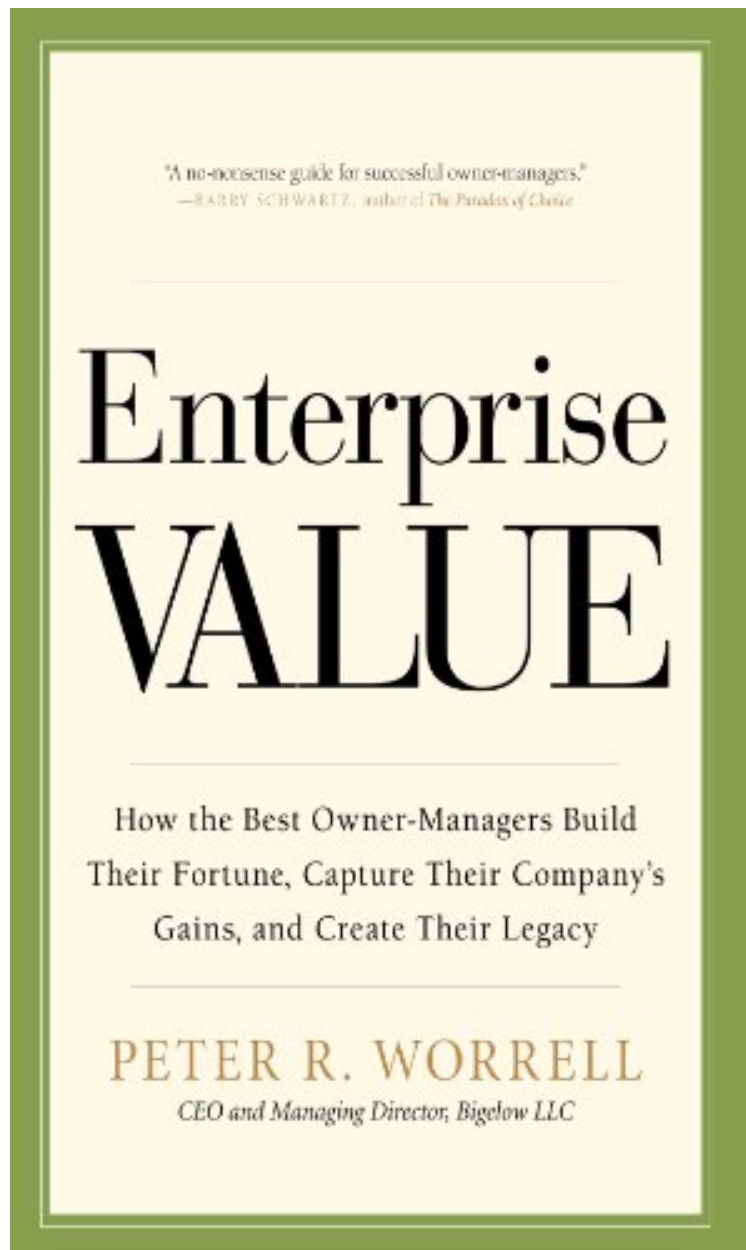


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Enterprise Value: How the Best Owner-Managers Build Their Fortune, Capture Their Company's Gains, and Create Their Legacy: How the Best Owner-Managers ... and Create Their Legacy (Business Books)

Peter Worrell

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5 of 5 people found the following review helpful. Insightful and Compelling
By Mark Donohue
Mr. Worrell's book provides lucid insights on optimizing the value of your life's entrepreneurial efforts. Most entrepreneurs are unprepared to manage the ultimate sale of their business, including issues related to tax optimization and other areas like one's legacy. As the author notes, selling one's enterprise is a creative art form, since the perception of value is not scientific. Naturally, wise packaging of a company is crucial to the exit value, as is finding the right buyer, yet achieving the best result requires a breadth of nuanced skills and experiences. Mr. Worrell's book is a classic on achieving an optimum value from your life's work -- in both financial and non-financial terms. This is must reading for every entrepreneur.
4 of 4 people found the following review helpful. Like the Wild West, Leave Some Chocolates
Imagine the 1st Monday
By Margaret H. Greenberg
These are just a sampling of the real-world advice in Enterprise Value. Worrell reframes the "selling of your business" into something much more compelling - "leaving a positive legacy". Through the telling of real client experiences, Worrell takes the mystery and complexity out of creating enterprise value. Weaving in research from the new science of positive psychology, Worrell builds a bridge between the strategic and the tactical, and propels the reader to action by even laying out "6 Things You Can Do Right Now". As an executive coach, I will now make Enterprise Value required reading for the business owners I coach.
Margaret H. Greenberg, co-author of Profit from the Positive: Proven Leadership Strategies to Boost Productivity and Transform Your Business, with a foreword by Tom Rath
0 of 0 people found the following review helpful. Well
Written, Well Researched and Well Told Stories
By Shannon Polly
Before I had finished the first chapter of this book, I went back on to order a copy for a friend. And then I started making a list of people who needed to read it. It is well written, in an accessible style as if Mr. Worrell is speaking directly to you. It is well researched, but the author has a way of distilling complex data points into understandable bites of information. Most compelling is the chapter that includes Daniel Kahneman's research on how we make decisions (and just a hint, they usually aren't rational decisions). And finally, Mr. Worrell is a fantastic story teller. In the opening of the book, I was tearing up as if I was watching a real life (non-manufactured) episode of Undercover Boss when one of his clients (spoiler alert) gives away a large portion of his fortune to his employees. It is a must read for entrepreneur owner-managers and anyone in the finance industry. I would add that any scholars of positive psychology would learn a lot from the gritty people Worrell describes. Thoroughly enjoyable.

Increase the value of your business, capture the value when you sell—and build a POSITIVE PERSONAL LEGACY In Enterprise Value, the CEO of Bigelow LLC helps you address the longevity of your enterprise beyond your ownership of it—;one of the most important issues for any business owner thinking about management and ownership transition. He offers the wisdom he has gleaned from hundreds of transactions over 30 years, exemplifying the best practices at work in the real world. Peter Worrell is CEO/Managing Director of Bigelow LLC.

About the Author
PETER R. WORRELL is CEO and Managing Director of Bigelow LLC, where he has worked since 1980. Bigelow is an independently owned MA advisory firm with a singular client focus--entrepreneur ownermanagers.