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How Great Entrepreneurs
Exit Their Companies on Top

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BIG

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BO BURLINGHAM

AUTHOR OF *SMALL GIANTS*

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Finish Big How Great Entrepreneurs Exit Their Companies On Top

A Loxley



Finish Big How Great Entrepreneurs Exit Their Companies On Top:

Finish Big Bo Burlingham, 2014-11-28 No two exit experiences are exactly alike Some people wind up happy with the process and satisfied with the way it turned out while others look back on it as a nightmare The question I hope to answer in this book is why What did the people with good exits do differently from those who had bad exits When pioneering business journalist and Inc magazine editor at large Bo Burlingham wrote *Small Giants* it became an instant classic for its original take on a common business problem how to handle the pressure to grow Now Burlingham is back to tackle an even more common problem how to exit your company well Sooner or later all entrepreneurs leave their businesses and all businesses get sold given away or liquidated Whatever your preferred outcome you need to start planning for it while you still have time and options The beautiful part is that if you start early enough the process will lead you to build a better stronger more resilient company as well as one with a higher market value Unfortunately most owners don't start early enough and pay a steep price for their procrastination Burlingham interviewed dozens of entrepreneurs across a range of industries and identified eight key factors that determine whether owners are happy after leaving their businesses His book showcases the insights exit plans and cautionary tales of entrepreneurs such as Ray Pagano founder of a leading manufacturer of housings for security cameras He turned down a bid for his company and instead changed his management style resulting in a subsequent sale for four times the original offer Bill Niman founder of the iconic Niman Ranch which revolutionized the meat industry He learned about unhappy exits when he was forced to sell to private equity investors leaving him with nothing to show for his thirty five years in business Gary Hirshberg founder of organic yogurt pioneer Stonyfield Farm He pulled off the nearly impossible task of finding a large company that would buy out his 275 small investors at a premium price while letting him retain complete control of the business Through such stories Burlingham offers an illuminating and inspirational guide to one of the most stressful and yet potentially rewarding processes business owners must go through And he explores the emotional challenges they face at every step of the way At the end of the day owning a business is about more than selling goods and services It's about making choices that shape your entire life both professional and personal **Finish Big** helps you figure out how to face your future with confidence and be able to someday look back on your journey with pride

[Summary of Finish Big by Bo Burlingham](#) QuickRead, Lea Schullery, Learn about how great entrepreneurs exit their companies on top When it comes to owning a business there will be a day in which you'll have to leave it But how You can't just simply walk out the door and expect the company to continue running smoothly In fact there are many options to think about before preparing to leave so it takes much time and planning to create an exit strategy that works You must ask yourself questions like Do you want to sell your company Liquidate Perhaps you want to gift it to a child Luckily Bo Burlingham has done the research for you and has put together the steps that entrepreneurs take when they decide to leave their company As you read you'll learn why you should begin planning your exit from the beginning the importance of identifying your why and how to determine whether

you should sell or liquidate Do you want more free book summaries like this Download our app for free at <https://www.quickread.com> App and get access to hundreds of free book and audiobook summaries **DISCLAIMER** This book summary is meant as a preview and not a replacement for the original work If you like this summary please consider purchasing the original book to get the full experience as the original author intended it to be If you are the original author of any book on QuickRead and want us to remove it please contact us at hello@quickread.com **From Founder to Future** John

Abrams,2025-06-03 Learn how to transition leadership implement shared ownership and preserve your organization's core values setting the stage for your business to thrive for generations to come This visionary but practical handbook offers mission driven business owners a roadmap for ensuring their company's lasting impact building leadership internally and fostering participatory management Through inspiring real world stories of B Corps worker co ops ESOPs and employee ownership trusts this book demonstrates how to create resilient organizations that benefit workers and communities Drawing on his 50 year journey with South Mountain Company and extensive research Abrams outlines five critical transitions for mission driven businesses to become what he calls a CommonWealth company From founder to next generation leadership From sole ownership to widely shared From hierarchical control to democratic management From unprotected mission to preserved purpose From business as usual to B Corp force for good From Founder to Future is an essential guide for mission driven leaders seeking to reshape their businesses for inclusivity longevity and positive impact Whether you're a retiring owner planning your exit a young entrepreneur building for the future or an employee working in a purpose driven business this book offers a blueprint for creating enduring values driven enterprises in the emerging regenerative economy As 3 000 000 U S small business founders over 55 prepare to retire 10 trillion in assets will change hands over the next two decades This timely guide shows how to preserve your company's mission and legacy while empowering the next generation **A**

Lapsed Anarchist's Approach to The Power of Beliefs in Business Ari Weinzwieg,2016-07-14 Ari's new book is the culmination of a lifetime of learning and thirty four years in business the last three of which have been spent intensively studying reflecting on and writing about the critical role of beliefs in the businesses and organizations of which we're a part The fruits of that labor are now available in this new 600 page book We could tell you more about what's in the book but we think John U Bacon author of the New York Times bestseller Endzone The Rise Fall and Return of Michigan Football said it better than we ever could Some business leaders know practice Some know theory Ari Weinzwieg is one of the few who knows both He has built a famously successful organization while giving it more thought than do the business gurus who merely philosophize about such things The insights Ari shares here are both deeply perceptive and highly practical from the ideas of Howard Zinn Viktor Frankl and Anais Nin on one page to the importance of learning your employees names on the next Like its author this book is uncommonly smart helpful and just plain fun **SUCCESSION FOR CHANGE** Harry

Korine,2017-05-24 Korine reframes the question of succession in family and founder lead businesses as an issue of

entrepreneurial choice concentrating on the challenge of succession for change as opposed to the traditional focus on succession for continuity It is inevitable that when the leaders of family and founder lead businesses look to pass on the mantle they naturally want to preserve and maintain the firm they have worked so hard for so long to build up The shaping influence of family or founder and the instinctive emotional desire for legacy easily sways succession towards continuity rather than the possibly radical development the business may need to meet new challenges Succession for Change shows how competitive advantage has evolved over the last twenty five years and examines the approaches being adopted by current business leaders succession service providers and the next generation to address the change imperative in succession Korine s rigorous research and deeply practical approach shows that when change becomes the focus of succession and developing entrepreneurial values takes precedence over preserving the status quo succession planning can ensure that firms not only survive the departure of their founders but thrive long after they have gone He offers a framework for implementing succession as transformation and rethinking succession governance The secret is enabling the next generation of leaders to stand on the shoulders of giants rather than be constantly doomed to stand in the shadow of giants

The Hockey Stick Principles Bobby Martin, 2016-05-24 In *The Hockey Stick Principles* author Bobby Martin shifts his focus away from all the hype about rapid growth and the pursuit of funding and instead takes a look at the real process behind getting a good idea off the ground Many business books fuel unrealistic notions about what a good idea looks like how fast a founder should attract investment and how quickly growth will take off The problem with this mythology is that it can sometimes end with entrepreneurs abandoning their dreams too soon if they don t see immediate results Using a hockey stick as a metaphor and highlighting four key phases Martin shows the healthy way a business should grow and uses entertaining stories and interviews with successful entrepreneurs like the founders of LendingTree Under Armour and iContact woven throughout the book to not only share a wealth of advice but to chronicle the ins and outs of these different phases The Tinkering Period The tip of the stick or the time when you first develop and hone your idea The Blade Years The formative years when growth can be flat and navigating the unpredictable process of creating a company can be rocky The Inflection Point The crucial point in time right before your business takes off when it s important for entrepreneurs to prepare and make decisions to properly manage rapid growth Surging Growth Once your company proves that they have potential you need to optimize that growth and scale up in a sensible way Innovation almost always involves a number of challenges misdirections and uncertainty and can take several years of struggle But *The Hockey Stick Principles* gives aspiring entrepreneurs and those in the midst of the messy process a realistic human and inspiring understanding of what starting an innovative business is like while teaching you what to look out for along the way as you shepherd your business through to success

Small Business Sourcebook, 2005 A guide to the information services and sources provided to 100 types of small business by associations consultants educational programs franchisers government agencies reference works

statisticians suppliers trade shows and venture capital firms Your Exit Map John F. Dini, 2017-03-31 **F&S Index**
United States Annual ,1999 *The Wall Street Journal* ,1997 *The Smart Business Exit* Geoff Green, 2014-11-10 Every
 business owner should read this book Alan Kohler How do I get rewarded for the blood sweat and tears of building my own
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 incredible prices Whether you re a baby boomer business owner close to retirement busy growing your business or a young
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 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 on
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 into a new business from scratch is that you can easily get so absorbed by building your business that you forget to clearly
 establish where you want your business to go in the long term That is why you see very few people conscious enough to
 direct their attention not only on the entering aspect but also on the exiting one You need to be aware of the advantages of
 planning the finish just as you re starting up *Walk Away Wealthy* Mark Tepper, 2014 The essential guide to selling your
 business and walking away with maximum wealth Nearly every entrepreneur dreams of one day selling their business for big
 bucks but far too many aren t aware of exactly what it takes to do so The sobering truth is that it s very easy for the
 entrepreneurs who don t know what they re doing to walk away from a sale without the financial freedom they hoped for In
 fact only about 20 percent of businesses for sale will successfully transfer to another owner In *Walk Away Wealthy* Mark
 Tepper a leading authority on wealth management and financial planning for entrepreneurs shows you how to build a strong
 exit plan an absolute requirement if you hope to get the full value from a sale Tepper s twelve secrets debunk myths and
 deliver practical advice as he walks you through what most people don t know or refuse to believe about the process of
 planning their exit And although it s best to start planning the exit as early as possible the book also delivers advice for those

who may have waited too long and feel lost in the face of a rapidly approaching sale Selling the business you worked so hard to build can be a confusing and intimidating proposition Let Mark Tepper clear away the misconceptions steer you clear of common mistakes and help you walk away wealthy **Another Way** Dave Whorton,2025-05-06 From the inner sanctum of Silicon Valley and short term capitalism comes the story of a VC who lived it then left it and found a better way to build great companies Dave Whorton was John Doerr s associate partner at high flying Kleiner Perkins Caufield a way in which leaders were committed to a purpose beyond personal wealth generation to putting their people first and to setting up their companies to endure He calls these companies Evergreen Another Way combines Whorton s inspiring story with his Evergreen 7Ps framework designed to guide more entrepreneurs and business leaders to follow his path Full of revelations practical advice and real world examples of companies going Evergreen Another Way is as instructive as it is inspiring at showing capitalism at its best **Disrupt You!** Jay Samit,2025-09-23 In Disrupt You Jay Samit a digital media expert who has launched grown and sold start ups and Fortune 500 companies alike describes the unique method he has used to invent new markets and expand established businesses In today s volatile business landscape adaptability and creativity are more crucial than ever It is no longer possible or even desirable to learn one set of job skills and to work your way up the ladder At the same time entrepreneurs with great ideas for new products or technologies that could change the world often struggle to capture the attention of venture capital firms and incubators finding the funding necessary to launch a start up can feel impossible The business leaders of our future must anticipate change to create their own opportunities for personal satisfaction and professional success Samit has been at the helm of businesses in the ecommerce digital video social media mobile communications and software industries helping to navigate them through turbulent economic times and guide them through necessary transformation so that they stay ahead of the curve In Disrupt You he reveals how specific strategies that help companies flourish can be applied at an individual level to help anyone can achieve success and lasting prosperity without needing to raise funds from outside investors Incorporating stories from his own experience and anecdotes from other innovators and disruptive businesses including Richard Branson Steve Jobs Elon Musk YouTube Circ du Soleil Odor Eaters Iams Silly Putty and many more Samit shows how personal transformation can reap entrepreneurial and professional rewards Disrupt You offers clear and empowering advice for anyone looking to break through for anyone with a big idea but with no idea how to apply it and for anyone worried about being made irrelevant in an era of technological transformation This engaging perspective shifting book demystifies the mechanics of disruption for individuals and businesses alike

What's Your Exit Strategy? Peter H. Engel,1999 How entrepreneurs plan to leave their businesses should define how they run them who they employ and how they fund them This book reviews in detail the seven main exit strategies from which entrepreneurs and their key executives can craft their operating strategies and create a more financially sound organization

Summary of Bo Burlingham's Finish Big Everest Media,2022-03-13T22:59:00Z Please note This is a companion version

not the original book Sample Book Insights 1 Ray Pagano the founder of Videolarm had a life after business when he decided to think about leaving in 2004 He had other interests and passions that he wanted to pursue and he had a limited number of years to pursue them 2 Pagano knew he had to extract himself from the company in order to get a good deal He knew that as long as he was essential to the company s operation he would not be able to acquire other companies He had to remake the company so that it could function without him if he wanted to get a good deal 3 Pagano began giving everyone in the company a tangible reason to take on more responsibility by giving them phantom stock which would allow them to benefit from any increase in Videolarm s equity value without having to acquire real stock 4 After the sale Pagano was able to look back and see how much he had changed the company He had set up an incentive program for the entire workforce based on achieving certain profit targets for the company and specific goals for each department The targets were ambitious but Pagano kept raising the bar Start. Scale. Exit. Repeat. Colin C Campbell,2024-08-27 Unlock the Secrets of a Serial Entrepreneur and Launch a Successful Startup Get inside the minds of 30 experts authors and seasoned entrepreneurs and learn from their hard earned lessons Discover the winning patterns of successful businesses and apply them to your own startup Build a competitive edge and protect your business with a proven formula to scale up add zeros to your revenue and profits and crush the competition Avoid common pitfalls and master the art of hacking your way to growth Maximize your wealth by securing the right funding navigating potential buyers and cashing in big on an exit With expert advice you ll learn how to Start Scale Exit and Repeat multiple companies Don t just dream of success make it a reality Get your hands on this ultimate guide to entrepreneurial success today *Your Multimillion-Dollar Exit* Wayne M Zell,2023-05-02 ARCHITECT YOUR EXIT STRATEGY ON DAY ONE This easy to follow planner is designed to help entrepreneurs build a strong foundation for exiting their businesses on their terms With this fast paced guide you ll learn how to Anticipate and minimize risk of unexpected exits such as death disability or sudden losses Identify and navigate rough patches to successfully exit your business Assemble a superior team to maximize your exit strategy Understand what buyers and investors want and what they fear most Save thousands if not millions of dollars through advantageous tax planning techniques Uncover the legal and business secrets lawyers and investment bankers use to gain the upper hand in negotiations and drafting transaction documents Using real world examples checklists and actionable advice this book is about selling smart and achieving maximum value for the time and effort you ve put into your company Exit Bomb Gower Idrees,2015-02-23 Gower Idrees Exit Bomb is a must read for any entrepreneur who plans to exit his or her business right away or ten years from now and doesn t intend to see his or her hard earned wealth get destroyed in the process Inside you will learn The five detonators that make up the Exit Bomb The worst of the Exit Killers and Disruptors What needs to happen within your company to improve its value How to defuse the Exit Bomb and avoid the destruction of hard earned business wealth The Exit Bomb will have you thinking about your company in an entirely new light and helping you make the major changes necessary to maximize its

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Table of Contents Finish Big How Great Entrepreneurs Exit Their Companies On Top

1. Understanding the eBook Finish Big How Great Entrepreneurs Exit Their Companies On Top
 - The Rise of Digital Reading Finish Big How Great Entrepreneurs Exit Their Companies On Top
 - Advantages of eBooks Over Traditional Books
2. Identifying Finish Big How Great Entrepreneurs Exit Their Companies On Top
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Finish Big How Great Entrepreneurs Exit Their Companies On Top
 - User-Friendly Interface

4. Exploring eBook Recommendations from Finish Big How Great Entrepreneurs Exit Their Companies On Top
 - Personalized Recommendations
 - Finish Big How Great Entrepreneurs Exit Their Companies On Top User Reviews and Ratings
 - Finish Big How Great Entrepreneurs Exit Their Companies On Top and Bestseller Lists
5. Accessing Finish Big How Great Entrepreneurs Exit Their Companies On Top Free and Paid eBooks
 - Finish Big How Great Entrepreneurs Exit Their Companies On Top Public Domain eBooks
 - Finish Big How Great Entrepreneurs Exit Their Companies On Top eBook Subscription Services
 - Finish Big How Great Entrepreneurs Exit Their Companies On Top Budget-Friendly Options
6. Navigating Finish Big How Great Entrepreneurs Exit Their Companies On Top eBook Formats
 - ePub, PDF, MOBI, and More
 - Finish Big How Great Entrepreneurs Exit Their Companies On Top Compatibility with Devices
 - Finish Big How Great Entrepreneurs Exit Their Companies On Top Enhanced eBook Features
7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Finish Big How Great Entrepreneurs Exit Their Companies On Top
 - Highlighting and Note-Taking Finish Big How Great Entrepreneurs Exit Their Companies On Top
 - Interactive Elements Finish Big How Great Entrepreneurs Exit Their Companies On Top
8. Staying Engaged with Finish Big How Great Entrepreneurs Exit Their Companies On Top
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Finish Big How Great Entrepreneurs Exit Their Companies On Top
9. Balancing eBooks and Physical Books Finish Big How Great Entrepreneurs Exit Their Companies On Top
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Finish Big How Great Entrepreneurs Exit Their Companies On Top
10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
11. Cultivating a Reading Routine Finish Big How Great Entrepreneurs Exit Their Companies On Top
 - Setting Reading Goals Finish Big How Great Entrepreneurs Exit Their Companies On Top
 - Carving Out Dedicated Reading Time

12. Sourcing Reliable Information of Finish Big How Great Entrepreneurs Exit Their Companies On Top
 - Fact-Checking eBook Content of Finish Big How Great Entrepreneurs Exit Their Companies On Top
 - Distinguishing Credible Sources
13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development
 - Exploring Educational eBooks
14. Embracing eBook Trends
 - Integration of Multimedia Elements
 - Interactive and Gamified eBooks

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