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Manufacturing Owners Learn to Step Away When Preparing to Sell Business Accord to Accelerated Manufacturing Brokers

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Frances Brunelle, President of Accelerated Manufacturing Brokers recommends manufacturing owners take steps to start reducing owner involvement and prepare for an exit strategy. Brunelle shared that there are some fun tests to measure the degree in which the owner is ready to reduce their involvement. Read the comprehensive information [here](#).



Brunelle shared, “Can an owner take a month away from the business and still have it operate smoothly and efficiently? If not, then delegation must start immediately. The new buyer is buying a company without the founder. They must be assured that the company is not dependent on the founder.”

Another test is to have employees create their own job descriptions. Accelerated Manufacturing Brokers’ executive team has found sellers often believe they are more integral than when factually reported by employees.

Brunelle understands this is a process that can be uncomfortable. “So much life effort has been placed in building the company. By gradually reducing owner involvement transition will take place over the six months to a year when the company is finally acquired,” noted Brunelle.

About Accelerated Manufacturing Brokers, Inc.:

Accelerated Manufacturing Brokers, Inc., [specializes in the sale of manufacturing companies](#) nationwide, with generally \$2 – \$20 million in revenue, and a minimum of \$500K in net worth. The firm is exclusively dedicated to helping manufacturers sell their businesses and transition into retirement. The firm’s mission ensures the continuity of U.S. manufacturing by creating a new generation of entrepreneurial owners. The upfront guidance is offered without a fee; the assessment and how to optimize the manufacturing enterprise for sale is a unique value proposition of the Accelerated Manufacturing Brokers’ value proposition.

Passion about the manufacturing sector is personal; it represents the best and backbone of the U.S. economy. Clients are quintessentially great small American manufacturers. These entrepreneurs are the nation’s renegades and rebels who have worked hard and built great companies. Like the clients served, the Accelerated Manufacturing Brokers’ team shares their entrepreneurial and manufactures their destiny while helping clients realize how to best position their company for prospective buyers.

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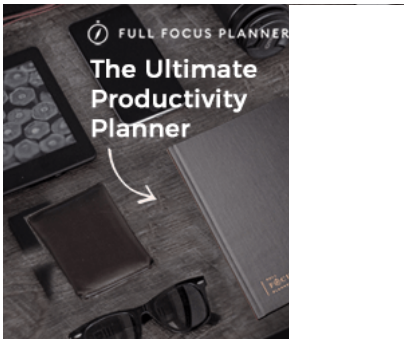
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