

Jul 10

The Name of the Game: Closing in Business

Sometime in the next two weeks, I'm going to be closing a deal for one of my acquired businesses, and I thought it would be relevant to share my insights on this topic. There is nothing better than finding a space that you see so much potential in and love, and having others recognize it in the same way. Additionally, I'm constantly surprised by the creativity people show when envisioning the possibilities for their newfound space.

Getting Real

Closing deals in the business world is hectic and messy, but it's worth the satisfying feeling of knowing that someone else is going to be able to give the space a new purpose. Not only that, but personally, I don't fear the process of closing. In a way, it's a part of life.

Now, you may be thinking, "Kimberly, what?" I know it sounds unconventional and maybe even a little crazy, but I don't see it as time wasted or like losing your "baby." I believe it's necessary in the business world. Closing a business teaches valuable lessons about closure and knowing when to let go. Selling businesses is necessary to move on to the next thing, have opportunities to grow, seek change, and become a better business owner overall. The reality of entrepreneurship, I've learned, is that not every business you own will become a smashing success, and I'm okay with that. There's no true failure in business because even when things fail, there's still a lesson I've learned every time.

This is Your Sign

So, you heard me -- sell your business. If you've been thinking about it, close that deal! My thing is, you have so many discussions with the people you sell your business to, you know them, and the idea behind their vision. Even though it's a change from what used to be, you get to watch their business thrive and celebrate another's success in the community as well as your own personal growth success. Thanks for coming to my soapbox, I know not everyone may agree with my methods, and that's okay! All entrepreneurs have slightly different approaches, but we all share the same passion. With that, I wish everyone luck on their entrepreneurship journeys!

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