Sellable Business Checklist

Build a business you could sell — and that is better to own even if you never do. · Scaling & Growth · Episode 069

These are examples, not promises. Valuation figures are rough illustrations, not estimates. General education, not financial, legal or tax advice. Currency is USD.

Systex: https://loftybiz.net

How to use

1. List what only you do. On the Owner-only list, write every task, decision and call that still goes through you. Mark who could do it with the right tools and training.

2. Hand over relationships. Take a deputy to key client meetings, then let them lead, then step back.

3. Write the rules down. Keep each rule to one or two pages: prices, job checks, reorder levels.

4. Give each part a leader. Split the work into units. Each needs a lead, a monthly profit number and a budget.

5. Take a freedom test. Time away, one short check-in a week. List what comes back. Fix it. Test again.

6. Make the income worth more. Sort sales into contracts, regulars and one-offs. Track the biggest customer's share. Fix one buyer-risk each month. Keep books a buyer can check.

Live formulas in the spreadsheet

Income quality totals and contract share are live formulas. Biggest-customer share flags at 25% or more. Risk status is Fixed, Overdue or Open versus TODAY(). Owner-only list counts items still without a deputy.

Worked examples (illustration only)

Ivana, Zagreb: sales about $45,000 a month; owner time about 60 to 30 hours; rough buyer range about one year of profit to about two and a half years. Mateo, Santa Cruz de la Sierra: sales about $22,000 a month; contracts about one fifth to two thirds; biggest customer about 40% to 12%. These are examples, not promises.