

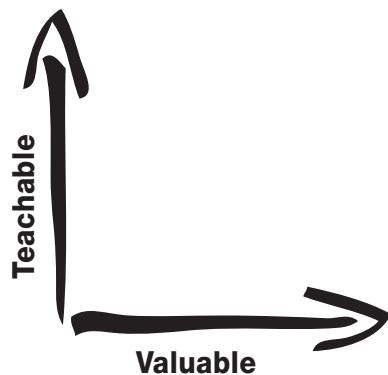
**JOHN WARRILLOW**  
Entrepreneur

*How to Build a Company Worth Growing or Selling*

John Warrillow One Page Plan

## 8 Step Process for creating a sellable company

1. Pick a scalable product/service
2. Create a positive cash flow cycle
3. Fire yourself as rainmaker
4. Commit with conviction
5. Lock in your team
6. Hire an intermediary
7. Tell your team
8. Convert offers



John Warrillow is a writer, speaker and angel investor in a number of start-up companies. He writes a blog about building a valuable – i.e. sellable – company at [www.BuiltToSell.com/blog](http://www.BuiltToSell.com/blog)

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