

# Built To Sell Summary: How to Remove Yourself From the Business

Are you a business owner who dreams of achieving financial freedom and independence? Do you want to build a business that doesn't rely on your constant presence? If so, John Warrillow's book, "Built to Sell", provides valuable insights on how to transform your business into a valuable asset that can be sold or run without your direct involvement.

## The Essence of "Built to Sell"

In "Built to Sell," John Warrillow emphasizes the importance of creating a business that is independent of its owner. Many entrepreneurs find themselves trapped in their businesses, working long hours and struggling to find time for other aspects of life. Warrillow's book serves as a guide for those looking to break free and regain control over their time, while still owning a successful business.

## Key Takeaways from "Built to Sell"

1. **Build a Scalable Business:** The first step towards removing yourself from the business is to create a scalable model. Focus on developing standardized processes, creating a strong team, and ensuring customer satisfaction, all without relying solely on your personal involvement.
2. **Create a Unique Selling Proposition (USP):** Differentiate your business from competitors by offering a unique product or service. This will increase the value of your business and make it more attractive to potential buyers.

3. **Develop a Strong Management Team:** To remove yourself from day-to-day operations, build a competent management team that can handle key responsibilities. This allows you to focus on strategic decisions and long-term growth.
4. **Document Standard Operating Procedures (SOPs):** Standardize your business processes by documenting standard operating procedures. This ensures consistency and makes it easier to train new employees or delegate tasks.
5. **Create Recurring Revenue Streams:** Implement subscription-based or long-term contracts that generate recurring revenue. This provides stability to your business and increases its value in the eyes of potential buyers.
6. **Optimize Financial Metrics:** Continually monitor and improve your financial metrics, such as profitability, cash flow, and revenue growth. This not only makes your business more attractive to buyers but also enhances its overall sustainability.

## **The Power of Removing Yourself from the Business**

By following the principles outlined in "Built to Sell," you can achieve several benefits as a business owner. Firstly, you will regain control over your time and no longer be tied down by day-to-day operations. This newfound freedom allows you to pursue other interests, spend quality time with loved ones, or even start new ventures.

**SUMMARY: Built to Sell Summary. John Warrillow's Book. How to Remove Yourself from the Business. The value builder. Build business.** by Jon Giganti(Kindle Edition)

★★★★★ 4.6 out of 5



Language	: English
File size	: 126 KB
Text-to-Speech	: Enabled
Enhanced typesetting	: Enabled
Word Wise	: Enabled
Print length	: 17 pages
Lending	: Enabled
Screen Reader	: Supported



Moreover, building a scalable and independent business greatly increases its value. By creating standardized processes and a strong management team, your business becomes an attractive proposition for potential buyers. This opens doors to lucrative exit opportunities and financial rewards.

Additionally, removing yourself from the business also enhances the sustainability of your company. With well-documented procedures and a highly skilled team, your business can thrive even in your absence. This resilience ensures long-term success and protects your investment.

"Built to Sell" by John Warrillow provides valuable insights and strategies for business owners looking to remove themselves from the daily operations and create a sustainable, independent enterprise. By following the steps outlined in the book, you can transform your business into a valuable asset that can be sold or run without your direct involvement. So, take the first step towards truly owning your business instead of it owning you!

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Business owners may want to sell their company but don't know where to start. Entrepreneurs can be too closely tied to their work and, as a result, the company may sell for a low price. John Warrillow tells the story of one man who is able to gain financial freedom by assembling his business and employees to manage without him. The story is based on Warrillow's own experiences and challenges selling his own companies. Do you want to sell your company for maximal profit?

Why read this summary:

- Save time
- Understand the key concepts

Notice: This is a BUILT TO SELL Summary. John Warrillow's Book. NOT

## THE ORIGINAL BOOK.



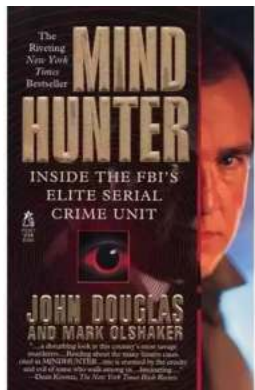
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