Building a Valuable, Sellable Business: Exit Strategy for Women Entrepreneurs with Jen Thompson - Episode 456

In this Episode:

- Why it's worth thinking about your exit strategy long before you have any intention of selling
- What makes a business valuable and sellable and what potential buyers are actually looking for
- How owner dependency can affect the value of your business and why building beyond yourself matters
- Why recurring revenue, strong financials, documented processes, organizational structure, and a growth strategy all contribute to the value you're building
- How looking at your business through the lens of a future buyer can change the decisions you make today
- Why waiting until a life event forces you to think about an exit can limit your options and the value you've had time to build
- Why the people side of mergers and acquisitions matters just as much as the financial, legal, and transactional pieces
- What it takes to realize the full value of an acquisition after the transaction is complete
- Why more women need to understand the M&A world, both as business owners and as leaders helping shape how businesses are bought, sold, and transformed
- How building a business with lasting value can become part of a bigger conversation about wealth for women entrepreneurs

Notable Quotes:

"If the buyers are looking for the same thing that the sellers should be working toward."

Pearls of Wisdom:

1. You don’t have to do it on your own.
2. Be curious.
3. Remember that people move through change differently.

Resources:

Jen Thompson is Founder and CEO of ALKMY Advisors, a consulting firm focused on M&A integration, change management, and strategy execution. With over 20 years of professional experience, she has led executives and business leaders through M&A integrations, complex technology implementations, and project and strategy management. Jen is also President and Owner of Women of Mergers & Acquisitions Network (WoMAN), a membership-based organization whose mission is to enrich the lives of women in M&A through three pillars of INFORM, CONNECT, and SERVE. Jen holds a BS in Biomedical Computer Engineering and an MA in Organizational Leadership.

About the Host:

Kami Guildner believes women’s voices matter. She is a connector. A storyteller. A business coach for high vibe women entrepreneurs helping them #RaiseUP their Voice, Vision and Visibility for Impact and Business Growth.

Kami helps her clients build businesses they love with more time prosperity and more wealth prosperity. She weaves soulful-inspiration into mindful business strategies, and this Soul+Strategy™ approach to business helps her clients succeed in business and worldly impact.

Her clients scale and grow their businesses with a more feminine, abundant approach. Her community of entrepreneurs is creating a new paradigm of entrepreneurship, helping each other raise up in a ripple effect of impact. Her clients have gone on to reach extraordinary heights as consultants, coaches and leaders – achieving exponential revenue growth, landing on big

stages, starting software companies, launching new professional organizations, transforming corporate cultures and transforming lives. They are influential and they are changemakers.

Kami is the founder of the Extraordinary Women Ignite Conference and host of the award-winning Extraordinary Women Radio™. She is the best-selling author of Firedancer: Your Spiral Journey to a Life of Passion and Purpose and was named to the 2020 Twenty-Five Most Powerful Women in Business List by the Colorado Women's Chamber of Commerce.

Connect with Carrie

Website

LinkedIn

Join Kami at Extraordinary Women Ignite

As you think about the business you're building and the value you want it to create, Kami invites you to join her at the 12th annual **Extraordinary Women Ignite Conference, November 5–7 in Colorado.** Ignite is where extraordinary women entrepreneurs gather to explore fresh ideas, expand what's possible in their businesses, and build the relationships that help us grow with greater purpose, prosperity, and joy. Kami would love to welcome you into the room. Learn more and get your ticket **here.**

*This is episode 456

Link to this show: https://www.kamiguildner.com/ewr-jen-thompson-eps-456/