

There is no better justification for taking a blissful, uninterrupted vacation than to see how your company performs during your time off. The better your company runs on autopilot, the more valuable it will be when you're ready to sell.

To gauge your company's ability to handle your absence, start by taking a vacation. Leave your computer at home and switch off your mobile phone. Upon your return, you'll probably discover that your employees got resourceful and found answers to a lot of the questions they would have asked you if you had been just down the hall. That's a good thing - it's a sign that you should start planning an even longer vacation.

You'll also likely come back to an inbox full of issues that need your personal attention. Instead of busily finding answers to each problem in a frenzied attempt to clean up your inbox, slow down and look at each as a possible problem with your people, systems or authorizations.

## People

Start with your people and answer the following questions:

- Why did this problem end up on my desk?
- Who else is qualified to answer this question and why was that person not consulted
- If nobody else is qualified, who can be trained to answer this question in the future?

## Systems

## About Our Company

Blueprints For Tomorrow is a nationally recognized company that specializes in contingency, succession, and transition planning with a focus on growing businesses and improving cash flow.

We work directly with closely held businesses to create customized strategies and solutions that ensure the future of their organizations. As a third-generation company with over 40 years in the industry, we have the pleasure of serving thousands of clients and their families across the country.

|  |  |
|--|--|
| <a href="http://BlueprintsForTomorrow.com">BlueprintsForTomorrow.com</a> | <a href="mailto:info@blueprintsfortomorrow.com">info@blueprintsfortomorrow.com</a> |
| 9332 E. Raintree Dr., Suite 110  | Local: (480) 596 – 1525  |
| Scottsdale, Arizona 85260  | Toll-free: (800) 845 – 9091  |

Next, look at your systems and procedures. Could the issue have been dealt with if you had a system or a set of rules in place? The best systems are hardwired and do not require human interpretation, but if you're not able to lock down a technical fix, then at least give employees a set of rules to follow in the future.

## Authorizations

You may be a bottleneck in your own company if you're trying to control spending too much. Employees may know what to do but do not have any means of paying for the fix they know you would want.

For example, you could put a customer service rule in place that gives your front line staff the authority to make a customer happy in any way they see fit provided it could be done for under \$100. You might allow an employee to spend a predetermined amount with a specific supplier each month without coming to you first. Or you might give an employee a certain amount of

money they can spend without seeking your approval.

Given the fires that may need to be extinguished after the fact, taking a vacation may seem more of a hassle than it's worth. But if you transform the aftermath of a vacation into systems and training that allow employees to act on their own, you'll find the vacation is worth what you paid for many times over. Your company will increase in value as it becomes less dependent on you.

## We Prepare Business Owners for the Unexpected

It takes a lifetime to build a business and it takes a moment for it to fall apart. All it takes is an unexpected death, an unforeseen illness, or a key personnel departure. Business owners must understand the possibilities, prepare for the risks, and plan for their continuity and succession. Protecting the business means protecting the families that depend on it. The financial stability is interconnected. We understand this because we live it ourselves. **-Founder & CEO Nathan S. Sachs, CLU, ChFC, CFBS, CTP**