

GROW OR SELL? THE NEXT STEP

Did you get some clear guidance on your convictions to grow or sell your firm? This is a very tough subject and one many owners avoid at all costs. But the clearer you are on what is driving you during this time the better.

If you were able to come to a solid conclusion of where you want to take your business, the following exercise will align your roles and that of your management to achieve a positive outcome.

STEP 1

Take a look at your role and responsibilities to determine what you need to do to reach your chosen objective.

STEP 2

Now take a look at your management team. Are they up to the task? What responsibilities can they take the lead for you?

STEP 3

Finally, what assistance or services will you need which are currently not available within your firm?

	Owner Roles/ Responsibilities	Y/N/comments	Management Roles/Responsibilities	Y/N/Comments
Grow & Keep Your Business	Am I committed to growing my business?		If no, can management grow my business?	
	Can I lead the growth effort?		If no, can management lead the effort?	
	I have new ideas for growth		My team has new ideas for growth	
	I understand my market		Does my management understand our market?	
	Can I delegate non-growth responsibilities?		What non-growth responsibilities can management handle?	
	Can I change?		Is management open to change?	
	What assistance do I need to decide and then to act?			

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	Owner Roles/ Responsibilities	Y/N/comments	Management Roles/Responsibilities	Y/N/Comments
Grow & Sell Your Business	Am I committed to selling my firm?		Should I tell management?	
	Can I lead the effort to sell my firm?		Will management support my effort to sell the firm?	
	Can I delegate more operations responsibilities?		Will management accept operations responsibilities?	
			Would management purchase my firm?	
	What assistance do I need to decide and then to act?		What assistance will my team need?	

The above exercise is clearly just the start to help you think about the inevitable, whether it is to grow and stay or grow and sell your firm. The more you can be proactive, the more you will be in control, which direction you should take and where you should be.

I'm Andy Birol, I'm here to help you make these decisions and reach 8-Figure Profitable Growth.

Thanks,

Andy

Have questions and thoughts on how to do this? Contact me at (412) 973-2080 or abirol@andybirol.com.

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