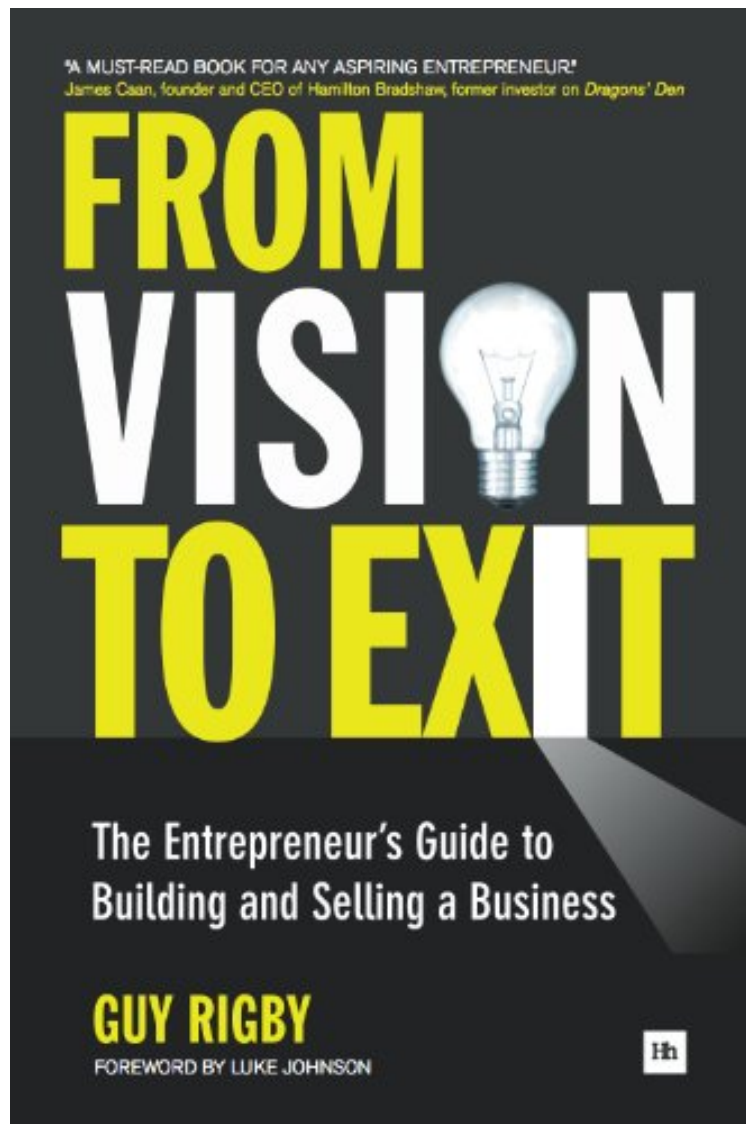


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From Vision to Exit: The Entrepreneur's Guide to Building and Selling a Business

Guy Rigby

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Guy Rigby : From Vision to Exit: The Entrepreneur's Guide to Building and Selling a Business before purchasing it in order to gauge whether or not it would be worth my time, and all praised From Vision to Exit: The Entrepreneur's Guide to Building and Selling a Business:

0 of 0 people found the following review helpful. From Vision to Exit: The Entrepreneur's Guide to Building and Selling a Business By Maite Baron 'The Corporate Escape Coach' This book is easy to read, it's a comprehensive guide to help you become an entrepreneur or go to the next level when preparing your company for exit. It is informative,

well written, and has plenty of helpful tips, valuable case histories and inspirational quotes from those who have dare to try, been there, and succeed. From Vision to Exit is well-written, a real compendium of everything you need to know at every stage of the business life cycle, from the start up, through the growth to the perfect sale stages. There is something for everyone in this book with its helpful advice and engaging style. Highly recommended for existing or aspiring entrepreneurs. Crucial reading if you need to access funding and understand the real implications when giving away equity in your company. In any case, this book will give you straightforward guidance and is an excellent starting point. Maite Baron, The Corporate Escape Coach(tm), Author of Corporate Escape Kindle Edition: Corporate Escape - The Rise Of The New Entrepreneur

There are many differences between a good business and a great business, but they aren't beyond a business leader's control. In From Vision to Exit, Guy Rigby candidly explains how entrepreneurs can develop strategies, plans and tactics to get their businesses to the top. With an easy and engaging style, this book is a definitive and practical guide that covers every business area. From strategy to finance, management to marketing, and business planning to exit, Guy leaves no stone unturned. The result is an authoritative and invaluable tool for entrepreneurs seeking to navigate the minefield of successful growth. Find out everything you wanted to know about how to build a great business but never had the opportunity to ask.

"An excellent primer...I commend this book to both those who are already running an established business, and those who are minded to start one and become their own boss. It is written in a practical style, full of useful tips and pertinent questions. It is a manual that can be used very much as a reference source, to be dipped into when needed." - Luke Johnson "A story of vision, passion and the journey through growth and exit. Immensely helpful and practical. This book's got it all - an excellent work." - Wilfred Emmanuel-Jones, The Black Farmer "This is a MUST read for fellow entrepreneurs on the journey. Full of pragmatic experiences of how to accelerate growth in your business. Reading this will seriously enhance your profitability and wealth." - Sir Eric Peacock, Chairman Baydonhill FX, entrepreneur and serial non-executive director About the Author Guy Rigby is a chartered accountant and an entrepreneur. He is a natural and driven enthusiast who built and sold his own accountancy firm, as well as pursuing other commercial interests. He has been a director and part-owner of a number of different ventures, including businesses in the IT, property, defence, manufacturing and retail sectors. In an unusually varied career, he has been the senior partner of two accountancy firms, a finance director, a sales and marketing director and an adviser and mentor to many entrepreneurial businesses and their owners. Guy now leads the entrepreneurial services group at Smith Williamson, the diversified financial services group. His day to day activities include advising entrepreneurs and their businesses and coordinating Smith Williamson's activities in this vibrant and exciting market.