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MERGERS & ACQUISITIONS SUCCESSION
& BUSINESS ADVISORY BUSINESS VALUATIONS

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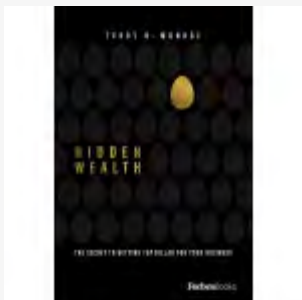
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RODE THE HORSE TOO LONG

I use the term "horse" when I am referring to a business. I have watched business owner after business owner continue to do the same thing and stagnate before their business dies a slow death. The sad thing about this is that they know what they are doing, yet they continue doing it ...

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GET THE WISDOM OF OTHER BUSINESS OWNERS' MISTAKES FROM THIS BOOK

Are you planning on selling your business in the next 1-2 years? If so, you need to start planning now. But where do you even start? Selling a business is a massive undertaking. With so many things to consider, some confusion is understandable, but if you don't get the right kind of help, you could end up selling your business for far less than top dollar and leave tens of thousands of dollars on the negotiating table ...

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6 RETENTION STRATEGIES THAT ACTUALLY WORK

Retention is crucial to your business. According to Investopedia, acquiring a new client can cost five times as much as retaining an existing one. And if that doesn't convince you, research from Bain & Company and the Harvard Business School both show that a 5% increase in customer retention can boost profits by as much as 95% ...

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