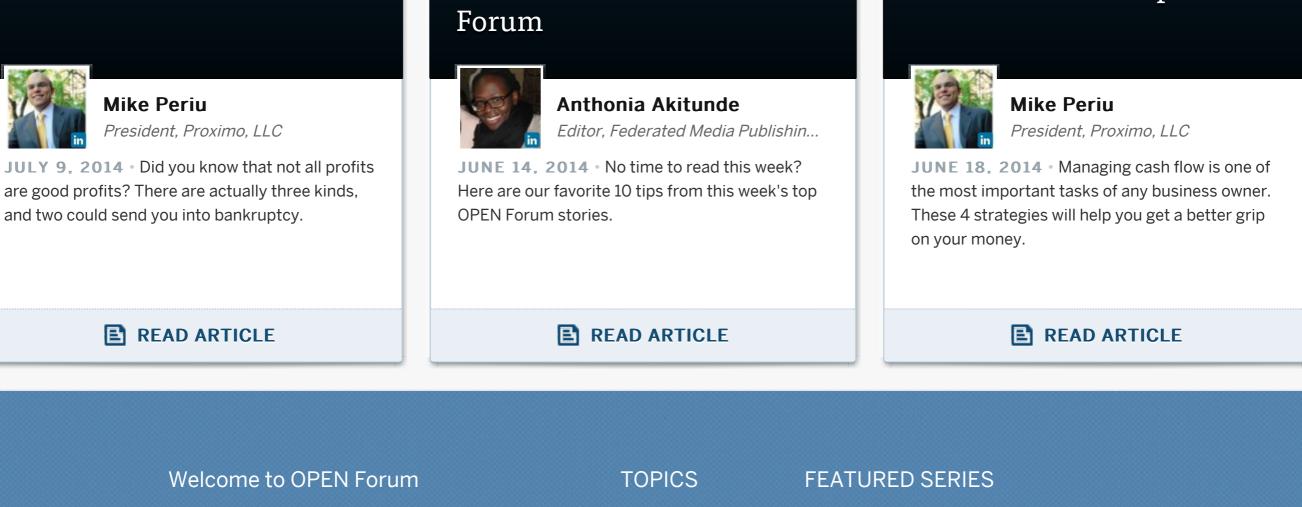
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