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Selling Your Business Without Selling Yourself Short

Barbara Arena



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Selling Your Business Without Selling Yourself Short Gary Viner, 1991-09-01 **You Want My Repeat Business?**

Gerry Shortill, 2023-07-05 So many small businesses fail without the owners understanding the true root causes of why and believe that if they had more money they could have prevailed Was it the Location Timing The economy Staffing Customer service All the above and more Anyone can walk into any brick and mortar business and form an opinion on how the business is already failing There are answers to why this happens and I ll focus on how small business owners can strengthen their foundations to remove the small business killing practices and procedures and essentially stop the epidemic of small business closure You Want My Repeat Business is a practical guide on the foundations of business operations and management With business schools reinforcing that the issue hasn t gone away or even changed over the past 35 years author Gerry Shortill with his experiences and successes knows what it takes for businesses to succeed and more importantly how to prevent the majority from closing their doors Often focusing with too much emphasis in the wrong areas or a singular focus on one area such as sales or just caught up in drama owners and management too often overlook the basics Whether it s a lack of focus on hiring and managing personnel or forgetting about serving customers Shortill explains why it is more than finding the right people and how to maximize each staff member s potential Shortill also illustrates that it is how you manage the business from within and by simplifying the customer experience that customers will return and sales will increase exponentially You Want My Repeat Business gives alternate perspective to the systemic problems and breaks the problems down into manageable parts Enabling small business owners and management the insight on how to be successful from within by finding optimal solutions standards and plans of execution This handbook offers clear instructions and helpful anecdotes for business owners and managers to learn from the mistakes of others and find their your success **Let Me**

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