



The One Mistake People Make When Setting Up Their Business

Hi I'm Sharon Jurd and welcome to my Biz Blitz video. Today, I want to talk to you about the **one mistake people make when setting up their business.**

Now firstly, you should set your business up to **SELL**. If I said to you, put up your hand right now if your business is for sale, you should have your hand up because you will want to **SELL** your business at some point under different circumstances. You might say, I'll never **SELL**. I'm telling you, there'll come a day that you will.

But beyond that, the one mistake that people make is not setting up correct **SYSTEMS AND PROCESSES** in their business. Because when you go to **SELL** your business and you step out, the person who's buying your business wants to know that they can step in and continue earning the income that you earned with or without you.

What **SYSTEMS AND PROCESSES** help you do is to bring other team members in so you can train them easily. The other thing that **SYSTEMS AND PROCESSES** help you do is to have some time off now. I've recently taken a whole month off in my business because I know there's **SYSTEMS AND PROCESSES** in place to allow my business to continue without me and I love testing this each year, because then I know that if I become unwell, or I need to be somewhere else or out of business for an extended period of time, I know that my business will continue to run.



The One Mistake People Make When Setting Up Their Business

If you were to take a month out of your business or longer, how would it go? Would it survive? Would it thrive? If the answers aren't yes, then have a look at **SYSTEMS AND PROCESSES** in place and each time you do a task in your business, you should set up a system for that.

In my world, I call it a **tick sheet**, and it's a tick sheet procedure of what happens when that happens in my business, so that anybody outside of my business could sit down and follow that tick sheet precisely to get that task done and then those **SYSTEMS AND PROCESSES**, along with your **DATABASE** and a couple of other things become the equity in your business to sell later on, or to hand down to future generations or the business partners or the like.

When you're setting up your business, make sure you have the **SYSTEMS AND PROCESSES** in place. An old mentor of mine gave me this old phrase, has been around for a while, and it is, "**people run the systems, the systems run the business.**" A lot of people believe that people are running their business, in fact, it should be people running the systems and the systems running your business. If you set your business up that way, you can take as much time as you like off and the business will run without you.

<https://sharonjurdevents.com.au/discoverysession/>



The One Mistake People Make When Setting Up Their Business

I'm Sharon Jurd. I hope this video has been of value to you today. If it has, please share it out with your friends, your family, and your colleagues. We will talk very soon.