

Letting go... the right way

You have a business that works, but can it work *without* you?

In this final article of her six-part series business growth expert Kathi Clarke looks at how to ensure that your business can function without you there.

Over the last five issues, we have helped you identify your niche and position yourself and the business as special, different and better than the competition. We have also explored how to leverage your business through systems, processes, marketing, technology and people. In the

previous issue, we investigated how to build a winning team and what it takes to manage, motivate and retain talent.

What's next? By now you should have a well-oiled machine on your hands, a real business. You're also hopefully better at sharing your time between working *in* and *on* the business. But, can the business function without you there?

There are many options available if and

when you decide to step away from your business. You could, for example, install a general manager to take on the day-to-day operations while you derive a passive income. Or, you could sell the business now that it has become an asset rather than a liability. Alternatively, you may be ready to take on a new challenge by opening branches or franchising the business. Or perhaps there is the opportunity to acquire or amalgamate with another company. Whatever route you choose, to be

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