

# SHOULD I STAY OR SHOULD I GO?

Do you feel your business needs a jumpstart? Not sure you have it in you for another big growth push? Will it be worth it?

**Don't feel guilty about these thoughts. You're not alone!**

As I stated earlier, businesses must grow or they are sold! Maybe it's time to seriously evaluate your goals and passion for your business. The following exercise will take you through a series of introspective questions. After completing the exercise you will have a clear idea whether you should grow to stay with your firm, grow your firm to sell it or sell your firm today.

## **STEP 1**

Read each statement under the 3 categories and check whether you agree or disagree with the statement.

## **STEP 2**

Total the number of statements you agree with in each category. The category with the most positive responses is the direction you should give serious consideration.

## **STEP 3**

If two of the categories are close in the 'agree' statements, take a look at the 'Disagree' statements. They can be used to solve any ties or close scores.

## **SHOULD I STAY OR SHOULD I GO WORKSHEET**

<b>GROW &amp; STAY</b>		<b>AGREE</b>	<b>DISAGREE</b>
	I'm still as passionate about my business today as I was when I started		
	I believe the marketplace for my firm's products and services is as strong as ever		
	I live to work		
	There are new markets for my company to enter		
	I love what I do		
	I have people depending on me		
	I have new product/service ideas for my market		
	<b>TOTAL GROW &amp; STAY</b>		

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<b>GROW &amp; SELL</b>		<b>AGREE</b>	<b>DISAGREE</b>
	Being an owner isn't what it used to be		
	I'd like to retire in five years		
	My family isn't interested in working in the business		
	More and better competition is moving into my market		
	I have people depending on me		
	I have new business ideas I'd like to pursue		
	I'm running out of ideas		
	I can't seem to pay staff enough to retain them		
	<b>TOTAL GROW &amp; SELL</b>		
<b>SELL NOW</b>		<b>AGREE</b>	<b>DISAGREE</b>
	I don't have the passion for my business		
	My marketplace has peaked		
	Low cost competition is killing my market		
	My business needs to change too much to compete		
	I need a large amount of capital to grow more		
	My customer base is shrinking		
	I don't like what I'm doing		
	I'm overwhelmed by day-to-day business decisions		
	I have enough money now		
	<b>TOTAL SELL</b>		

Did you get a clear indication of where you should focus your efforts? How does it feel to have a clear direction for yourself? Do you think better decisions can come from a clear direction?

The next video and download will help you think through your decision and identify your role(s) and your management's role(s) going forward with your decision.

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

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