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## Thrive Without You John **Amazon.com: Built to Sell: Creating a Business That Can ...**

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.

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## **Warrillow - Built To Sell**

John Warrillow is the author of Built To Sell: Turn Your Business Into One You Can Sell. Throughout his career as an entrepreneur, John has started and exited four companies. Most recently he transformed Warrillow & Co. from a boutique consultancy into a recurring

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revenue model subscription business,  
which he sold to The Corporate  
Executive Board (NASDAQ: EXBD) in  
2008.

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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.

### **Built to Sell: Creating a Business**

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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.

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## **Built to Sell: Creating a Business That Can Thrive Without ...**

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

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eight years, he is fed up with the demands of the business and decides to sell, only to find it's essentially worthless.

### **Built To Sell: Creating Business That Can Thrive Without You**

I've got over 100 things to make and sell. Before you get started selling on a

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marketplace like Etsy, realize the long-term opportunity is better on your own site. Sites like Etsy continually squeeze margins out of sellers. Don't be the victim of changing policies that kill profitability. Best Things To Make And Sell In 2019

## **100 Super Easy Things To Make And**

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Holiday ornaments are just the beginning. Many crafters build from this skill to create similar products like personalized gift tags, napkin holder embellishments, etc. that sell year-round. The best part: If you're using a medium like clay, you can make your products for next to nothing — and your

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profit margins will soar.

## **25 DIY Crafts to Make and Sell - Start today!**

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



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crafts on Pinterest. Simply checking out your competition is a great way to guide you towards the most profitable crafts to sell. You will definitely want to sell ...

### **10 Easy Things to Build and Sell for Money - SmartCentsMom**

Innovate How to Build a Company You Can Sell: 4 Rules A seasoned

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Thrive Without You. John Warrillow, entrepreneur offers his best tips to get to an exit. A good first step: Give up the idea that you're building the next Facebook.

## **How to Build a Company You Can Sell: 4 Rules | Inc.com**

John Warrillow, the author of Built to Sell, is the founder of The Value Builder

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System™ where advisors help company owners increase the value of their business. Previously, he founded Warrillow & Co., a subscription-based research business dedicated to helping Fortune 500 companies market to small business owners.

**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.

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Bath & Body. Creating bath and body products from home is commonly done, especially with the rising interest in “organic,” “natural,” and “synthetic chemical-free” products, so there’s



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definitely a consumer market for  
businesses that make and sell  
homemade bath and body products, but  
it's worth noting that you'll have to do  
your research regarding the rules and  
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