

AN *INC.* BEST BOOK FOR BUSINESS OWNERS

BUILT TO SELL

A blue high-top sneaker and a blue baseball cap are positioned behind the word 'SELL' in the title. The sneaker is on the left, and the cap is on the right, both rendered in a solid blue color with white stitching details.

Creating a Business That Can
Thrive Without You

JOHN WARRILLOW

FOREWORD BY BO BURLINGHAM, *author of Small Giants*

Built To Sell Creating A Business That Can Thrive Without You

Clemens Wendtner



Built To Sell Creating A Business That Can Thrive Without You:

Built to Sell John Warrillow, 2011-04-28 According to John Warrillow the number one mistake entrepreneurs make is to build a business that relies too heavily on them Thus when the time comes to sell buyers aren't confident that the company even if it's profitable can stand on its own To illustrate this Warrillow introduces us to a fictional small business owner named Alex who is struggling to sell his advertising agency Alex turns to Ted an entrepreneur and old family friend who encourages Alex to pursue three criteria to make his business sellable Teachable focus on products and services that you can teach employees to deliver Valuable avoid price wars by specialising in doing one thing better than anyone else Repeatable generate recurring revenue by engineering products that customers have to repurchase often *Built to Sell: Creating a Business That Can Thrive Without You* by John Warrillow John Warrillow, 2021-08-13 [The Art of Selling Your Business](#) John Warrillow, 2021-01-12 Freedom It's the ability to do whatever you want whenever you want It's the ultimate reward of selling your business But selling a company can be confusing and one wrong step can easily cost you dearly *The Art of Selling Your Business* Winning Strategies Secret Hacks for Exiting on Top is the last in a trilogy of books by author John Warrillow on building value The first *Built to Sell* encouraged small business owners to begin thinking about their business as more than just a job The Automatic Customer tagged recurring revenue as the core element in a valuable company and provided a blueprint for transforming almost any business into one with an ongoing annuity stream Warrillow completes the set with *The Art of Selling Your Business* This essential guide to monetizing a business is based on interviews the author conducted on his podcast *Built to Sell Radio* with hundreds of successfully cashed out founders What's the secret for harvesting the value you've created when it's time to sell *The Art of Selling Your Business* answers important questions facing any founder including What's your business worth When's the best time to sell How do you create a bidding war How can you position your company to maximize its attractiveness Who will pay the most for your business What's the secret for punching above your weight in a negotiation to sell your company *The Art of Selling Your Business* provides a sleeves rolled up action plan for selling your business at a premium by an author with consummate credibility [Built to Sell](#) John Warrillow, 2010-02 Run your company Don't let it run you Most business owners started their company because they wanted more freedom to work on their own schedules make the kind of money they deserve and eventually retire on the fruits of their labor Unfortunately according to John Warrillow most owners find that stepping out of the picture is extremely difficult because their business relies too heavily on their personal involvement Without them their company no matter how big or profitable is essentially worthless But the good news is that entrepreneurs can take specific steps no matter what stage a business is in to create a valuable sellable company Warrillow shows exactly what it takes to create a solid business that can thrive long into the future

[3 Minute Summary of Built to Sell Creating a Business That Can Thrive Without You by John Warrillow](#) thimblesofplenty, thimblesofplenty is a group of friends who also happen to be business people and avid readers We wanted to keep up with

the latest business books but found that time was a factor So we divided out the work and each of us took a book and summarised it for the others We though it might be a great idea to share these summaries with you For a small price and a 3 minute time investment our summary gives you some of the wisdom from the book some food for thought and hopefully the impetus to make some time to read the whole book [Summary: Built to Sell](#) BusinessNews Publishing,2014-11-12 The must read summary of John Warrillow s book Built to Sell Creating a Business that Can Thrive Without You This complete summary of the ideas from John Warrillow s book Built to Sell shows how difficult it can be for business owners to become less involved in their business In his book the author explains an eight step process that entrepreneurs can use to ensure that the business can run without them and become a valuable asset that can be sold By following this plan you can increase the value of your business and ensure it is successful in its own right Added value of this summary Save time Understand key principles Expand your business knowledge To learn more read Built to Sell and follow the eight step process to make your company more independent and a high value asset **The Automatic Customer** John Warrillow,2015-02-05 The lifeblood of your business is repeat customers But customers can be fickle markets shift and competitors are ruthless So how do you ensure a steady flow of repeat business The secret no matter what industry you re in is finding and keeping automatic customers These days virtually anything you need can be purchased through a subscription with more convenience than ever before Far beyond Spotify Netflix and New York Times subscriptions you can sign up for weekly or monthly supplies of everything from groceries AmazonFresh to cosmetics Birchbox to razor blades Dollar Shave Club According to John Warrillow this emerging subscription economy offers huge opportunities to companies that know how to turn customers into subscribers Automatic customers are the key to increasing cash flow igniting growth and boosting the value of your company Consider Whatsapp the internet based messaging service that was purchased by Facebook for 19 billion While other services bombarded users with invasive ads in order to fund a free messaging platform Whatsapp offered a refreshingly private tool on a subscription platform charging just 1 per year Their business model enabled the kind of service that customers wanted and ensured automatic customers for years to come As Warrillow shows subscriptions aren t limited to technology or media businesses Companies in nearly any industry from start ups to the Fortune 500 from home contractors to florists can build subscriptions into their business Warrillow provides the essential blueprint for winning automatic customers with one of the nine subscription business models including The Membership Website Model Companies like The Wood Whisperer Guild ContractorSelling and DanceStudioOwner offer access to highly specialized high quality information recognizing that people will pay for good content This model can work for any business with a tightly defined niche market and insider information The Simplifier Model Companies like Mosquito Squad pest control and Hassle Free Homes home maintenance take a recurring task off your to do list Any business serving busy consumers can adopt this model not only to create a recurring revenue stream but also to take advantage of the opportunity to cross sell or bundle their services The Surprise Box Model

Companies like BarkBox dog treats and Standard Cocoa craft chocolate send their subscribers curated packages of goodies each month If you can handle the logistics of shipping giving customers joy in something new can translate to sales on your larger e commerce site This book also shows you how to master the psychology of selling subscriptions and how to reduce churn and provides a road map for the essential statistics you need to measure the health of your subscription business Whether you want to transform your entire business into a recurring revenue engine or just pick up an extra 5 percent of sales growth The Automatic Customer will be your secret weapon **The Game Entrepreneur** George

Konstand,2014-07-02 The rules are there are no rules Aristotle Onassis An entrepreneur has to make a conscious decision to play or be played It is the idea of consciously choosing to win or lose that nurtures the spirit of entrepreneurialism and heartens an unrelenting appetite for success Winning is simply a matter of wanting to Uncover the underlying constructs that work to create meaning in the world reinvent the way you perceive fear approach winning as a matter of perspective know that you are in the business of selling to humans This book is a step by step guide to building a brand generating value around that brand and exchanging that value for money The power to invent ideas is the essence of the The Game

Entrepreneur *3 Minuten Zusammenfassung von Built to Sell Creating a Business That Can Thrive Without You von John Warrillow* thimblesofplenty,2015-09-23 Thimblesofplenty ist eine Gruppe von Freunden die zuf llig auch Gesch ftsleute und B cherw rmer sind Wir wollten zu halten mit den neuesten Gesch fts B cher fand aber Zeit war ein Faktor So wir haben die Arbeit geteilt und jeder von uns nahm ein Buch und es f r die anderen zusammengefasst haben Wir haben gedacht dass es eine gute Idee w re diese Zusammenfassungen mit Ihnen zu teilen F r einen kleinen Preis und eine 3 Minuten Zeitaufwand unsere Zusammenfassungen bietet Ihnen einige der Weisheit aus dem Buch einige Denkanst e und hoffentlich den Ansto Zeit machen das ganze Buch zu lesen *Résumé de 3 minutes de « Built to Sell Creating a Business That Can Thrive Without You » par John Warrillow* thimblesofplenty, thimblesofplenty est un groupe d amis qui sont galement des businessmen et des fervents lecteurs Nous voulions suivre les derniers livres de business mais nous trouvions que le temps tait un facteur important prendre en compte Nous avons donc divis le travail et chacun d entre nous a pris un livre et l a r sum pour les autres Nous pensions que cela pouvait tre une excellente id e de partager ces r sum s avec vous Pour un prix r duit et un investissement de 3 minutes nos r sum s vous offrent un peu de sagesse du livre de quoi alimenter vos pens es et avec esp rons le vous donneront envie de prendre le temps de lire le livre en entier **Buildings and Building Management** ,1920

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Built To Sell Creating A Business That Can Thrive Without You Book Review: Unveiling the Power of Words

In some sort of driven by information and connectivity, the power of words has become more evident than ever. They have the ability to inspire, provoke, and ignite change. Such could be the essence of the book **Built To Sell Creating A Business That Can Thrive Without You**, a literary masterpiece that delves deep to the significance of words and their affect our lives. Compiled by a renowned author, this captivating work takes readers on a transformative journey, unraveling the secrets and potential behind every word. In this review, we will explore the book is key themes, examine its writing style, and analyze its overall effect on readers.

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