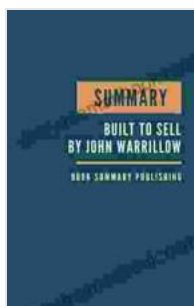


# Built to Sell: The Ultimate Guide to Creating a Business That Can Run Without You

## Summary

John Warrillow's "Built to Sell" is a comprehensive guide for entrepreneurs and business owners who want to create a business that can run without them. The book provides a step-by-step framework for building a business that is valuable, scalable, and transferable.

Warrillow argues that most businesses are built to fail. They are too dependent on the owner's involvement, and they lack the systems and processes necessary to run without them. As a result, these businesses are difficult to sell and often end up being closed when the owner retires or leaves the company.



**SUMMARY: Built to Sell Summary. John Warrillow's Book. How to Remove Yourself from the Business. The value builder. Build business.** by Jon Giganti

★★★★☆ 4.6 out of 5

Language : English  
File size : 126 KB  
Text-to-Speech : Enabled  
Enhanced typesetting : Enabled  
Word Wise : Enabled  
Print length : 17 pages  
Lending : Enabled  
Screen Reader : Supported

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In contrast, a Built to Sell business is designed to be independent of the owner. It has a clear vision, a strong team, and a documented operating system. This makes the business more valuable and easier to sell.

Warrillow provides a detailed roadmap for building a Built to Sell business. He covers topics such as:

- \* Developing a clear vision and mission statement
- \* Building a strong team
- \* Documenting your operating system
- \* Creating a marketing and sales plan
- \* Exit planning

"Built to Sell" is an essential read for any entrepreneur or business owner who wants to create a business that can run without them. It is a practical and actionable guide that can help you build a business that is valuable, scalable, and transferable.

## **Key Takeaways**

- \* Most businesses are built to fail because they are too dependent on the owner's involvement.
- \* A Built to Sell business is designed to be independent of the owner.
- \* The key to building a Built to Sell business is to create a clear vision, a strong team, and a documented operating system.
- \* Warrillow provides a detailed roadmap for building a Built to Sell business.

## **About the Author**

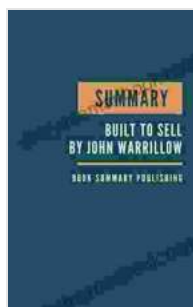
John Warrillow is an entrepreneur, author, and speaker. He is the founder of Value Builder System, a software company that helps businesses assess their value and prepare for sale. Warrillow has written three books on business, including "Built to Sell," "The Automatic Customer," and "The Value Builder System."

"Built to Sell" is a must-read for any entrepreneur or business owner who wants to create a business that can run without them. It is a practical and actionable guide that can help you build a business that is valuable, scalable, and transferable.

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## Long Descriptive Keywords for Alt Attribute

\* Book cover of Built to Sell by John Warrillow \* John Warrillow, entrepreneur and author of Built to Sell \* Roadmap to building a Built to Sell business \* The key to building a Built to Sell business \* How to create a business that can run without you



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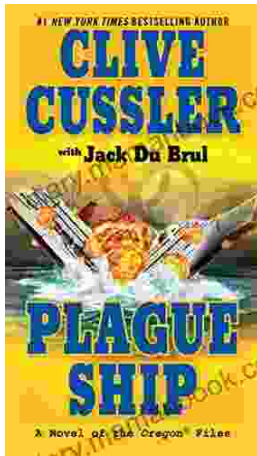
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