



# Built to Sell: Creating a Business That Can Thrive Without You

*John Warrillow*

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**Built to Sell: Creating a Business That Can Thrive Without You** John Warrillow  
**Run your company. Don't let it run you.**

Most business owners started their company because they wanted more freedom—to work on their own schedules, make the kind of money they deserve, and eventually retire on the fruits of their labor.

Unfortunately, according to John Warrillow, most owners find that stepping out of the picture is extremely difficult because their business relies too heavily on their personal involvement. Without them, their company—no matter how big or profitable—is essentially worthless.

But the good news is that entrepreneurs can take specific steps—no matter what stage a business is in—to create a valuable, sellable company. Warrillow shows exactly what it takes to create a solid business that can thrive long into the future.

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