

Building A Business That Will Run Without You

by
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Short Description of the Presentation:

Most people start a business to improve their quality of life. To accomplish that goal the business must be able to “run without you”. Debbie is going to share dozens of ideas on how to tweak your business so it truly can run without your being there.

Why Build A Business That Will Run Without You?

- Increased value when it comes time to sell
- So the owner can retire
- Enjoy quality of life while owning the business
- Insurance in case of long term illness
- Able to focus on growing or expanding your business
- Becomes franchiseable

Four P's of Success

- People
 1. Owner should have no repetitive tasks
 2. Job descriptions for employees
 3. Staff development
 4. Owner needs to create the culture of the company
- Process
 1. Must be a process for every repetitive task
 2. Test/monitor the process to be sure it's working
 3. Track and measure performance
 4. Owner needs to create good time-management skills
 5. Set KPI's for all employees, all positions
- Product
 1. Turning service into product
 2. Owner can sell service but the staff needs to be able to sell product
 3. The need for scripts
- Profit
 1. Hobby vs. Business
 2. Running your business by the numbers
 3. KPI's for the numbers side of the business

