

The Smart Business Exit (Paperback)



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THE SMART BUSINESS EXIT (PAPERBACK)



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Michael Hanrahan Publishing, United States, 2014. Paperback. Book Condition: New. 231 x 155 mm. Language: English . Brand New Book ***** Print on Demand *****. Every business owner should read this book! Alan Kohler How do I get rewarded for the blood, sweat and tears of building my own business? When I exit my business will I achieve financial freedom? How do some entrepreneurs sell their businesses for incredible prices? Whether you re a baby boomer business owner close to retirement, busy growing your business or a young entrepreneur just starting, one day you will exit your business. But will you achieve a smart business exit? In this ground-breaking and entertaining book, Geoff Green, business exit strategist, entrepreneur and corporate lawyer, reveals his proven exit strategies. Learn the 7 strategies for smart business exits: - Have a real and enduring purpose - See the future - Develop growth drivers - Build to sell - Always think like a buyer - Get the best exit - Act with focus and urgency Packed with case studies, stories, insights and practical exercises, Geoff shows you how to apply these powerful strategies to achieve your own successful business exit. Geoff is a well-known business exit strategist, entrepreneur and corporate lawyer. He is the founder of GRG Momentum, a boutique business strategy and information services firm. Over a 30-year career Geoff has assisted multiple entrepreneurs to maximize their business value and achieve highly profitable business exits. He has also started and exited several of his own business ventures. Geoff has a passion for entrepreneurship, commercializing innovation and building high-growth companies. He holds a number of public and private company directorships as well as advisory board positions. Geoff is a regular contributor to a range of mainstream and online media, and a sought after keynote speaker...



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