

BAIN

BUSINESS SALES OF HOUSTON

Recognizing the Signs of Seller Burnout

*Business Owners should recognize the following **Warning Signs** of **BURNOUT**. They indicate that changes are urgently needed and it might be the right time to sell the business.*

Business Buyers should recognize Seller Burnout as one of the legitimate reasons a business will go on the market for sale.

1. It's not fun anymore!
2. The Customers are becoming the enemy!
3. You feel that you have to do everything yourself!
4. You feel that the company owes you!
5. There's no time left for family & friends!
6. You're terrified of failing!
7. You're never satisfied anymore!
8. You're reacting to problems - not planning for and solving them!
9. You're sacrificing quality for quantity!
10. You're losing the lifestyle you were pursuing for yourself and your family!