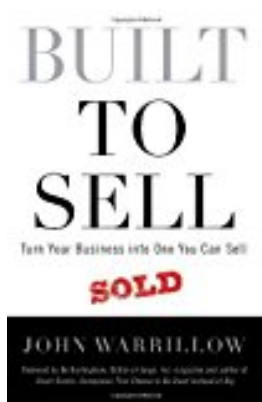


[PDF] Built To Sell: Turn Your Business Into One You Can Sell

John Warrillow, Bo Burlingham - pdf download free book



Books Details:

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Description:

Review

“John Warrillow's story gets business leaders to focus on a critical question: If others wouldn't pay a fortune for your business, do you have a business worth growing? This is essential reading for owners looking to build a valuable business.” —Verne Harnish, founder, Gazelles, and author, The Rockefeller Habits

“Your business just might be worthless if you don't read this book.” —John Jantsch, author, *Duct Tape Marketing*

“Small businesses need this book. So many business owners have the dream of building a business that's bigger than themselves, and getting away from the tyranny of constantly putting out fires. John's book is an entertaining, to-the-point way of showing them how to do it.” —Anita Campbell, editor in chief, *Small Business Trends*

“Having built and sold four successful companies, John knows the secrets to creating a sellable business.” —*The E-Myth Worldwide*

“Covering every important aspect of the process, from attracting multiple bidders to getting the most for your business, this book easily explains what you must know and do if you want to create a business you can sell.” —Steve Strauss, *USA Today*

“One of the strengths of the book is the continuity. It was great following Alex through his trials and tribulations. Very real life. I fully intend on sharing with my customers and TEC. I'm sure it will be a tremendous success!” —Bruce Hunter, chair, *TEC (Vistage) Canada*

“Any current or aspiring service business owner should read *Built to Sell* and take heed of John Warrillow's valuable lessons and Alex Stapleton's enriching and engaging experience.” —Mike Handelsman, general manager, *Bizbuysell.com*

About the Author

John Warrillow is an entrepreneur, speaker, the founding producer of a nationally syndicated radio feature *Today's Entrepreneur* and the author of *Drilling for Gold*. **Bo Burlingham** is the editor at large of *Inc.* magazine and the author of *The Knack*, *Small Giants: Companies That Choose to Be Great Instead of Big*, and *A Stake in the Outcome*. He lives in Berkeley, California.

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