

'Practical, profound, masterful' JIM COLLINS

How Great Entrepreneurs  
Exit Their Companies on Top

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FINISH



BIG

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BO BURLINGHAM

AUTHOR OF *SMALL GIANTS*

'A gift, a must-read' SETH GODIN

# Finish Big How Great Entrepreneurs Exit Their Companies On Top

**Bo Burlingham**



## **Finish Big How Great Entrepreneurs Exit Their Companies On Top:**

*Finish Big* Bo Burlingham, 2014-11-28 No two exit experiences are exactly alike Some people wind up happy with the process and satisfied with the way it turned out while others look back on it as a nightmare The question I hope to answer in this book is why What did the people with good exits do differently from those who had bad exits When pioneering business journalist and Inc magazine editor at large Bo Burlingham wrote *Small Giants* it became an instant classic for its original take on a common business problem how to handle the pressure to grow Now Burlingham is back to tackle an even more common problem how to exit your company well Sooner or later all entrepreneurs leave their businesses and all businesses get sold given away or liquidated Whatever your preferred outcome you need to start planning for it while you still have time and options The beautiful part is that if you start early enough the process will lead you to build a better stronger more resilient company as well as one with a higher market value Unfortunately most owners don't start early enough and pay a steep price for their procrastination Burlingham interviewed dozens of entrepreneurs across a range of industries and identified eight key factors that determine whether owners are happy after leaving their businesses His book showcases the insights exit plans and cautionary tales of entrepreneurs such as Ray Pagano founder of a leading manufacturer of housings for security cameras He turned down a bid for his company and instead changed his management style resulting in a subsequent sale for four times the original offer Bill Niman founder of the iconic Niman Ranch which revolutionized the meat industry He learned about unhappy exits when he was forced to sell to private equity investors leaving him with nothing to show for his thirty five years in business Gary Hirshberg founder of organic yogurt pioneer Stonyfield Farm He pulled off the nearly impossible task of finding a large company that would buy out his 275 small investors at a premium price while letting him retain complete control of the business Through such stories Burlingham offers an illuminating and inspirational guide to one of the most stressful and yet potentially rewarding processes business owners must go through And he explores the emotional challenges they face at every step of the way At the end of the day owning a business is about more than selling goods and services It's about making choices that shape your entire life both professional and personal *Finish Big* helps you figure out how to face your future with confidence and be able to someday look back on your journey with pride

**Summary of Finish Big by Bo Burlingham** QuickRead, Lea Schullery, Learn about how great entrepreneurs exit their companies on top When it comes to owning a business there will be a day in which you'll have to leave it But how You can't just simply walk out the door and expect the company to continue running smoothly In fact there are many options to think about before preparing to leave so it takes much time and planning to create an exit strategy that works You must ask yourself questions like Do you want to sell your company Liquidate Perhaps you want to gift it to a child Luckily Bo Burlingham has done the research for you and has put together the steps that entrepreneurs take when they decide to leave their company As you read you'll learn why you should begin planning your exit from the beginning the importance of identifying your why and how to determine whether

you should sell or liquidate Do you want more free book summaries like this Download our app for free at <https://www.quickread.com> App and get access to hundreds of free book and audiobook summaries **DISCLAIMER** This book summary is meant as a preview and not a replacement for the original work If you like this summary please consider purchasing the original book to get the full experience as the original author intended it to be If you are the original author of any book on QuickRead and want us to remove it please contact us at [hello@quickread.com](mailto:hello@quickread.com)

**Another Way** Dave Whorton,2025-05-06 From the inner sanctum of Silicon Valley and short term capitalism comes the story of a VC who lived it then left it and found a better way to build great companies Dave Whorton was John Doerr's associate partner at high flying Kleiner Perkins Caufield a way in which leaders were committed to a purpose beyond personal wealth generation to putting their people first and to setting up their companies to endure He calls these companies Evergreen Another Way combines Whorton's inspiring story with his Evergreen 7Ps framework designed to guide more entrepreneurs and business leaders to follow his path Full of revelations practical advice and real world examples of companies going Evergreen Another Way is as instructive as it is inspiring at showing capitalism at its best

**From Founder to Future** John Abrams,2025-06-03 Learn how to transition leadership implement shared ownership and preserve your organization's core values setting the stage for your business to thrive for generations to come This visionary but practical handbook offers mission driven business owners a roadmap for ensuring their company's lasting impact building leadership internally and fostering participatory management Through inspiring real world stories of B Corps worker co ops ESOPs and employee ownership trusts this book demonstrates how to create resilient organizations that benefit workers and communities Drawing on his 50 year journey with South Mountain Company and extensive research Abrams outlines five critical transitions for mission driven businesses to become what he calls a CommonWealth company From founder to next generation leadership From sole ownership to widely shared From hierarchical control to democratic management From unprotected mission to preserved purpose From business as usual to B Corp force for good From Founder to Future is an essential guide for mission driven leaders seeking to reshape their businesses for inclusivity longevity and positive impact Whether you're a retiring owner planning your exit a young entrepreneur building for the future or an employee working in a purpose driven business this book offers a blueprint for creating enduring values driven enterprises in the emerging regenerative economy As 3 000 000 U S small business founders over 55 prepare to retire 10 trillion in assets will change hands over the next two decades This timely guide shows how to preserve your company's mission and legacy while empowering the next generation

**The Hockey Stick Principles** Bobby Martin,2016-05-24 In The Hockey Stick Principles author Bobby Martin shifts his focus away from all the hype about rapid growth and the pursuit of funding and instead takes a look at the real process behind getting a good idea off the ground Many business books fuel unrealistic notions about what a good idea looks like how fast a founder should attract investment and how quickly growth will take off The problem with this mythology is that it can sometimes end with entrepreneurs

abandoning their dreams too soon if they don't see immediate results Using a hockey stick as a metaphor and highlighting four key phases Martin shows the healthy way a business should grow and uses entertaining stories and interviews with successful entrepreneurs like the founders of LendingTree Under Armour and iContact woven throughout the book to not only share a wealth of advice but to chronicle the ins and outs of these different phases The Tinkering Period The tip of the stick or the time when you first develop and hone your idea The Blade Years The formative years when growth can be flat and navigating the unpredictable process of creating a company can be rocky The Inflection Point The crucial point in time right before your business takes off when it's important for entrepreneurs to prepare and make decisions to properly manage rapid growth Surging Growth Once your company proves that they have potential you need to optimize that growth and scale up in a sensible way Innovation almost always involves a number of challenges misdirections and uncertainty and can take several years of struggle But The Hockey Stick Principles gives aspiring entrepreneurs and those in the midst of the messy process a realistic human and inspiring understanding of what starting an innovative business is like while teaching you what to look out for along the way as you shepherd your business through to success

*A Lapsed Anarchist's Approach to The Power of Beliefs in Business* Ari Weinzwieg, 2016-07-14 Ari's new book is the culmination of a lifetime of learning and thirty-four years in business the last three of which have been spent intensively studying reflecting on and writing about the critical role of beliefs in the businesses and organizations of which we're a part The fruits of that labor are now available in this new 600 page book We could tell you more about what's in the book but we think John U Bacon author of the New York Times bestseller Endzone The Rise Fall and Return of Michigan Football said it better than we ever could Some business leaders know practice Some know theory Ari Weinzwieg is one of the few who knows both He has built a famously successful organization while giving it more thought than do the business gurus who merely philosophize about such things The insights Ari shares here are both deeply perceptive and highly practical from the ideas of Howard Zinn Viktor Frankl and Anaïs Nin on one page to the importance of learning your employees names on the next Like its author this book is uncommonly smart helpful and just plain fun

**SUCCESSION FOR CHANGE** Harry Korine, 2017-05-24 Korine reframes the question of succession in family and founder lead businesses as an issue of entrepreneurial choice concentrating on the challenge of succession for change as opposed to the traditional focus on succession for continuity It is inevitable that when the leaders of family and founder lead businesses look to pass on the mantle they naturally want to preserve and maintain the firm they have worked so hard for so long to build up The shaping influence of family or founder and the instinctive emotional desire for legacy easily sways succession towards continuity rather than the possibly radical development the business may need to meet new challenges Succession for Change shows how competitive advantage has evolved over the last twenty-five years and examines the approaches being adopted by current business leaders succession service providers and the next generation to address the change imperative in succession Korine's rigorous research and deeply practical approach shows

that when change becomes the focus of succession and developing entrepreneurial values takes precedence over preserving the status quo succession planning can ensure that firms not only survive the departure of their founders but thrive long after they have gone He offers a framework for implementing succession as transformation and rethinking succession governance The secret is enabling the next generation of leaders to stand on the shoulders of giants rather than be constantly doomed to stand in the shadow of giants

**Small Giants** Bo Burlingham, 2016-10-11 How maverick companies have passed up the growth treadmill and focused on greatness instead It's an axiom of business that great companies grow their revenues and profits year after year Yet quietly under the radar a small number of companies have rejected the pressure of endless growth to focus on more satisfying business goals Goals like being great at what they do creating a great place to work providing great customer service making great contributions to their communities and finding great ways to lead their lives In *Small Giants* veteran journalist Bo Burlingham takes us deep inside fourteen remarkable companies that have chosen to march to their own drummer They include Anchor Brewing the original microbrewer CitiStorage Inc the premier independent records storage business Clif Bar Righteous Babe Records the record company founded by singer songwriter Ani DiFranco Union Square Hospitality Group the company of restaurateur Danny Meyer and Zingerman's Community of Businesses including the world famous Zingerman's Deli of Ann Arbor Burlingham shows how the leaders of these small giants recognized the full range of choices they had about the type of company they could create And he shows how we can all benefit by questioning the usual definitions of business success In his new afterward Burlingham reflects on the similarities and learning lessons from the small giants he covers in the book

**Rocket Fuel** Gino Wickman, Mark C. Winters, 2015-04-28 Discover the vital relationship that will take your company from What's next to We have liftoff Visionaries have groundbreaking ideas Integrators make those ideas a reality This explosive combination is the key to getting everything you want out of your business It worked for Disney It worked for McDonald's It worked for Ford It can work for you From the author of the bestselling *Traction* *Rocket Fuel* details the integral roles of the Visionary and Integrator and explains how an effective relationship between the two can help your business thrive Offering advice to help Visionary minded and Integrator minded individuals find one another *Rocket Fuel* also features assessments so you're able to determine whether you're a Visionary or an Integrator Without an Integrator a Visionary is far less likely to succeed long term and realize the company's ultimate goals likewise with no Visionary an Integrator can't rise to his or her full potential When these two people come together to share their natural talents and innate skill sets it's like rocket fuel they have the power to reach new heights for virtually any company or organization

**Defending Beef** Nicolette Hahn Niman, 2021-07-20 Nicolette Hahn Niman sets out to debunk just about everything you think you know She's not trying to change your mind she's trying to save your world Los Angeles Times Elegant strongly argued The Atlantic named a Best Food Book As the meat industry from small scale ranchers and butchers to sprawling slaughterhouse operators responds to COVID

19 the climate threat and the rise of plant based meats *Defending Beef* delivers a passionate argument for responsible meat production and consumption in an updated and expanded new edition For decades it has been nearly universal dogma among environmentalists that many forms of livestock goats sheep and others but especially cattle are Public Enemy Number One They erode soils pollute air and water damage riparian areas and decimate wildlife populations As recently as 2019 a widely circulated Green New Deal fact sheet even highlighted the problem of farting cows But is the matter really so clear cut Hardly In *Defending Beef* Second Edition environmental lawyer turned rancher Nicolette Hahn Niman argues that cattle are not inherently bad for the earth The impact of grazing can be either negative or positive depending on how livestock are managed In fact with proper oversight livestock can play an essential role in maintaining grassland ecosystems by performing the same functions as the natural herbivores that once roamed and grazed there With more public discussions and media being paid to connections between health and diet food and climate and climate and farming especially cattle farming *Defending Beef* has never been more timely And in this newly revised and updated edition the author also addresses the explosion in popularity of fake meat both highly processed plant based foods and meat grown from cells in a lab rather than on the hoof *Defending Beef* is simultaneously a book about big issues and the personal journey of the author who continues to fight for animal welfare and good science Hahn Niman shows how dispersed grass based smaller scale farms can and should become the basis of American food production Creating healthful delicious food in ecological balance is among humanity s greatest challenges In this insightful book Nicolette Hahn Niman shows why cattle on grass are an essential element Every chef in America should read this book Alice Waters founder owner Chez Panisse and author of *We Are What We Eat* Nicolette Hahn Niman just became beef s most articulate advocate In *Defending Beef* she pivots gracefully between the personal and the scientific the impassioned and the evenhanded It s a deeply compelling and delicious vision for the future of food Dan Barber author of *The Third Plate*      [Marketing is Finance is Business](#) Chris Burggraave,2019-06-08 Are global brands dead Does marketing still matter Is there still a secret sauce companies can apply to build winning brands in the future Chris will show why great marketing is so much more than pretty pictures and Silicon snake oil In his first book *MARKETING is FINANCE is BUSINESS* published Dec 18 you will discover the rocket science behind the creation of marketing miracle in the galactic age upon us in 4 stages 1 Look up how to change our mindset from Thinking and Acting Local Global to Galactic 2 Get your basic wings to fly Understand the key historical models used in marketing and finance the ones BOTH the CMO and CFO should know 3 Re Discover Burggraave s 8 Marketing Fundamentals 4 Speak Better Wall Street discover Alpha M the world s first ever marketing model      [Partners on the Payroll](#) Bill Fotsch,2022-02-08 *Partners on the Payroll* wonderfully illustrates the value of all employees acting as committed and engaged owners Dan Mortensen President and CEO Virginia Council on Economic Education Former executive Capital One Most entrepreneurs and executives would like their employees to feel engaged in the business to go the extra mile to think and act like owners But

they aren't sure how to create such an environment That's where Partners on the Payroll comes in In this short but powerful book veteran business coach Bill Fotsch shows how any business can transform its employees into full scale partners people who understand the business and work together to improve its performance Fotsch who has worked with more than four hundred companies over the years begins with a simple argument our free enterprise society needs partnership to overcome the divisions that threaten it He then takes the reader step by step through the process of creating a partnership company illustrating his points with fascinating stories of businesses both large and small that have transformed themselves Readable and hard hitting this is the book for any owner or manager who wants to build not just a better business but a better world

□□□□□□ □□□□,2022-08-05 Amazon Ray Pagano Bill Niman Niman Ranch Gary Hirshberg Stonyfield Farm □□□□□  
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Bobby,2016-01-01 Bu te otev en nevyh bejte se v cem je v s mohou zranit d lejte v echno s pln m nasazen m po p du se zvedn te a jd te d l proto e jedin tak m ete pro t sv j ivot naplno t naplno znamen akceptovat jako sou st ivota nejistotu co nevyhnuteln vede k tomu e se nevyhneme p d m Nov bestseller vynikaj c americk autorky a badatelky lidsk ch du Bren Brown poukazuje na paradox lidsk odvahy jsme li v tom co d l me dostate n odv n nevyhneme se ne sp ch m kter n s mohou sr et dol a nahlod vat na i odvahu D le it je nenechat se odradit ale um t se zvednout a j t d l Autorka vych z ze sv celo ivotn badatelsk pr ce a ukazuje jak d le it je pojmenovat my lenky obavy a pocity je zakou me a jak n m to pom h p ijmout p b h sv ho ivota interpretovat ho vyrovnat se s t m co n s potkalo a nal zt tak hlub smysl sv ho n ivota moudrost a nad ji Knihou se jako erven nit t hne z hloubi na eho srdce a du e vyv raj c touha t inorod m kvalitn m ivotem prostoupen m nasazen m odhodl n m a p esv d en m e si zaslou me l sku a p ijet ze strany druh ch lid Doc lit toho znamen rozv jet a kultivovat odvahu souc t n a napojen abychom si r no kdy se probud me dok zali pomyslet Bez ohledu na to co v echno se dnes poda a co ne si zaslou m l sku a p ijet znamen to si ve er kdy ul h me ke sp nku dok zat ci Ano nejsem dokonal jsem zraniteln a ob as trp m obavami to ale nic nem n na tom e jsem ve skute nosti odv n a zaslou m si l sku p ijet a pocit soun le itosti s druh mi lidmi Dr Bren Brown je spisovatelka profesorka a lenka v zkumn ho t mu na University of Huston Je zakladatelskou a gener ln editelkou spole nosti The Daring Way Jej p edn ku o s le zranitelnosti si vyslechlo ji 19 milion lid Je autorkou Nr 1 New York Times Bestsellers

**Como Liderar Empresas Familiares** Miguel Pina Cunha,Arménio Rego,Filipe S. Fernandes,Alexandre Dias da Cunha,2017-06-01 Como que se despede um filho incompetente Como se afasta da administra o o pai ou o av que criaram um neg cio de sucesso mas deixaram de estar altura do cargo Dilemas deste g nero s o t picos das empresas familiares que apesar de disputarem o mercado com todas as outras se regem por regras diferentes Por norma crescem em torno de um cl que partilha objetivos e paix es comuns afinal o neg cio da fam lia Mas heran as sucess es promo es e rivalidades internas podem gerar conflitos insan veis e destrutivos que rapidamente saltam para as manchetes dos jornais quando estala o verniz Em Como Liderar Empresas Familiares tr s professores universit rios e um jornalista analisam esse tipo de empresas sob



duas perspetivas o lado solar que elenca as suas vantagens nicas e o lado lunar que debate as fraquezas espec ficas que podem arrastar a fam lia para o fracasso Ambos os lados t m pontos em comum com as empresas n o familiares afinal grandes grupos como Corticeira Amorim Jer nimo Martins Sonae ou Viagens Abreu s o na sua g nese empresas familiares O foco deste livro pioneiro justamente a lideran a e as contradi es que enfrenta Como equilibrar sentimentos com racionalidade empresarial Como combinar nepotismo com meritocracia Miguel Pina e Cunha Arm nio Rego Alexandre Dias da Cunha e Filipe S Fernandes apresentam uma obra t o sint tica quanto abrangente onde n o faltam os n meros a investiga o mas tamb m as hist rias ilustrativas vividas em empresas nacionais e estrangeiras      **Small Business Sourcebook** ,2005 A guide to the information services and sources provided to 100 types of small business by associations consultants educational programs franchisers government agencies reference works statisticians suppliers trade shows and venture capital firms  
**The Wall Street Journal** ,1997      *F&S Index United States Annual* ,1999

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