

## REFLECTION QUESTIONS CHAPTER 1

- == Review the characteristics of Lifestyle versus Value Creator business owners. Which one are you today?
- == Owner independence is one of the first things I assess to get an initial sense of business value. How well could your business run without you at the helm today? How much of your present identity is tied to your business?
- == Owning and exiting a business is a personal journey more than anything else. Research has shown, being in touch with who you are and what you want produces a better exit. Find a quiet place to do some soul-searching. Ask yourself these three questions: Who am I? What do I want? And why? Write down your answers. Writing down your answers will help you commit them to memory.
- == The benefits of using the Value Acceleration Methodology are enormous. Which benefits described in this chapter resonated the most with you?
- == How would you explain the benefits of Value Acceleration to a peer?