

Building a saleable business Seminar Feedback

Attendees Initials	Feedback
MS	A precise explanation of improvements that can be made to the strategy of running owner managed businesses.
AP	Interesting informative insight into practical workings of business especially on the less visible aspects.
DU	Makes you think about what you should be doing as apposed to what you are doing. It makes you refocus.
MO	Food for thought – well worth the time (self motivating)/
RW	Useful as a self assessment as to whether I am moving forward adequately.
MB	Reminds you of why you are in business. Reinforces your intuition with hard facts and actual case studies – giving you leverage to act on it. Makes you think.
MG	Realises the importance of some of the basic lessons in running a business. Re-enforces the idea of speculating to accumulate.
SW	Very informative – good pace/content.
IH	Very useful – excellent.
DC	Helps to focus on the important parts of your business with regards to systems and time related functions to improve the way your business is run.
PW	Draws attention to many areas you may need to address to improve/sell the business.
MW	Very good. Very easy to imagine the points covered being of great benefit to my business. Has made me realise where I need to concentrate my efforts.
MB	Good presentation of simple themes. Easy to apply topic. Good selection of material for small businesses.
RS	Extremely enlightening, thought provoking as well as I didn't realise what we are not thinking about!
GC	Good introduction. Again, the theory is absolutely correct and like the last seminar it has provided food for thought. It is the implementation that seems daunting ... to gradually move away from <u>in</u> to <u>on</u> . I know thus is how it should be done but how should I do it?

MW	There is a lot of fantastic information and identification of common sense ideas that may otherwise be overlooked. I appreciate it is an overview but I would like to see some of the sections expanded into seminars in their own right. There is possibly too much to assimilate in one go, but it certainly generates enthusiasm to get stuck into my own business.
CB	Informative and motivating to people who are losing interest in their firms. Re-motivates and draws eyes to restructure of their own firm.
TG	Helps to redefine the big plan with practical advice. A working tool for the future of our business.
MF	Very good, perfect follow up to 'Grow your business and get a life'
RL	Inspiring and affirming the way I have decided to take my business forward. Not so smoothed and polished as 'Grow your business and get a life' seminar I went to on 23.10.03. it was frustrating that often the slides did not match what we were given.
NL	Makes you think about what you're not doing.
RS	A very informative time gives one the opportunity to take an objective view of my own business – it's strengths, weaknesses, etc. and reassess its worth.
ID	A well thought out evaluation of what a business should be doing but not! Good value. Gets you thinking.
MN	Need to see Grow your business and get a life! Seminar first. Gives information on system to achieve sale but not mechanics e.g. finance etc.. Good informative seminar which challenges perceived ideas.
PW	Useful – simple to understand – clever.
SC	Drier and less useful/interesting than Grow your business and get a life! Probably better having 1 month gap between attending the two seminars.
TH	Makes you - think - what to do something about it – feel that it is possible but at the same time is quite daunting.
JP	Provides a simple framework to build value into the business for sale (and enhance profit).
Mr S	Thought provoking. Some very useful and practical ideas presented. I note your strategy regarding 'no questions' – which I think is wrong – sometime for questions and answers would be useful to all.
IA	You will learn the importance of having the time to play golf.
Mr W	Mentally challenging. Shows need to make time for important discussions rather than just urgent.

SE	Very good teaser and worth attending. A bit rushed and difficult to make your own notes. Perhaps more of the examples in the handbook. Would like a bit more on acquisitions.
AB	If you are a business owner it is definitely worth taking the time to attend. If nothing else you can certainly gain an insight into what/how you should be doing – probably not too close to what you are actually doing. A good follow up to Grow your business and get a life seminar.
MA	Thought provoking. Reminds me about lots of techniques I once knew but have forgotten. Will try harder in future.
CW	Thought provoking presentation which sets out a good framework for building a business. Perhaps a bit too much theory, but valuable insight. Professional presentation and content. My thanks for two enjoyable mornings spent thinking about my business.
PR	Time well spent. Makes you focus on why you are in business.
MM	Having read/listened to Michael Gerber a morning out to have it reinforced was just what was needed! I hope it will change the way I have looked at things before!
JW	Much to think about. Look at business (and me) in a new way. Have been approached to merge – I will look at it much more carefully.
CW	Gave awareness of different aspects of our business. Made one think of what my role in the business should be. Also to think about the processes of the business.
LE	I came along with many ideas. Would have liked more time to “think” in-between modules – time to note “relevant to our business” in this way – ideas. I liked the handout/workbook of Grow your business and get a life! Better – found the blue screen page hard to follow and write notes around. The content is excellent - slower delivery would help.
JF	Very useful food for thought – particularly on business structure and what constitutes real value. Would have liked to learn some more on basis for valuation options just as floating the business plus tax/profit strategy in years leading up to sale.
RC	Very similar to Grow your business and get a life! And equally interesting and stimulating. This morning seemed more rushed than the previous seminar and perhaps a bit too much information.
BF	It was an excellent course – fast moving and just the right length.
RS	I found the seminar to become heavy towards the end. But perhaps that was my own concentration etc. The first two hours were excellent and relevant and flowed well. Very professional – as usual. First time didn't finish at the published time (see first point) and I needed to get to Earls Court on the hurry up! It

	made me think about spending the next year in codifying eBiz to see if I can get a capital sale afterwards.
SL	Interesting, thought provoking. When spending time on other peoples businesses this seminar enables focus on your own. Very worthwhile seminar.
GM	Good to help focus on what you could actually do to create value in your business. Makes you think! Very worthwhile.
PH	Time effective, high-level overview of process and key issues. Most content known but important and useful to be reminded of what I'm not doing~! Perhaps a little too much emphasis on details towards end.
IW	Straight talking and very practical. Induces a realisation of what should be done but is being avoided. Indicates that it can be done.
CT	I would like to have asked questions but felt unable to as you seemed to be 'on a schedule'. Think the seminar should be 45 minutes/1 hour longer to go into more depth. All goes to prove that I wanted to hear more from you.
SI	Follows on well from Grow your business and get a life! Seminar. Good for giving inspiration to re-look at the business. Gave good insight into the way in which obk operate and help their clients.
AH	All fundamental which I believe most of us already know but do not operate. It brings home in a simple manner what needs to be done.
AG	Helpful as an outline to redesign the business. How we use within our company needs some thought. Confirms that in the main we are on the right track. Organisation and management of our staff very useful.
SH	Concise. Would assist you in refocusing priorities.
EA	Interesting initial seminar although a less 'passive' i.e. attendee involvement, participation would make it even more interesting.
SK	Worth the time out of your business. Value for money, gives you a goal.
JS	Thought provoking.
KE	Worth doing, very thought provoking, well presented.
HM	A chance for 'time out' to think about the way you do things. Many interesting points.
SG	Invigorating – gone to organise myself an my business for the future.
LT	Makes you consider the company's position rather depressing in some areas but reality in a financial situation is important. Has reinforced my current strategy of putting up prices.

AM	Extremely useful for owner managers who need to stand back from their business in order to grow.
BE	Some good ideas and concepts. Some material not covered in sufficient depth.