



Scaling to Exit (Paperback)

By Michael A Watkins

Createspace Independent Publishing Platform, United States, 2018. Paperback. Condition: New. Language: English. Brand new Book. There are 4 million Baby Boomer-owned companies going up for sale in the next 3 to 5 years. Statistically less than 20% of these businesses are actually going to sell! For the majority of Baby Boomer owner who plan to fund their retirement from the proceeds of the sale of their business, this is sobering news. The fact of the matter is it is going to take a minimum of 3 years to accumulate the track record necessary to make a business attractive to a potential buyer. And, if the business owner waits 3 years from now to get started, it will still take 3 years! Obviously the odds for success are low. But business owners that are willing to push beyond the status quo can really make a successful exit happen for themselves, their teams and their families. The Scaling to Exit approach and methodology is for business owners that would like to proceed, but are not sure how to get started. Millions of Baby Boomer business owners are on a path that will leave them with an insufficient nest egg for their retirement....

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