

“Now is the time to ensure that your business isn't just all about you. Here are two thoughts”

#1: Surviving the "hit-by-a-bus" test

If you were out of commission and unable to work for three months, would your business keep running smoothly? The more your staff and customers need you, the less valuable your company is. A good way to start making your business more independent is to begin making yourself less visible at the office.

Start by not working evenings or weekends, and avoid replying to emails and phone calls during off hours. Your employees will start making more decisions independently. The shift will also expose your weakest employees, the ones that need more training or just aren't the right fit for the job.

As for you, it might come as a shock to find out how much your business has become such an essential part of you. Once you can survive the "hit-by-a-bus" test, your business will go from something that defines who you are, to an inanimate economic engine.

#2: Management Team vs. Sole Manager

Companies with management teams are twice as likely to survive without you. If you don't have a management team, hiring a second-in-command can help you balance the demands of running your company.

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.

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Here's how you can hire a second-in-command:

1: Identify someone internally. Internal candidates have a strong tendency to outperform external leaders.

2: Give your second-in-command a special project. Assign a project that allows them to demonstrate their leadership skills to you and the rest of your team.

3: Communicate your choice. If you pick a second-in-command from an internal pool, explain your choice to the rest of your team.

4: Shift from manager to coach. The transition from manager to coach is a gradual evolution where the goal is to ask more questions, spend more time listening, and less time talking and directing.

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**