

How Fast Does Your Business Need to Grow to Attract a Buyer?



Watch the video below.

Buyers want to buy businesses that are growing. You already know this. But, growing how fast? What is the growth rate that buyers will pay maximum value for? What growth rate is too low to command top value?

If your exit strategy is to sell your business for the maximum value, you will need to present potential buyers with a written business growth plan that presents a credible and compelling proposal for how your business will achieve and sustain the growth described in this short video.

If your business does not have a track record of working from a written, up-to-date, multi-year growth plan, buyers may pay less for it at sale. Contact us to learn more about our exit planning advice and solutions, and how we help owners create value leading up to and at exit.



Contact me to find out how you can achieve a happy exit through the NAVIX process.



NAVIX is a process to help owners of closely held businesses plan for and execute successful exits: achieving financial freedom, creating a sustainable legacy, and exiting on their own terms.

Timothy J. Kinane

is an independent Consultant with NAVIX exit planning network

Tim Kinane is an Executive Coach and Vistage CEO Peer-Group Chairman.

Tim believes that everyone can do better. Through his broad experience and unique perspective he coaches clients to greater success.

Tim's coaching clients include a broad variety of professionals, businesses, governments and not-for-profit organizations. Working with CEOs, executives and business owners, he helps build and develop their work teams.

With more than 35 years of business experience ranging from start-ups to small and large cap businesses, Tim uses his experience in operations, strategic planning and marketing to coach clients to explore and reach their goals. As a Vistage Chairman, Tim facilitates a private advisory board of business owners.

Tim is a knowledgeable guide through often unfamiliar territory:

- The Why- helping you laser focus your vision
- Strategy- keeping you focused down the road and not in the weeds
- Operations - building the team and systems to set and accomplish your goals
- Succession planning - growing the depth essential to building value in your company
- Exit planning - consciously working toward a successful happy exit.

Tim offers customized workshops, private coaching, peer groups, staff and board retreats, and a toolbox of unique employee motivation and business tools.



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