

# When to Sell Your Business

## -Entrepreneurial Burnout-

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Do you dread the alarm clock going off and waking you up to another day at the office? Are you still excited about getting out of bed and going to work every day? Have you lost that passion of being a business owner? You may have a case of Entrepreneurial Burnout.

Entrepreneurial Burnout can be a business killer. This is not out of the ordinary. Running a business is hard work, exhausting and most difficult when you are not getting the results that you had expected or hoped for. Burnout is very dangerous to your business and oftentimes leads to declines in revenue and office moral. Understanding the symptoms is just as important as understanding solutions.

Here are seven signs that you may be facing entrepreneurial burnout:

1. You don't want to get out of bed in the morning.
2. You start procrastinating things that you used to really enjoy doing.
3. You start using excuses to get out of work you should be doing.
4. You start avoiding spending time with friends and colleagues because you know the subject of business will come up.
5. You have stopped marketing your business or working on business development.
6. You begin to ignore deadlines; more importantly, ignoring customer deadlines.
7. You are getting discouraged with every small setback and are struggling to see light at the end of the tunnel.

These are symptoms but rest assured there are solutions.

Maybe the problem with the burnout is not you. Consider these questions:

- Have you have taken the business as far as you can?
- Is it time to speak with advisors about where you are and what you want to do?
- Is it time for a major change and letting go of the dreams that you had when you became a business owner?
- Are you challenged with even coming up with a new business plan to implement needed changes?
- Is it time to make major changes and move on?

Sometimes the solution is realizing its time for someone else to take the business forward. This may lead to the sale of your business; a transition to a new owner with a fresh set of eyes and energy to carry your legacy forward. There are solutions that fit this. Thinking through all of this is the first step. Understanding what you could expect in a sale or transition or by being acquired is the next step. The answer is there. You have to think it through for your own individual situation and take the next step accordingly.