Google Drive



Hire Your Buyer: a Philosophy of Value Creation

John Mill

Download now

Click here if your download doesn"t start automatically

Hire Your Buyer: a Philosophy of Value Creation

John Mill

Hire Your Buyer: a Philosophy of Value Creation John Mill
From the Introduction: What Is Hiring Your Buyer? This book offers a solution to a substantial crisis facing business owners between the ages of 50 and 70. In the United States there are six million of these owners and in Canada there are 550,000. It is estimated that 55% of these businesses will transfer or disappear as a result of a calamity. The ensuing fiscal carnage will be a threat to the entire economy. Many small business owners operate in a blissful state, assuming they can always sell their businesses. But the average price of a business listed on the largest business sale website in the US is $155,000, and that's not going to cut it. It comes as quite a surprise to many owners that the same business that pays them $200,000 a year may have zero transfer value. Further, some estimates say that only 30% of businesses go to family members. That leaves millions of businesses in the danger zone. Aside from selling, business owners have only a few options. The most readily available option for those with a solid business foundation and the right team-building skills is to hire your buyer. That is, work with the people in your business; form a team; strategize; clarify your purpose, vision and values; and build more value in your business. Train your successor or team of successors and then watch your business flourish and share in the value created as you transfer it to the new ownership team. That's hiring your buyer. The actual buyer, or team of buyers, may be existing employees, one or more of your children, or you may have to go out and find them. If you are an owner you need to decide whether this option is for you and if it is, you need to take the active steps to make it happen. This book shows you how. The Second E-Myth Over 25 years ago, Michael E. Gerber wrote a bestselling business book called The E-Myth: Why Most Businesses Don't Work and What to Do About It. The e-myth (that is, the entrepreneur myth) is the mistaken belief that most businesses are started by people with tangible business skills, when in fact most are started by "technicians" who know nothing about running a business. Hence, most fail. By contrast, consider that almost every business owner between 50 and 70 is one of the 20% who survived the cut. And most are successful entrepreneurs supporting a decent lifestyle. There are millions of owners who have spent decades building a solid business foundation. This is significant; it means something. Creating a solid business foundation is the most difficult stage of a business. The site has been excavated, the forms put in, the concrete poured and set. But then what happens? For most of these owners, the answer is nothing – they stop building the business at the foundation stage. Why? Because the business satisfies their lifestyle needs. But there is a second e-myth, one that Gerber did not talk about. Most entrepreneurs believe this second myth: they believe they are creating value in their business. This is a myth. A business is something separate from the owner; a business is something that has value and can be sold. What most entrepreneurs have created is a lucrative, interesting job for themselves, but not a business with significant value that they can sell. These entrepreneurs are lifestyle business owners. Their businesses are designed to be the foundation of a decent lifestyle, to generate a good salary and to serve as a vehicle for freedom and expression. The problem is that there is no way that selling that business will support a decent lifestyle in retirement. These businesses are not professionally managed – the entrepreneur covers almost all management functions and makes all the decisions. And these decisions are made for the convenience and comfort of the owner, not for the purpose of maximizing the value of the business. This book sets out a well defined path for creating a team and building value on top of your solid business foundation so that everyone can win.

Download Hire Your Buyer: a Philosophy of Value Creation ...pdf

Read Online Hire Your Buyer: a Philosophy of Value Creation ...pdf

Download and Read Free Online Hire Your Buyer: a Philosophy of Value Creation John Mill

---

From reader reviews:

Frank Craver:

Nowadays reading books are more than want or need but also be a life style. This reading practice give you lot of advantages. The benefits you got of course the knowledge even the information inside the book this improve your knowledge and information. The info you get based on what kind of publication you read, if you want have more knowledge just go with schooling books but if you want experience happy read one using theme for entertaining for instance comic or novel. Often the Hire Your Buyer: a Philosophy of Value Creation is kind of guide which is giving the reader capricious experience.

Christine Kaufman:

Information is provisions for those to get better life, information today can get by anyone with everywhere. The information can be a expertise or any news even an issue. What people must be consider when those information which is from the former life are challenging to be find than now's taking seriously which one would work to believe or which one typically the resource are convinced. If you find the unstable resource then you buy it as your main information you will see huge disadvantage for you. All those possibilities will not happen inside you if you take Hire Your Buyer: a Philosophy of Value Creation as the daily resource information.

John Harris:

Playing with family in a very park, coming to see the ocean world or hanging out with friends is thing that usually you will have done when you have spare time, subsequently why you don't try thing that really opposite from that. Just one activity that make you not experience tired but still relaxing, trilling like on roller coaster you already been ride on and with addition info. Even you love Hire Your Buyer: a Philosophy of Value Creation, you may enjoy both. It is excellent combination right, you still desire to miss it? What kind of hang type is it? Oh come on its mind hangout men. What? Still don't obtain it, oh come on its identified as reading friends.

Joseph Davis:

This Hire Your Buyer: a Philosophy of Value Creation is great e-book for you because the content which is full of information for you who always deal with world and still have to make decision every minute. This particular book reveal it info accurately using great arrange word or we can claim no rambling sentences inside. So if you are read this hurriedly you can have whole facts in it. Doesn't mean it only offers you straight forward sentences but tough core information with beautiful delivering sentences. Having Hire Your Buyer: a Philosophy of Value Creation in your hand like keeping the world in your arm, info in it is not ridiculous a single. We can say that no reserve that offer you world with ten or fifteen minute right but this reserve already do that. So , this is good reading book. Hey Mr. and Mrs. occupied do you still doubt that will?

Download and Read Online Hire Your Buyer: a Philosophy of Value Creation John Mill #PUIKBN75C6E

Read Hire Your Buyer: a Philosophy of Value Creation by John Mill for online ebook

Hire Your Buyer: a Philosophy of Value Creation by John Mill Free PDF d0wnl0ad, audio books, books to read, good books to read, cheap books, good books, online books, books online, book reviews epub, read books online, books to read online, online library, greatbooks to read, PDF best books to read, top books to read Hire Your Buyer: a Philosophy of Value Creation by John Mill books to read online.

Online Hire Your Buyer: a Philosophy of Value Creation by John Mill ebook PDF download

Hire Your Buyer: a Philosophy of Value Creation by John Mill Doc

Hire Your Buyer: a Philosophy of Value Creation by John Mill Mobipocket

Hire Your Buyer: a Philosophy of Value Creation by John Mill EPub