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Built to Sell - Book Review

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Whereas other business books are laden  
with jargon and often unattainable  
examples, "Built to Sell" is a practical and  
relatable read on how to grow (and sell) a  
successful service business. Part of what  
makes it so accessible is that the story is  
told in a narrative format, making it easy  
to follow and apply.

Amazon.com: Built to Sell: Creating a  
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Can Thrive Without You - Kindle edition  
by Warrillow, John, Burlingham, Bo.  
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Built to Sell by John Warrillow highlights  
the many factors preventing business  
owners from successfully transitioning  
away from their companies and how to  
resolve this situation. All too often,  
business founders embed themselves  
within the operational fabric of the  
company they create; setting it up for  
failure upon they departure.

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Can Thrive Without ...

Built to Sell: Creating a Business That  
Can Thrive Without You. According to  
John Warrillow, the number one mistake  
entrepreneurs make is to build a business  
that relies too heavily on them. Thus,  
when the time comes to sell, buyers aren't  
confident that the company-even if it's  
profitable-can stand on its own.

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## Creating A Business That

Step one is to build a company that's not dependent on you to run it. This is the process described in the book *Built to Sell: Creating a Business That Can Thrive Without You*, and it involves maximizing your performance across eight dimensions of a self-managing business. Learn More.  
STEP 2.

### Home - Built To Sell

Whereas other business books are laden with jargon and often unattainable examples, *Built to Sell* is a practical and relatable read on how to grow (and sell) a successful service business. Part of what makes it so accessible is that the story is told in a narrative format, making it easy to follow and apply.

Amazon.com: Customer reviews: *Built to Sell: Creating a ...*

The must-read summary of John

# Read PDF Built To Sell Creating A Business That

Warrillow's book: "Built to Sell: Creating a Business that Can Thrive Without You". This complete summary of the ideas from John Warrillow's book "Built to Sell" shows how difficult it can be for business owners to become less involved in their business.

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Even if you build a business with zero intention of selling it for a big payday, and even if you never do actually sell, you should still build your business as if you are going to sell it someday. Building a business with this mindset will make the entire operation run more efficiently—you'll be able to see how your business is trending overall, maintain a cleaner financial picture, and implement better standard operating procedures.

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Why and How You Should Build Your  
Business to Sell From ...

A birdhouse or bird feeder is supposedly the first thing that comes to mind when people talk about build something to sell. We didn't start with this plan because although it might be one of the most popular, it definitely isn't one of the easiest project ideas. You could use some help if you're a newbie.

## The 23 Woodworking Projects That Sell Well in 2020

In *Built To Sell: Creating Business That Can Thrive Without You*, John Warrillow outlines the reasons why, and what can be done about it. The book is an allegory about the troubles the founder of a design agency experiences when, after eight years, he is fed up with the demands of the business and decides to sell, only to find it's essentially worthless.



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Built To Sell: Creating Business That Can Thrive Without You

Built to Sell has been translated into 12 languages. John's next book, *The Automatic Customer: Creating a Subscription Business in Any Industry*, was released by Random House in February 2015 and has since been translated into eight languages. As the host of Built to Sell Radio, John has interviewed hundreds of founders about their exit.

## About - Built To Sell

If you are serious about starting your own craft business, don't stop at these 75 ideas, either. For beginners, you should check out our list of easy crafts to make for profit, and for Etsy specific top picks, our crafts for selling on Etsy. Want more cool ideas for crafts to make and sell? Our list

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of 75 top selling DIY crafts was so popular, we made another one for you guys here: 75 More ...

## 75 Crafts to Make and Sell For Profit - Top Selling DIY ...

The product above is estimated to be selling 18K per month on Amazon. Selling Magnetic Phone Accessories. A lot of people made money dropshipping magnetic phone chargers at the end of 2016. It is difficult to build a brand around fads, but I think this one has a little more legs than just phone chargers.

What To Sell Online: 21 Profitable  
Product Ideas For 2020  
[(Built to Sell: Creating a Business That  
Can Thrive without You)] [by: John  
Warrillow]

Built to Sell: Amazon.co.uk: John

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Warrillow: 9781591843979 ..

The must-read summary of John

Warrillow's book: "Built to Sell: Creating a Business that Can Thrive Without You".

This complete summary of the ideas from John Warrillow's book "Built to Sell" shows how difficult it can be for business owners to become less involved in their business.

Built to Sell » MustReadSummaries.com - Learn from the best

A business parable about how to create a start-up that won't trap you when you want to sell it. According to John Warrillow, the number one mistake entrepreneurs make is to build a business that relies too heavily on them. Thus, when the time comes to sell, buyers aren't confident that the company-even if it's profitable-can stand on its own.

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Built to Sell by John Warrillow |

Audiobook | Audible.com

Create your plan/blueprint: Remember that you are not designing your dream home.

You are designing a home to sell quickly.

Your home must appeal to the masses, not to a niche. Find out which homes in the area are selling the best—bedroom counts, kitchen design, and master bedroom / bathroom design.

How to Build a House for Profit |

Bizfluent

Learn more about becoming a Built to Sell Coach. Seventy six percent of owners plan to exit their business in the next ten years and many will turn to an advisor for help.

Today's most relevant coaching credential is called the Certified Value Builder®, where you learn to help your clients apply the Built to Sell philosophy to their business.

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