



Business Strategies for “What if” Situations

By Nathan Sachs

What if I Want to Systematize My Business?

It is so important that business owners systematize their businesses. If an exit is in your future understand that whoever buys your company (outside/inside buyer or you become a passive owner) you are no longer going to be around. It is extremely important that you have systems in place. Even if you have no desire for an exit plan, a systematized business is a well run business.

EVERY FRUSTRATION IS EITHER THE LACK OF A SYSTEM OR THE LACK OF SOMEONE FOLLOWING A SYSTEM.

The next frustration you encounter needs a system. A system is a repeatable process that employees understand and use to achieve a desired purpose.

There are four elements to a system:

1. The system must have a clear purpose. What is the desired result of the system?
2. The system must be documented. If the system isn't written down, it may not exist in the mind of the employees and is an endless variety of interpretations.
3. It must be accountable. Who is responsible for executing each step of the system?
4. It must be repeatable. If your systems only work when you are there to execute them, then they do not meet the standard of “repeatable”.

SYSTEMS ONLY WORK IF THEY ARE SIMPLE AND USER FRIENDLY!